

# NexTec Group Hatches Successful Solution for National Food Corporation



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**Shaun McCann**  
Assistant Controller

Headquartered in Everett, Washington, National Food Corporation operates its own feed mills, pullet farms, layer farms, processing plants, and distribution centers in Washington, Oregon, Montana, and South Dakota, serving markets throughout Alaska, Hawaii, the Pacific Northwest, and the Midwest. By controlling every aspect of production, processing, distribution, and marketing, the company is able to ensure that customers receive the highest quality shell eggs and egg products—all backed by excellent customer service and support programs.

National Food Corporation is a complex operation that requires a powerful, flexible business management solution to meet its needs. Its solution of choice is Microsoft Dynamics GP, expertly backed by the professional team at NexTec Group.

## Seeking A Fresh Solution

Until recently, National Food Corporation used an older DOS-based accounting software that no longer met the organization's needs.

"It was slow, cumbersome, and expensive to maintain," says Shaun McCann, assistant controller for National Food Corporation. "We wanted to take advantage of current, more flexible technology that is more easily customized."

The company reviewed an industry-specific solution and Sage ERP MAS 500 before deciding on Microsoft Dynamics GP.

"We appreciated that NexTec Group represents both Sage and Microsoft solutions so they were able to help us to thoroughly analyze both options," says

McCann. "Ultimately we felt that Dynamics GP offered the best fit for our organization at the best price point."

## Nested Applications

NexTec Group implemented a custom interface between Paragon, the company's routing and transportation software system, and Microsoft Dynamics GP. "We send customer orders from Dynamics to

Paragon for driver scheduling," explains McCann. "The interface saves us a minimum of five hours each week—time we used to spend keying orders into Paragon."

In addition to delivering its own products, National Food Corporation uses its fleet of trucks to perform delivery services for large retailers. NexTec



The company has a powerful and flexible solution that helps manage all aspects of this busy operation.

Group designed a utility that imports an electronic file provided by the customer into Microsoft Dynamics GP where invoices are automatically generated before the data is sent to Paragon to schedule the pickup and delivery.

"This results in several more hours of savings," McCann says. "It reduces routine errors and it frees our staff time for other tasks."

## Custom Fit

Many of National Food Corporation's customers trade with the company using EDI (Electronic Data Interchange). With the open architecture and flexibility of Microsoft Dynamics GP it is easy for the company to comply with its customers' EDI requirements. "NexTec Group is great at coming up with solutions for us, and Dynamics GP makes those solutions easier to implement."

Egg pricing is notoriously volatile because it is based on market conditions, so National Food Corporation must update its price list weekly. NexTec Group designed and executed a time-saving data entry screen within the software that supports the company's unique pricing structures.

### Reports Offer Insight

The reporting capabilities inherent in Microsoft Dynamics GP have enabled National Food Corporation to design several custom reports for use in its varied operations.

"We were able to design a report for our egg product division that helps them plan production," McCann explains. "Before we had to compile this information in a spreadsheet."

The software offers benefits beyond its initial expectations. For example, a Reason Code field on credit memos allows National Food Corporation to track the reasons for the credits it issues. By including that information on reports, the company is able to analyze potential handling or quality issues and improve its overall service.

### Building Efficiency

The National Accounts feature in the software is ideal for managing the parent-child relationships of many of National Food Corporation's customers.

"We may get orders from several of a company's store locations, but the invoice is paid in one check by the parent company," says McCann. "Before, to apply the payment, we had to split the check out manually to each store. Now, we can apply it in a single transaction."

The company has engaged NexTec Group to implement Microsoft Dynamics CRM, a customer relationship management system that tightly integrates with Microsoft Dynamics GP.

"We are excited about getting this up and running," notes McCann. "Because it is integrated with the accounting system, in addition to being a central source for all of our contacts, our salespeople plan to use it as a tool to monitor customer credit status."

### Beyond Expectations

In NexTec Group, National Food Corporation has found a committed partner with the resources and expertise to help the company maximize its software investment.

"NexTec Group is great to work with," concludes McCann. "They go way beyond our expectations to ensure that we are getting the most from the software."



NexTec Group brought skills, experience, and expertise to the implementation for National Food Corporation.



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