



Nonni's Foods Bakes the Best With Help From NexTec Group and Sage ERP X3

Nonni's Foods LLC bakes the most popular selling biscotti on the market, and the only brand that is sold coast to coast. The gourmet treats have even found their way into gift baskets given to celebrities at the Tony Awards, Daytime Emmy Awards, and Oscar parties. While the century-old recipes remain largely unchanged, today Nonni's Food employs nearly 350 individuals across its five locations.

When the company sought to replace its legacy accounting software, it launched a comprehensive search for a single, integrated ERP solution capable of supporting its process manufacturing, inventory control, EDI, accounting, and financial reporting functions. The winning solution was Sage ERP X3, expertly implemented and supported by the team at NexTec Group.

Disconnected Systems Hamper Efficiency

"Over the years the company had assembled a hodgepodge of applications to help us run the business," recalls Kelly Tryon, CIO at Nonni's. "We had a basic accounting application, plus a series of spreadsheets and Access databases that each held parts of our operation. There was no single place that held all of our critical data, so as a result it was difficult and time consuming to get basic answers."

Tryon was hired by the company's current owner to change the status quo by helping to select and implement a robust ERP application that would provide the company with a complete picture of its manufacturing, distribution, and accounting operations. The new solution would have a tall order: enable Nonni's to boost efficiency, cut production costs, and grow the business, all while maintaining an unrelenting focus on quality.

"We'll see a significant return on our investment within the first 18 months."

Kelly Tryon—CIO, Nonni's Biscotti

NexTec Group and Sage ERP X3 Up for the Challenge

Tryon assembled a selection team from a cross section of departments, and together they analyzed more than one dozen potential solutions. "From the dozen we narrowed the list down to three: Sage ERP X3, Microsoft Dynamics, and Infor. We asked the vendors for each of those solutions to make a presentation for us. Only NexTec Group and Sage ERP X3 stood out. The solution is built for this industry. NexTec came prepared. They understand how food manufacturers operate. Plus, they could meet our aggressive implementation timeline."

Immediate Gains

NexTec Group was able to take the company live on Sage ERP X3 in just four months. The benefits of a modern, integrated ERP solution quickly materialized. "One of the first areas that benefited was purchasing," says Tryon. "Before, we kept our list of purchase orders in a spreadsheet. Processing accounts payable was a 25-step process. Right away we were realizing an enormous time and efficiency savings. Purchasing is integrated with inventory and payables, so the data flows without needing to be rekeyed."

In another efficiency gain, reconciling the company's inventory physical count under Sage ERP X3 takes just three days, rather than the three weeks required under the old system.

Client:
Nonni's Foods LLC

Industry:
Food Manufacturing

Solution:
Sage ERP X3

Headquarters:
Oakbrook Terrace, Illinois

Number of Employees:
300+



About NexTec Group

NexTec Group is a leading business solutions provider, delivering comprehensive ERP, CRM and sales automation solutions targeted to the unique needs of our clients. With more than 18 years of experience, we work to address the industry challenges faced by distributors, manufacturers, professional service agencies, government organizations, healthcare facilities, not-for-profits, financial service firms and oilfield services distributors/manufacturers.

Gaining a Competitive Advantage

NexTec Group is currently working with Nonni's to roll out Sage ERP X3 to the bakery floor. Staff will then record production details in real time, noting batch variations and utilization. "This is when the product will really begin paying for itself," says Tryon. "It is where we can gain a competitive advantage. With increased cost control, visibility, and accountability, we are able to produce more, at consistent, known costs, all while maintaining our exceptionally high level of quality."

The new efficiencies have reduced overtime and weekend work at Nonni's, and the labor savings is being used to good advantage. "We have freed individuals to work on more strategic tasks," notes Tryon.

Nonni's recently acquired two other companies, and with NexTec's help, will implement Sage ERP X3 for these locations as well. "It is very easy to set up a new fully-operational company in the software. We will be able to grow the company without adding additional staff," Tryon says. "This too is a significant competitive advantage."

Meeting Industry Needs

Like many process manufacturers, Nonni's has a critical need to maintain lot-related information in the event a recall is necessary. Before Sage ERP X3 was implemented, it was one employee's full time job to maintain a separate database of lot data. "Now that is unnecessary. Sage ERP X3 provides the tracking and control we need throughout the production cycle," says Tryon.

With large customers including major club stores and national grocery chains, Electronic Data Interchange (EDI) capability is a necessity. With its integrated EDI functionality, Sage ERP X3 streamlines and simplifies the task, saving Nonni's time, effort, and money.

Full Return On Investment

"NexTec Group understands the food business," says Tryon. "We could not have come so far as quickly as we did without their knowledge of the industry. In addition, they are experts in Sage ERP X3. When we needed workflow processing changes or new reports and queries, they were able to deliver."

He concludes, "I expect we'll see a full return on our investment within the first 18 months. With NexTec's help we've got the basics nailed and now we've moved on to the more strategic areas of our operation where the real gains in efficiency and competitive advantage lie."

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