



J.R. SIMPLOT COMPANY

Simplot embraces a whole new world of possibilities for their worldwide agribusiness



Simplot and SSI have demonstrated the power of continuous collaboration in building and customizing our software to perfectly fit their ever-growing needs. Agvance has streamlined Simplot's processes, making their business more efficient and letting all of their operations speak the same language.



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Roger Parks
Vice President of IT & CIO
J. R. Simplot Company

A SEARCH FOR NEW TECHNOLOGY

In 2006, Simplot's leadership realized that they were outgrowing their aging legacy systems. Roger Parks, Vice President of IT & CIO, and his team, preferring a "Buy, not build" strategy began searching for software that would fit their specific needs.

"We got together with a lot of users in dispersed geographical areas," says Applications Analyst Robin Mein, "and from there compiled an extensive requirements list." After an assessment of end-user needs and a review of the capabilities each product offered, "it quickly became apparent that Agvance fit the most of them immediately out of the box."

"Agvance was designed very specifically for agribusiness and therefore fit our needs better than any other product that was available," Parks says.

Opening a dialogue, SSI was able to discover and understand potential obstacles for Simplot's use of the software and through this collaboration, enhance the software to resolve them.

A GROWING, EVOLVING PARTNERSHIP

SSI and Simplot began implementing Agvance at 85 Simplot Grower Solutions (SGS) sites across the Western U.S., beginning work in 2007. Working closely with SSI's implementation personnel, Simplot was able to provide specific needs and enhancements that would improve the software's ability to serve their business. "They were very good at discussing and making changes to the system to adapt it to our needs," says Application Analyst Mike Ball. Roger Parks agreed, citing "their ability to make good on their commitments and then some."

As a result of this experience, Simplot awarded SSI their Business Partner of the Year Award, the first and only time the award has gone to an IT firm. "SSI has spent a lot of time and money on changes and enhancements that benefited Simplot, because they wanted us to succeed and they knew it would improve Agvance."

In the years since, the Simplot-SSI partnership has only improved, with Simplot committing to Agvance for more and more of their business needs. "It was so good we've expanded its use to three companies," says Ball. In 2010, Agvance went live in the Western Stockmen's farm retail division and it was recently launched at Simplot Partners, a turf and horticulture supplier.

Streamlining data flow and uniting it across the company has been one of the most impactful benefits for Simplot. "EDI Reconciliation, which once required a number of workers at individual PC's a month to do, can now be done by one person in three days," Ball says. At SGS sites, Agvance is able to capture approximately \$100 million in pre-payment transactions from farm customers that went untracked when using their previous software.

"Each division was separate and quite different, but everything flows into the back-end financial system in the same way. It's very adaptable; you can choose how you track inventory and adapt to the needs of the industry or division, but you get a relatively standard

Looking to the future, everything continues to point up. "(Working with SSI) is a unique partnership, a phenomenal relationship, something I haven't seen in forty years in IT. I'm honored to work with them. They're always ahead of the curve on getting their software to meet the customer's needs," Ball says.

“As I speak at different conferences, I'm always recommending Agvance,” says Parks. “It's the best ERP for agribusiness today and SSI is one of the best partners I've worked with in my business career. We plan to continue expanding it to other parts of the business. Any place in the enterprise where Agvance can be a good fit, it will be our preferred system.”

COMPANY BACKGROUND

Simplot was founded by J.R. Simplot in 1929, growing into what is today America's largest privately-held agribusiness company with \$6 billion in annual sales. Simplot operates across nearly the entire spectrum of agribusiness, from food processing to seed development and farm supply retail stores, expanding their operations to Canada, Australia, China, Korea, Southeast Asia, Mexico and Latin America in the process. They've even been able to do all of this while maintaining award-winning environmental protection and sustainability programs. To learn more about their vast array of capabilities and assets, visit their website at www.simplot.com.

SSI CUSTOMER SINCE	AGVANCE MODULES	KEY BENEFITS
June 2006	Accounting	- Tighter inventory control
HOME OFFICE	Blending	- Reduced labor costs
Boise, ID	Planning	- Streamlined data flow
# OF RETAIL LOCATIONS	Mapping	- Increased data collection
120	Dispatch	- Unequaled Partnership
# OF EMPLOYEES	Grain	
10,000	Scale Interface	
	Mobile Job Manager	
	Mobile Inventory	



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