

### CUSTOMER

Millennium Foods

### INDUSTRY

Food Manufacturing

### LOCATION

Indianapolis, Indiana

### Number of Locations

One

### Number of Employees

40

### SYSTEM

Sage PFW

### Modules in Operation

- General Ledger
- Accounts Payable
- Accounts Receivable
- Inventory Pro
- Order Entry Pro
- Purchasing Pro
- Costing
- Formulas
- Production
- Customer Insights
- Tiger Warehouse Automation Suite

## Marshall + Poe provides Millennium Foods with recipe for success — Sage PFW

For Millennium Foods keeping secrets is the key to its success. The ten year old company develops, refines, and perfects proprietary seasoning blends, sauces, marinades, batters, and breading for various restaurant chains across the United States. An essential ingredient in Millennium Foods' accounting and process manufacturing operations is Sage PFW ERP, ably supported by Marshall + Poe, LLC.



"It's not going too far to say that we could not run or grow this business without Sage PFW and the help we receive from Marshall + Poe," says Zia Loghmani, president of Millennium Foods. "Without them, we'd be doing nothing but paperwork."

### Order the Right Solution

Four years ago, the company relied on a cumbersome assortment of spreadsheets and databases to track recipes and batch production, and used an entry-level accounting software package to manage its accounting needs. "We had no reliable way to determine what we had on hand, what was committed, and what

we needed to order," recalls John Rake, director of operations. "We'd heard about Sage PFW—that it was designed for the kind of batch manufacturing we do, and called Sage Software to find out more."

Sage Software referred Millennium Foods to Marshall + Poe, a Sage Software Business Partner specializing in Sage PFW. "They gave us a very thorough demonstration and right away we knew Sage PFW was going to work for us," says Loghmani.

### Keep Inventory Lean

With the old system of databases and spreadsheets, the company frequently over-ordered to avoid potential shortfalls.

### CHALLENGE

Entry level accounting software and spreadsheets holding batch production information made it difficult to accurately track inventory, production, and maintain compliance.

### SOLUTION

Sage PFW, supported by Marshall + Poe provides purpose-built process manufacturing functionality combined with accounting and financial modules.

### RESULTS

Inventory turns up by 20%, resulting in savings of nearly a half million dollars each year. Barcoding solution minimizes data entry errors. Lot tracking capability eases compliance burden.

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"Because we didn't have a clear picture of what we had and what we needed, we tended to stock too much," says Loghmani. "We're operating leaner now. Sage PFW gives us the visibility into our operations that we need to make better buying decisions."

"We've increased our inventory turns by 20 percent," says Rake. "That represents a savings of nearly half a million dollars each year." Loghmani points out an additional benefit, "Our ingredients are fresher as a result of the more frequent turns, and that helps improve the overall quality of our products."

### **Use History to Best Advantage**

Millennium Foods uses the purchase history tracked by Sage PFW to negotiate better pricing from its vendors. "We can negotiate larger discounts based on past purchase volume," says Rake. The company also uses its purchase history to price its finished goods. "We're now able to accurately track the cost of our finished goods, based on the cost of all of the ingredients," says Rake. "When costs increase for an ingredient, we're able to go to the customer and renegotiate our pricing."

### **Streamline Compliance**

As a food manufacturer, Millennium Foods must comply with a myriad of governmental regulations. Sage PFW eases the compliance burden through its comprehensive lot tracking capability. This enables the company to quickly trace a lot back to the individual suppliers that provided the raw ingredients. "We used to keep this information in spreadsheets," recalls Loghmani. "It was time consuming and tedious to maintain."

### **Automate Warehouse Activities**

Marshall + Poe worked with Millennium Foods to implement a comprehensive

warehouse management system (WMS), that integrates with Sage PFW. The WMS automates shipping procedures by allowing staff to scan a barcoded product number and lot number as an item is being packaged. "It's vital that we record the lot number accurately," says Rake. "Using bar codes reduces the opportunity for error."

### **Strategic Planning**

As Millennium Foods works through the process of perfecting a recipe, lab personnel can quickly perform *what-if* scenarios and analyze how changes in the recipe will affect the master formula. Ingredients can be changed and quantities adjusted to meet specific targeted values set by its customers. With the versatile costing features in Sage PFW the company can adjust materials, quantities, or labor and then calculate how the adjustments will affect the total product cost.

### **Work With Insight**

The Customer Insights module helps the company deliver excellent customer service. From one easy-to-navigate screen, staff can view customer information such as credit, customer pricing, billing and ship-to addresses, open orders and quotes, order history, and shipments.

Both Loghmani and Rake praise the service and support they receive from Marshall + Poe. "Using their expertise, we're able to focus on our business and not on the software," says Rake.

"Sage PFW gives us 360-degree visibility into our operations," concludes Loghmani. "With the information we now have, we're able to be proactive, rather than reactive."