RAGT sows the seeds of growth with Sage X3

"Sage X3 has helped us modernise our operations and significantly improve our reporting processes."

Penny Spencer
Operations QA and Efficiency Officer, RAGT.

RAGT implements Sage X3

RAGT is a seed breeder and wholesaler that assists growers and producers to harness the potential of world-glass global genetics, increasing farm yields and increasing productivity.

The Australian business had outgrown a legacy system, and as a newly acquired entity within a global enterprise, the time had come to modernise operations and finance to prepare the organisation for a new period of growth.

Sage X3 has helped streamline operations, improve financial management and reporting and provide more seamless management and control across a geographically dispersed business.

Results with Sage X3

- System tailored specifically for the needs of RAGT Australian operation
- 90% of required functionality worked 'out-of-the-box' with minimal customisation required
- A modern, cloud-based platform offering secure access to a distributed workforce
- Vastly improved manufacturing management and stock control
- User-friendly system interfaces
- Efficient integrations with third-party systems
- Extendable and scalable system with the potential to add customised functionality
- Faster and more insightful reporting for local stakeholders and global head office

Company
RAGT Australia

Location
Australia

Industry
Agriculture

Sage Products
Sage X3

Partner
Usage Business Solutions

About RAGT Australia

RAGT Australia is a seed breeder and wholesaler that screens and supplies premium cultivars, providing solutions for growers and producers of many different types of crops to increase their productivity and profitability. A wholly owned subsidiary of the RAGT Group, an international seed leader, the local operation remains focused on research and development and class-leading genetics to help agriculturalists get the best results from their broadacre crops, forage crops and pastures.

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Outgrowing a legacy system

RAGT Australia, formerly known as Seed Force, was running a legacy business management system that had served the business well for nearly 20 years but was no longer fit for purpose. The senior leadership team of RAGT Australia sought to implement a new ERP system to help take operational, management and financial efficiency to a whole new level.

The global RAGT business is based in Europe and runs Sage X3, which was considered as an option alongside some other well-known ERP brands. RAGT Australia was empowered to make their decision about the choice of technology platform independently of the global business, to ensure it would meet local operational and financial requirements.

Looking inside the box

As they reviewed ERP options, the team from RAGT Australia realised that they needed more simplicity than some of the 'bulkier' ERP systems offered. As a medium-sized business, they wanted a solution that worked 'out of the box' to a large degree, that could be tailored to their industry and specific needs, with minimal customisation.
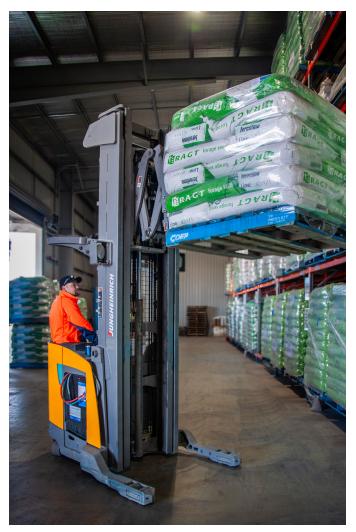
A comprehensive pre-sales process led by the Usage Business Solutions team, along with very practical product demonstrations, helped RAGT decide on Sage X3 for the next phase of their business growth. The decision to implement Sage X3 had an additional benefit – ease of integration with the international operation at a later stage.

Cultivating a healthy partnership

Sage Partner Usage Business Solutions took the lead to guide RAGT Australia through the implementation and change management program for Sage X3. One of the major benefits of selecting Sage X3 and Usage for RAGT Australia is access to a local team of implementation experts to work closely with the customer team through the process.

A Sage specialist with decades of industry experience, Usage brought valuable expertise to the project. For the implementation of Sage X3 they recommended the adoption of standard product functionality with some tailoring to suit users, but minimal customisation. The approach is more agile, and helped ensure the implementation of Sage X3 was completed within five months from commencement to go-live.

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Modern solutions for growing operations: Sage X3 powers RAGT's journey to scale.

Taking stock of the benefits of Sage X3

RAGT had a clear list of requirements for their new ERP system. They were looking for a stable, cloud-based platform with accessibility for a distributed workforce. In addition, they wanted to implement a modern system designed around their specific needs with the ability to scale.

Managing manufacturing operations and stock control were particularly important requirements for RAGT. Sage X3 is purpose-built for businesses moving products and provides a best-in-class solution. RAGT operates more than 70 warehouse locations around Australia and Sage X3 has improved demand planning, increased efficiency and ensured products are available when and where they are needed by customers.

Faster and easier reporting for power users

One of the main benefits of implementing Sage X3 for RAGT has been a vast improvement in the reporting process, and the ability for the system to present insightful data to all stakeholders. RAGT's finance team saves a significant amount of time with the reduction in manual and duplicated effort to prepare reports.

The Usage team worked with users of the Power BI platform within RAGT to provide access to all tables for reporting and configure gateways to enable reports to be pushed to specific stakeholders. Sage X3 has also streamlined reporting requirements to meet the needs of the global head office in Europe (prior to planned direct system integration).

"Sage X3 has helped us modernise our business operations and set a solid platform for future growth. The system has the flexibility to meet the unique needs of our Australian business while also ensuring we can report to our global parent in a consistent and efficient way" said Penny Spencer, Operations QA and Efficiency Officer of RAGT.

Sage X3 works for a growing business

Following the successful implementation of Sage X3, RAGT has its focus set firmly on the future. Sage X3 has proven to be effective in managing the operations of RAGT in Australia from go-live, but most importantly the system is geared to meet the growing needs of the business.

Quality control, lot tracking, rebates and a royalty program are all features that are planned to be added within a 12 to 18 month period to enhance the functionality of Sage X3 for RAGT. Additional functionality will come from regular Sage X3 product updates, customisations designed and driven by the Usage team, and the integration of third party solutions from Sage Marketplace partners.

Together, RAGT and Usage continue to cultivate a strong relationship and a healthy future.

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"We're invested in the success of our customers, and our goal is to help them run their businesses more effectively and profitably. RAGT Australia is a great example of the results that can be achieved when the right people and products are brought together to deliver a powerful and efficient solution."

Jeff Lewis
Director, Usage Business Solutions

A reliable and strong partner

Usage Business Solutions is a Sage Partner and provider of a diverse range of business management software solutions in Australia and New Zealand. The Usage team worked closely with the RAGT team to tailor Sage X3, integrate third party solutions and drive user training and change management to ensure the implementation process was smooth and seamless.

Usage takes a strategic approach to client engagements, ensuring solutions are tailored to align with the specific needs of each business. Decades of experience and a dedicated team with extensive collective knowledge combine to craft powerful and effective accounting and business management solutions for clients.

With the stated goal of helping clients run their businesses more effectively and profitably, Usage works with businesses of all sizes across a wide range of industries. Flexible solutions are crafted to ensure they can scale with client businesses, and technology solutions are always driven by business needs including processes, productivity and success.