



## Sage X3 is an essential ingredient in Foodarom Group's success

**Client**  
Foodarom

**Industry**  
Food Manufacturing

**Location**  
Montreal, Quebec

**System**  
Sage ERP X3  
Sage Enterprise  
Intelligence

Foodarom Group Inc. is all about flavour. The innovative ten-year-old company creates a vast array of flavours that food manufacturers around the world use to make their products unforgettable. From light and fruity, to dark and smoky, decadent and sweet, or deep and savoury, Foodarom is rapidly becoming the go-to designer for successful midmarket food manufacturers. The company is committed to flexibility, adaptability, and constant innovation, and is leveraging those principles to fuel its continual expansion and exploration into new markets. Sage X3, backed by the professional team at Tangerine Software, is the business management solution Foodarom selected to power that growth.

### Entry-level software falls short

"We are growing quickly, with offices in Montreal, U.S. West coast, plus a R&D Center in Germany and a new plant in Utah, opening soon," explains Julie Robitaille, vice president of operations for Foodarom. "We started with a basic accounting software, but quickly outgrew its capabilities and began searching for a true process manufacturing solution that could scale with us."

### Sage X3 is the solution to power the future

The company performed an extensive market review, and then narrowed its selection down to a short list of viable solutions.

"We scheduled demos for the solutions on our short list, and Sage X3 was the winner," says Robitaille. "Its process manufacturing capabilities were the strongest, and we were very impressed by Tangerine Software, Sage's local business partner. Tangerine's knowledge of the food industry helped make our final decision easy, and their implementation team certainly didn't disappoint."

Priorities for the company were multi-currency, multi-company, multi-language, and multi-legislation capabilities; lot control and traceability; and quality control functionality.



### About Tangerine Software

As a leading provider of Enterprise Resource Planning (ERP) software and Business Intelligence (BI) solutions, our success has been a direct result of our people and our products. In addition to offering robust, innovative solutions, our consultants are second to none in terms of knowledge and experience. Many have been with us for over ten years and it is their dedication and professionalism which keeps our business relationships with customers so successful.

Founded in 1992, Tangerine Software has provided ERP solutions to over 200 mid to large size organizations in Canada and the United States. Our partners include world renowned organizations such as Sage, Infor, and IBM. In response to customer demand for a superior Business Intelligence solution, we developed and went to market with Nectar Business Intelligence in 2002. It has since become a great success with customers throughout North America.

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 Authorized Partner

“Sage X3 has the feature set that food manufacturers need,” says Robitaille. “It’s scalability and power mean that it can continue to grow with us as we grow.”

### Lot traceability supports safety and quality

The food industry is highly regulated, and Foodarom must comply with a multitude of standards and regulations including those from CFIA-ACIA, FDA, TGA, and SQF. The extensive traceability and quality control functionality in Sage X3 helps the company meet these stringent requirements.

Foodarom makes extensive use of the lot tracking capabilities in Sage X3. Raw ingredients are tracked from source to final product, allowing the company to perform forward and backward traceability should a quality issue or recall event occur. Expiry dates associated with each lot help ensure freshness and consistently high quality. “We perform mock recalls two or three times each year,” says Robitaille. “It’s so easy to do with Sage X3, and it’s something that was very time consuming and cumbersome before.”

The product’s quality control functionality enables Foodarom to track and maintain quality specifications and test results for raw materials, intermediates, and finished goods. Test results are recorded and maintained together with production data to comprise a complete history of every batch created.

### Smart insights into operations

Sage Enterprise Intelligence, an innovative and intuitive self-service business intelligence solution with deep integration to Sage X3 provides Foodarom with deep insight into the health of the operation. “I use it to get up-to-date

metrics on all operational indicators, including orders, manufacturing, shipments, and quality control,” says Robitaille. “We love that we can configure Sage Enterprise Intelligence to automatically distribute reports to our various stakeholders, so everyone gets the information they need.”

### Sage X3 scales to support significant growth

Robitaille says quantifying the savings realized due to the efficiencies gained with Sage X3 is difficult, but she knows the savings are substantial. “During this time, we’ve grown revenues from a \$5 million to \$35 million, so we’re simply not the same company anymore,” she says. “What I do know, is that we could simply not have managed our growth without a solution like Sage X3. The product’s flexibility, scalability, and global feature set, along with the expertise of Tangerine Software’s staff, are instrumental in supporting our expansion and enabling us to grow efficiently and profitably.”

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