



## Embrace ERP enables Agrinet to Grow Sales without Growing Costs!

“Embrace ERP enables Agrinet to receive and process thousands of orders per day with maximum speed and efficiency.”

Jaco Kriel - Managing Director - Agrinet (Pty) Ltd



Embrace enables  
Agrinet to  
successfully



Industry Sector



The Challenge



The Solution



The Benefits

- ✓ Manage 18 000+ different product lines
  - ✓ Facilitate 2,2 Million picks per year
  - ✓ Process 15 000 transactions per day and load 65+ tons per night
  - ✓ Manage a fleet of 65 vehicles, travelling 3.3 Million kilometres per year
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- Wholesale & Distribution
  - Agriculture
  - Retail
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- Evolving and growing business requirements
  - Manage complex inventory, storage and picking requirements
  - 99% system uptime requirements
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- Embrace end-to-end ERP with integrated Warehouse, Distribution and Workshop management and POS solutions
  - RFID Scanning and Just-in-Time (JIT) picking
  - Full visibility, inventory control, forecasting and demand management
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- Improved picker performance and productivity
  - Double the number of transaction in half the time
  - Ensure raw materials and food are stored, packed and sold separately
  - Access accurate and reliable information throughout the business
  - Detailed transactional data and drill down
  - Improved customer service

## The Company

Agrinet is a wholesale supplier and distributor of a wide range of products across 10 specialist categories that cater to agriculture, hardware retail, industrial, mining and irrigation markets in Africa.

Founded over 65 years ago, Agrinet adheres to its founding principles of sourcing and producing great products at great prices, being solutions-driven and adding greater efficiencies to their client's value chains. This, along with their direct involvement with more than 500 agricultural retail outlets in South Africa, has established the company as a leading supplier.

Agrinet offers a wide selection of products under one roof through the expertise of 10 specialist divisions (Electrical, Hardware, Gardening tools, Irrigation, Paint, Plumbing, Mechanisation & Auto, General Goods, Outdoor & Power Products), backed by a consolidated warehousing and national distribution network.

The company operates from its head office in Samrand, Gauteng and has warehouses in Samrand and Bellville, in the Western Cape.

Agrinet's service allows break bulk orders and with its own fleet of trucks, delivers to every small town in South Africa at least once a week, making it possible for retailers big and small to maintain competitive stock levels. Their network is expanding into Africa and currently includes Namibia, Botswana and Lesotho.

## The Challenge

Agrinet implemented the Embrace ERP business solution 23 years ago, when faced with the challenge of finding a flexible end-to-end solution that could meet their changing and growing needs.

The system would need to have an integrated Inventory, Warehouse, Distribution and Workshop Management system, Point-of-Sale and provide access to real time information throughout the business.

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*Our decision was based on:*

- *Price*
- *Functionality*
- *Customer service and support*
- *System flexibility and agility*
- *Ease of use*
- *Ease of access to data and reports*

Jaco Kriel –Managing Director-Agrinet

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*Our decision then was based on price; functionality; customer service and support; system flexibility and agility; ease of use; and ease of access to data and reports,”* explains Jaco Kriel, Managing Director at Agrinet.





## The Solution

The fully integrated Embrace ERP system which has been tailored to an exact fit for Agrinet. With Embrace, Agrinet run a paperless system and have full visibility of the entire process. The system supports wireless handheld and turret barcode scanners, JIT picking, lot and batch control for foodstuff, as well as directed put-away, ensuring that incompatible foods or raw materials are not stored, packed or sold together.

Agrinet are able to monitor every transaction through its various stages, from receiving to when the goods leave the warehouse.



## The Benefits

### Double the Transactions in Half the Time

Since using Embrace with RF Scanners, Agrinet has been able to double the number of “picks” per day. They are able to process up to 15,000 transactions per day and load in excess of 65 tons per night. **Picker performance is key.** It has a ripple effect throughout the entire business. Agrinet are able to measure picker performance and productivity on Embrace and pay incentives accordingly. The earlier the picks for the day are complete, the earlier the trucks can be loaded and the sooner the goods can be delivered.

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*Embrace has enabled Agrinet to grow sales without growing costs!*

Jaco Kriel – Managing Director-Agrinet

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### Higher Productivity and Improved Client Service

Agrinet uses JIT (Just-In-Time) Picking, within Embrace. This has led to higher productivity and improved quality of service to clients.

Embrace enables them to run a warehouse that is more efficient with space, resources and capital. Binning and Picking rules are defined on the system. With system directed put away, based on product movement, only 15% of transactions come from racking high up. The lowest, closest product is always picked first. Picks are automated, so that if a customer or courier is waiting to collect an order, theirs will be prioritised and be the next order picked.

Foodstuff is stored in a separate area in the warehouse. The integrated lot and batch control functionality in Embrace ensures that products are picked according to their lowest and earliest expiry dates.

### Critical Information at your Fingertips

Agrinet has over 40,000 bins and carries in excess of R120 million of stock. Perpetual stock takes are done on Embrace and because of the tight system controls, shrinkage is well below acceptable norms.

Managing the costs associated with inventory management is one of the greatest challenges for Agrinet.

The Company maintains more than 18,000 line items sourced both locally and abroad. Agrinet have longer lead times for overseas orders and shipping and therefore need to ensure safety stock levels. Visibility into stock is essential.

The entire company is run on the 241 concurrent - user, fully integrated, on-line, real-time Embrace business solution, including a full point-of-sale system in all the retail outlets and the service and maintenance module in the workshops. The company maintains their full fleet of vehicles. Schedules, warranties and full service history per vehicle are tracked in Embrace.

### Process Thousands of Transactions per Day with Maximum Speed and Efficiency

*“Embrace enables Agrinet to receive and process thousands of orders per day with maximum speed and efficiency,”* states Kriel, explaining that 70% of all transactions, invoicing and price updates are done electronically. *“This means fast and accurate flow of information at a fraction of the cost!”*

*“System uptime is critical to our business. In the 23 years that Agrinet has been running on Embrace, we have experienced 99.9% uptime,”* lauds Kriel.

*“Our Embrace solution has enabled our company to grow sales without growing costs. We’re very happy with the product, the support, and the ongoing development. The fact that we’ve been with ACS-Embrace as long as we have, says a lot,”* states Kriel. The software has evolved alongside Agrinet and continues to provide the sophistication and customisation capabilities to grow and future proof the business.

### **Embrace ERP and Agrinet’s Ability to Excel**

Agrinet have relied on Embrace ERP to help control and manage their business for over 23 years. Regular system upgrades have enabled them to continually benefit from the latest Embrace functionality and leading edge technology.

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Jaco Kriel –Managing Director-Agrinet

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There is no doubt that the Embrace suite provides a robust, integrated and scalable ERP, WMS and Distribution Management solution for Agrinet and has for many years played a critical role in Agrinet’s ability to excel.

In a nutshell Embrace ERP enables Agrinet to efficiently process an average of 2.2 million sales order picks annually! Their delivery fleet travels in excess of 3.3 million kilometres, the equivalent of 4 trips to the moon and back, making deliveries to over 3 000 locations across Southern Africa.

