

Case Study:

## Almondco Australia Limited

### Company Profile

Almondco is a name synonymous with premium quality produce and service. With more than 60 years experience and a highly advanced processing plant, Almondco is recognised as the premier almond processor in the world. Almondco believes that its customers deserve the best and continually invests in the latest technology and world best practice. As a result, Almondco delivers premium quality almond products that demand the highest price on the open market.

Unlike other processing plants, Almondco is an operation that is focused on delivering benefit to growers. Formerly a cooperative, it is now a public company owned by growers who are the ultimate beneficiary of Almondco's ongoing commitment to quality.

### Business Challenges

Almondco was using an existing Enterprise Resource Planning (ERP) system developed and supported by a multinational organisation. As part of the original project with this vendor they received customisations to the software package to better align the solution to their needs.

Due to ongoing issues with the existing package, Almondco was required to upgrade to the current version of the software. Unfortunately this upgrade process involved significant cost and a complete rewrite of the existing Almondco customisations.

In addition to the need to upgrade, the general staff acceptance of the software and the overall responsiveness of the vendor prompted Almondco to investigate other options, including the replacement of the existing software.

With the future expansion anticipated within the almond industry, Almondco was looking for a platform that could easily grow with its business as well as a vendor that would become an integral business partner in their future growth.

#### Company:

Almondco Australia Limited

#### Industry:

Almond processing

#### The Issue:

Almondco was experiencing ongoing issues with existing software, compounded by poor support from the vendor. Faced with the prospect of a costly upgrade, they chose to explore alternative systems.

#### The Solution:

After thorough investigation, Almondco chose to implement GRAYCORP's GCORP Enterprise solution, providing Almondco with a solution to their short term issues as well as a platform for future growth.

**“GCORP has exceeded our expectations due to its ease of use, effective training and proactive responses by GRAYCORP staff to our queries.”**

#### Peter Bartlett

Finance Manager (Retired)

Almondco Australia Limited



## The Solution

Following a detailed investigation, Almondco engaged GRAYCORP to implement its GCORP Enterprise suite of software, including a customised Intake Processing module to handle the receipt and grading of fruit as well as the calculation of grower payments.

Throughout the investigation process it became evident to Almondco staff that the GRAYCORP team was extremely passionate about both their software and their business. This passion, coupled with GRAYCORP's approach to the process, provided the necessary confidence to take the important decision of replacing their existing software.

Importantly this attitude and passion were carried into the implementation project and the ongoing support.

Following the successful implementation of the GCORP Enterprise solution, Almondco have continued to work with GRAYCORP to develop custom modules that further enhance their capabilities to drive quality throughout their entire operation.

## The Outcomes

The benefits to Almondco following the successful implementation of GRAYCORP's GCORP Manufacturing suite have been wide and varied:

- As a result of the implementation and training process, in addition to the simplified user interface, general staff acceptance is much greater.
- Information is now held in one central repository, which has streamlined the interpretation and accuracy of information.
- Improved timeliness of information has enabled improved efficiency in processes, allowing business decisions to be made sooner.
- This ready availability of information, particularly within the Intake module, provides the necessary information to allow Almondco to plan sales activities ensuring it is not contracting to provide fruit that may not be available.
- Access to information for reporting purposes has assisted not only the internal business, but also the growers and intermediary processors. This availability of quality information is assisting in the overall improvement of the industry.
- Processing of grower payments has been significantly reduced from approx 1.5 days to 1.5 hrs. Additionally, the information that is provided to growers clearly outlines how their payment has been calculated, which is helping to create a competitive industry.
- The information that is gathered and readily available in the GCORP system is enabling Almondco, as the world's premier almond processor, to raise the overall performance of the Australian almond industry. This is helping to create economic wealth for the rural community.

## About GRAYCORP

GRAYCORP is a South Australian owned and operated software and consulting business that has been working with Australian SMEs since 1992. Building upon more than 20 years of software development and consulting experience, GRAYCORP offers a suite of integrated software solutions tailored to the needs of Food & Beverage companies and delivers greater operational control, increased data capture efficiency and improved visibility across your business – tools and information you need to confidently grow your business.

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