

How Agro-100 Increased Efficiency by 20% Using Fidelio Cloud ERP

Customer

In the dynamic and demanding world of agriculture, companies are constantly seeking ways to improve productivity while maintaining a high level of quality.

This is exactly what Agro-100, a Quebec-based company specializing in producing and distributing innovative liquid fertilizers, achieved by implementing the Fidelio Cloud ERP system.

Founded in 1990, Agro-100 has become a leader in the agricultural sector, serving not only Quebec but also Ontario, Mexico, and the United States.

For Marie Bibeau, Special Projects Manager at Agro-100, adopting the Fidelio Cloud ERP system marked a decisive turning point in the company's efficiency. **"We knew our current IT system no longer met our needs. The manual management of our processes was causing us to lose precious time, and we didn't have access to real-time reliable data. It was time to centralize our systems to simplify the management of all our operations."**

"The speed and efficiency Fidelio Cloud ERP brings have transformed how we work. We've saved time, and our processes are much smoother."

Marie Bibeau
Project Manager
Agro-100



Challenges

Before Fidelio Cloud ERP, Agro-100 faced several operational hurdles. Process management was fragmented: the company used an accounting software that was independent from its inventory management system, which led to frequent desynchronizations.

Furthermore, production was tracked manually in Excel, a tool ill-suited to the growing complexity of their supply chain. The lack of integration between these various systems prevented access to real-time information, a crucial element for an expanding company like Agro-100.

"We needed a tool capable of gathering all our data in one place so we could have an overview of our operations," explains Marie. **"Without this, we spent hours manually collecting and synchronizing scattered information."**



Solution

The choice of the Fidelio Cloud ERP was not made lightly. This Quebec-based software convinced Agro-100 with its excellent quality-price ratio and flexibility, key assets for a growing business. Additionally, the fact that Fidelio Cloud ERP was specifically designed for businesses like theirs reassured the Agro-100 team, who appreciated the local expertise and the software's ability to adapt to the specific needs of their industry.

The software was implemented quickly, with them ready to "go-live" in just four months. Once Fidelio Cloud ERP was in place, Agro-100 was able to centralize all its operations—from inventory management to production, sales, and finance. What previously required multiple tools and repetitive manual interventions was now done automatically and in real time.

Results

The results were immediate. Thanks to Fidelio Cloud ERP, Agro-100 saved about 20% of time on its operational processes, a significant improvement for a company where every minute counts. **"Before, generating sales reports for our representatives took several weeks. Today, they have access to key performance indicators in real time and can adjust their actions based on evolving sales data,"** says Marie.

The software also enables the rapid dispatch of account statements, a task that used to take considerable time due to disconnected systems. **"The speed and efficiency Fidelio Cloud ERP brings have transformed how we work. We've saved time, and our processes are much smoother."**

Another strength of the software is its ability to customize processes based on industry-specific needs. For example, for Agro-100's clients who require a pesticide license, Fidelio Cloud ERP includes a feature that automatically blocks orders if the license is expired. This simplifies operations and ensures legal compliance, a crucial aspect in agriculture.



What's next for the company?

With the integration of Fidelio Cloud ERP, Agro-100 is better equipped to pursue its future ambitions, particularly its expansion into English-speaking markets in Canada and the United States. **"The U.S. market is extremely competitive, and we needed to ensure that our IT system was flexible enough to adapt to our growth. Fidelio Cloud ERP offers us that flexibility,"** Marie confirms.

Among the next steps, Agro-100 plans to implement a production portal that will serve as a central hub for information related to manufacturing processes. **"We're going to install iPads at each workstation so that employees can directly access instructions and production specifications in the system. This will replace the paper processes we used before and make our production even more efficient,"** explains Marie.

By integrating new technologies into its daily operations, Agro-100 relies on innovation to remain competitive in the international market. Continuous improvement of processes is a priority, and Fidelio Cloud ERP plays a key role in this strategy.

Conclusion

Agro-100's success with Fidelio Cloud ERP demonstrates how a well-chosen ERP system can transform a company's operations by centralizing information and automating critical tasks. With this software, Agro-100 gained efficiency and prepared itself for its international expansion. For Marie Bibeau and her team, Fidelio Cloud ERP is more than just a tool—it's a strategic partner supporting their growth and success.



"We're very satisfied with how Fidelio Cloud ERP has transformed our company. It's a software that evolves with us, and that's exactly what we need for our future projects."

Marie Bibeau, Project Manager, Agro-100

Are you a manufacturer or a distributor?

To find out more about the various functionalities and flexibility of the ERP. Fidelio system, contact us or visit our site www.fidelioerp.com 1 866 937-4519 info@fidelioerp.com