

# Allevo

## CUSTOMER SUCCESS STORY



### INTRODUCTION

Organized in 1907 by the members of California Fruit Growers Exchange (now Sunkist Growers), Fruit Growers Supply Company, aka FGS, has grown along with the West's citrus production providing Sunkist Growers and others the materials and items required to grow, harvest, package and ship citrus.

With its own carton manufacturing plant and seven Operation Centers which feature central buying and warehousing capabilities, Specialized Ordering and Custom Design Irrigation Departments, FGS' business – and their financial planning and reporting needs – are correspondingly challenging and complex.

### BUSINESS CHALLENGE

Fruit Growers Supply Company requires very detailed, time-consuming and resource-intensive Cost- as well as CO-PA planning. Previously, their manual planning process did not provide the degree of data access and transparency required for senior management to make truly informed decisions.

Additionally, their eight business areas and numerous locations struggled to harmonize and consolidate financial data, while ensuring alignment across the organization.

### SOLUTION DELIVERED

FGSC selected Allevo as the only effective solution able to satisfy requirements across three core processes: CO-PA planning, Detailed Cost Planning and Forecasting, and Balance Sheet Reporting.

Consultants from Allevo, working side-by-side with FGS stakeholders, implemented the solution that went live in September 2015. The executive team was particularly thankful for the deep SAP knowledge and critical process expertise the Allevo team exhibited, which allowed them to tailor every step of the solution to the client's specific business requirements.

The result was a solution that delivered results as promised across all aspects and areas, driving significant efficiency gains, substantial process improvement, measurable cost savings, and a greatly improved user experience.

### RESULTS / BENEFITS ACHIEVED

The results achieved and benefits delivered were numerous and covered both a cycle time reduction of over 50% as well as process quality improvement. For one, FGS was able to move from annual to now quarterly planning, since Allevo's real-time bi-directional integration with SAP eliminated the lengthy and cumbersome ETL process.

***"We found Allevo to be extremely flexible, and their staff highly knowledgeable about all things SAP. With Allevo, we were able to cut our planning cycle time in half, delivering 4-5 times the savings we saw from any other solution alternative."***

*– Nick Lizarraga, BI Analyst*

This real-time integration also allows planners to see how certain changes affect the results in financial statements, something that was impossible before. Moreover, planners now have the ability to create multiple budgets quickly.

Finally, Allevo was able to provide the flexible reporting needed to cover the needs for all eight business units as well as satisfy the unique requirements FGSC faces being organized as a CO-OP in California.

## HIGHLIGHTS

### EFFICIENCY GAINS

With Allevo, FGS was able to reduce their planning cycle time by more than half.



### SOLUTION FLEXIBILITY

Allevo was flexible enough to model each of FGSC's eight distinct business units and the specific rules under which they operate.

### SPEED BRINGS AGILITY

Allevo's real-time data access significantly cut planning cycle time, enabling FGSC to go from annual to quarterly planning, while also creating