

RM Foods, LLC Spices Up Operations With Sage ERP X3

For nearly 50 years, RM Foods, LLC has been creating and distributing delicious Mexican food products to area restaurants and grocery chains. The company initially formed as the commissary servicing Acapulco and El Torito restaurant franchises but has since expanded its customer base and its offerings. Today the company counts Trader Joe's, Costco, Whole Foods, and Sam's Club among its customers and has added Asian, Indian, and seafood dishes to its product lineup. With 300 employees working from three locations, RM Foods is a busy operation that requires an ERP solution as fast-moving and adaptable as it is. For RM Foods, that solution is Sage ERP X3.

Time for a Change

The company implemented Sage ERP X3 when it became apparent to the RM Foods management team that the company had outgrown its accounting application. "The old software was poor at handling our accounting tasks and was incapable of addressing our manufacturing requirements," recalls Michael Siegmund, president of RM Foods. "We were doing more work in spreadsheets than in the software—it was time for a change."

The company evaluated multiple solutions before deciding on Sage ERP X3. "We hired a consulting team to help us evaluate our options, and Sage ERP X3 came out the winner. We didn't like the product interface of one solution, and the other was much too expensive," says Siegmund. "Sage ERP X3 has a clean, intuitive interface, a solid reputation in the process manufacturing industry, and is backed by a strong and reputable company."

Rapid Implementation

Consultants from Sage assisted RM Foods' team with the implementation, which went smoothly and was completed on schedule and on budget. "Our implementation plan was carefully designed," Siegmund says. "We are rolling out components of the software in phases, and it's working extremely well for us. Our accounting department was up and running on Sage ERP X3 in just three weeks."

The company used to outsource many of the day-to-day accounting tasks, but with the implementation of Sage ERP X3, RM Foods has taken back its accounting operations.

Customer

RM Foods, LLC

Industry

Fresh Food Manufacturing

Location

Buena Park, California

Number of Locations

Three

System

Sage ERP X3



Challenge

RM Foods struggled with its older accounting application that did not provide for the company's accounting or manufacturing needs.

Solution

After evaluating several options the company selected Sage ERP X3 for its clean, intuitive interface and its solid reputation in the process manufacturing industry.

Results

Rapid implementation and out-of-the-box functionality speed the company's return on investment. Visibility into product cost and production data increase accuracy and profitability.

“Our old system made even routine tasks cumbersome, so it was easier to outsource them,” says Siegmund. “Now, our Sage ERP X3 system works so well and so efficiently that we were able to bring these tasks back under our control.”

Visibility and Control

The benefits of Sage ERP X3 to the company’s process manufacturing operations were immediate and substantial. “We have much better visibility into, and control over, our production,” Siegmund says. “From product costing through stock status and purchasing—Sage ERP X3 has enabled us to improve accuracy and efficiency.”

At any one time, as many as 20 products may be in production. This results in a tremendous amount of production data to process and account for. “We were limping along before,” says Siegmund. “Now we are able to leverage our production data to our advantage. We are using automated notifications, queries, and both standard and custom reports to deliver real-time data to those who need it.”

Expanded Capabilities

While Sage ERP X3 is readily configurable and tailored to meet individual company needs, RM Foods finds that the software addresses its needs right out of the box. “That was important to us; we didn’t want to have to customize an application,” explains Siegmund.

Orders from the company’s restaurant customers come in through an EDI (Electronic Data Interchange) interface tightly integrated with Sage ERP X3. “Orders are validated and imported into Sage ERP X3 automatically,” says Siegmund.

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers’ needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,600 people and supports more than 6 million customers worldwide. For more information, please visit the website at NA.Sage.com or call 866-996-7243. Follow Sage North America on Facebook at: [Facebook.com/SageNorthAmerica](https://www.facebook.com/SageNorthAmerica) and Twitter at: [Twitter.com/sagenamerica](https://twitter.com/sagenamerica).

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RM Foods, LLC.

In the next phase of implementation, RM Foods will take advantage of the comprehensive lot control functionality in Sage ERP X3 and will incorporate the MRP components to facilitate sales forecasting. “In the future, we also plan to roll out the web interface features. This will enable our customers to log on and place orders and check status and stocking levels,” notes Siegmund.

Optimize Operations

Sage ERP X3 is enabling RM Foods to hone and perfect its operations, building efficiency, productivity, and profitability across the enterprise. “It is not possible for an organization to be competitive and profitable without access to real-time operational data—the data that Sage ERP X3 delivers to us every day,” concludes Siegmund.