SONATA The Modernization
Engineering Company
SONATA SOFTWARE

Case Study

Harvesting Efficiency

Dynamics 365 and Sonata's CTRM
Optimizing Agri-Operations

Summary

A leading Danish agri-business partnered with Sonata to overcome complex operational challenges and achieve their Agro 360 vision. By implementing Dynamics 365 F&O, Retail, Cloud POS, and Sonata's CTRM solution, the client streamlined operations, enhanced visibility, and optimized pricing strategies across their business.

About the Customer

A leading agricultural enterprise based in Denmark, specializing in farming products, with a revenue of $5 billion and a workforce of over 5,000 employees.

Pressure Points

Navigating Complex Contracts Maneuvering through intricate contracts with specific weight, quality parameters, and precise calculations for optimal results.	**Ensuring Accurate Quality Adjustments** Swift and flawless calculation of quality adjustments to safeguard profitability and maintain trust in the supply chain.
Overcoming System Disparities Conquering the challenge of disparate systems from strategic acquisitions, which hindered consolidated operational visibility and efficiency.	**Unifying Store Operations** Transforming disintegrated operations across 21 retail outlets into a cohesive, synchronized operation for optimized performance.

The client sought to elevate their operations by migrating to Dynamics 365 with Sonata's CTRM solution, to enable efficient contract management, optimized pricing, and seamless trading.

Solutions

The client chose Sonata for their deep expertise in the agriculture sector, proven over 25+ years, and their strong product knowledge of Dynamics 365 ERP. Sonata's integrated CTRM solution within Dynamics 365 ensured a quick, seamless implementation with minimal training required.

Sonata implemented a comprehensive solution integrating D365 F&O, Retail, Cloud POS, and their proprietary CTRM solution to address the client's challenges.

Modernizing Operations Client embraced Sonata's CTRM, integrated with ERP, standardizing operations across multiple units.	**Unifying Insights** Sonata's CTRM provided a unified platform for decision-makers, offering holistic insights and market agility.
Dynamic Pricing Strategies Sonata's CTRM tools enabled swift adaptation of contract pricing, optimizing profitability and nurturing partnerships.	**Retail Transformation** Implemented Microsoft Dynamics Retail Cloud POS, enhancing customer satisfaction and digitizing the retail experience.

Technology Used

- Dynamics 365 F&O
- Dynamics 365 Retail, Cloud POS
- CTRM

Results

Comprehensive Business Insight Gained a 360-degree view of operations by consolidating data into a single, accessible platform, enhancing clarity, and enabling data-driven decisions.	**Streamlined Fiscal Reporting** Achieved efficient and accurate fiscal reporting by integrating and reconciling data across systems, minimizing errors, and improving financial management.
Enhanced Operational Efficiency Maximized efficiency in sourcing and trading by seamlessly integrating CTRM and ERP functions, empowering teams to make swift, informed decisions and seize opportunities.	**Masterful Cost Control** Achieved precise control over costs with comprehensive visibility into contracts, pricing, positions, forex, and inventory, driving strategic decision-making and confidently navigating market fluctuations.
Empowering Farmers for Quality Excellence Utilized IoT and Azure ML to support farmers, ensuring high-quality produce, stronger partnerships, and sustainable growth.	**Revolutionized Retail Experience** Digitized the retail landscape and integrated eCommerce, providing customers with a seamless, unified experience across online and offline channels.

By the Numbers

1% reduction in procurement operations cost	**5%** TCO reduced by implementing cloud products	**4 entities** CTRM implemented with 295 current users
22 retail stores digitized in 25 days with D365 Retail & Cloud POS	**35 POS** terminals implemented for the retail stores	