



The Bakery Software Helps Schwartz Brothers Bakery Understand Where Their Dough Goes

BACKGROUND

Schwartz Brothers Bakery is a family owned wholesale bakery located in the Pacific Northwest. With two 35,000 square foot locations, they specialize in distributing high-quality, non-GMO, organic, kosher, and other specialty goods to area grocery stores, businesses, restaurants and retail outlets.

SURVIVING...BUT THRIVING?

Several years back 80% of their business was devoted to baking products for one customer. When that customer decided to bring their bakery operations in house, Schwartz Brothers Bakery began scrambling for business, baking anything these new wholesale customers wanted. Inventory SKUs ballooned to over 600 items.

With revenue run rates rapidly improving, they knew they needed to get a better handle on their profit margins. Unfortunately, since their systems were disconnected, they had very little insight as to which products made or lost them money. The new sales coming in meant they were able to keep the doors open, but internal operations were in chaos.

TOO MANY SYSTEMS. NOT ENOUGH INSIGHT.

Accounting was being run on Microsoft Dynamics GP, often manually re-entered from other systems or spreadsheets. Production was managed on a small software program built for the catering industry and heavily customized to accommodate their needs. Inventory and manufacturing processes were mostly handled manually. The company ran a Bill of Materials snapshot every year or two, but it wasn't kept up to date. Lots of information wasn't being captured anywhere at all.

AT A GLANCE

The Bakery Software from Admiral Consulting Group helped Schwartz Brothers Bakery align financial and operational insight to improve company profitability.

SOLUTION SET

The Bakery Software uses the following Microsoft Dynamics GP modules:

- General Ledger
- Accounts Payable
- Accounts Receivable
- Purchasing
- Inventory Management
- Sales Order/Customer Service
- Process/Batch Manufacturing
- Multi-Entity Management
- EDI
- Web Store



ADMIRAL
CONSULTING GROUP

1.866.794.1275

info@thebakerysoftware.com

www.thebakerysoftware.com

Case Study



THE SOLUTION: ALIGNING FINANCIALS AND OPERATIONS.

Now that their sales had recovered, it was time to get their financials and operations in order. Schwartz Brothers was already on Microsoft Dynamics GP and knew that additional modules may exist to fit their industry, but they also wanted to explore process manufacturing bakery solutions. That's when they met Admiral Consulting Group and learned about The Bakery Software, which had multiple advantages over the competition.

The Bakery Software was less disruptive than the alternative solutions. Schwartz Brothers Bakery didn't have the luxury of having a dedicated internal project team, who could focus exclusively on getting the software up and running. This project had to accommodate the running of their business. Admiral presented a project plan that was structured, but also created wiggle room. Schwartz Brothers really valued that they would have a dedicated local project team who would quickly respond to their requests.

The Bakery Software provided the "best of both worlds" between a niche industry solution and a standard software package. Because The Bakery Software is built on top of Microsoft Dynamics GP, Schwartz Brothers Bakery felt confident that the software would be around for a long time, work in their IT environment and would also have the industry functionality they needed.

The Bakery Software was "more than an integration" to Microsoft Dynamics GP. The Bakery Software now runs every single thing the company does. From lot tracking to quality control to customer service, every bit of information is captured in one system, creating easier processes and a single source of truth.

"Taking people off of their regular duties to do this project was not an option for us. We had to squeeze this project into the margins of our jobs. Admiral West understood this and made adjustments. They were extremely hands-on. We liked that we didn't have to wait for responses from off-shore developers. Their expertise and flexibility were critical to our success."

– Brian Tegen, CFO, Schwartz Brothers Bakery

"With Admiral, we had a true partner - not just a vendor. I've had both. They earned our trust by doing the right thing repeatedly. Service relationships are never perfect, but in all cases they acted with integrity and open lines of communication."

– Jim Irwin, VP Info Systems, Schwartz Brothers Bakery

THE RESULTS

Almost immediately after going live, Schwartz Brothers Bakery began seeing benefits of the system.

- Departments no longer operate in isolation. Workflow is much more coordinated. Processes are easier to follow, which makes hiring and training easier.
- The company was able to identify the underperforming SKUs, and either adjust pricing or stop producing that particular inventory item.
- Processes like lot tracking are done automatically, which not only reduces labor costs, but will enable the company to get bigger contracts with larger companies who require this feature.

Over the coming years, Schwartz Brothers Bakery is looking forward to being able to accurately forecast demand, fine tune their metrics and thrive in this hyper-competitive industry.