

## MAS 500

### CUSTOMER

#### Monsanto Choice Genetics, Inc.

[www.monsantochoicogenetics.com](http://www.monsantochoicogenetics.com)

### CORPORATE PROFILE

#### Headquarters

St. Louis, Missouri

#### Type of Business

Porcine genetics

#### Number of Locations

Multiple

#### Number of Employees

150

#### Size

Subsidiary of Monsanto Company, a global agribusiness leader

### SYSTEM PROFILE

#### Computer System

- Microsoft Windows
- SQL Server
- Users on System: 10

#### MAS 500 Modules in Operation

- Accounts Receivable
- Alerts
- General Ledger
- Inventory Management
- Sales Order

## Monsanto Choice Genetics Accelerates Genetic Progress with MAS 500

The Monsanto Company, a world leader in seeds, crop protection, biotechnology and animal agriculture, strives to “imagine tomorrow’s possibilities.” Monsanto Choice Genetics, its porcine genetics subsidiary, provides high-quality porcine genetics and utilizes Monsanto’s capabilities and expertise in genomics to identify DNA markers used to accelerate genetic progress.

Swine breeders purchase product from Monsanto to acquire specific progeny traits such as leanness, prolificacy, meat quality and animal durability. Monsanto Choice Genetics also offers production management solutions, such as the innovative closed-herd breeding system called the Core Matriarch Pyramid.™

### MAS 500 Brings Home the Bacon

Before its acquisition by Monsanto in 1998, the genetics company used several stand-alone software packages for managing its accounting, inventory and sales data with information stored on a mainframe. Data had to be entered



several times, creating unnecessary work. Sharing information was difficult, resulting in delayed invoicing and reporting.

With new ownership came an urgency to realign with the parent’s networked-PC architecture. After an extensive search, Monsanto Choice Genetics chose MAS 500 because of its end-to-end integration and module flexibility.

“Today we use MAS 500 for everything from order entry to royalty tracking and forecasting,” says Stacey O’Neill, project lead. “The system has reduced our workflow in these areas by as much as 50 percent.”

#### CHALLENGE

Replace legacy IT systems that maintained siloed information, to better align with integrated business model.

#### SOLUTION

MAS 500 with GL and integration with internal applications.

#### RESULTS

Eliminated workload of 1.5 full-time employees, streamlined order entry and billing processes by 50 percent, improved cash flow, and permitted better revenue forecasting.

*"I like the intuitiveness of MAS 500, and the fact that it met at least 80 percent of our requirements right out of the box. It has been easy to implement, and to customize when necessary. The system has eliminated the workload of one and a half full-time employees, and allowed us to allocate staff resources to other areas besides data entry."*

Stacey O'Neill  
Project Lead  
Monsanto Choice Genetics, Inc.

### Faster, More Accurate Pricing

MAS 500 replaced a manual pricing system with an interface to a proprietary pricing engine, which calculates prices according to complex formulae. "Breeders pay us royalties for the use of our genetics," says O'Neill. "We assist with mating, and our statisticians analyze breeding results. Royalties are calculated according to production levels, herd size and percentage of our genetics in the offspring. We, in turn, pay production fees to third-party suppliers who produce many of our live animals — all adding to the complexity of our pricing structure."

Once the numbers are crunched, data is imported automatically as an invoice file to MAS 500 for billing. MAS 500 has cut the steps in the billing process from 18 to less than five, and helped ensure that both costs and revenues are allocated appropriately.

Another significant improvement has come from online capabilities. Previously, customer data was entered manually from e-mails, faxes or phone calls. Now customers input data themselves on a Web site created by Monsanto, for automatic delivery to MAS 500. "The Web interface has saved a lot of time and effort, reducing a nine-step data entry process to two," says O'Neill. "Accuracy has improved as well."

### Predicting Future Inventory

Production forecasting has always been difficult, given the nature of Monsanto Choice Genetics' products. "We must track both current and projected inventory, and factor in production rates for various litters," says O'Neill. "Environmental factors are constantly changing, directly impacting product availability and production forecasts. Sales reps need to know anticipated product availability to meet customer orders. MAS 500 receives inventory data through a custom interface with our availability application, and makes this information available to logistics for order processing in real time. It's exactly what we've needed for optimizing the sales process."

MAS 500 has had an equally positive impact on accounts receivable. With more usable data at their fingertips, staff members have reduced the number of days in the receivable cycle, improving cash flow.

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