

Success Story

Farmwise's strategic move to Sage

“Sage 300 People MCS allows us to move from an admin-driven department to a strategic one. We now use real-time data to make decisions that take the business forward.”

Charl Esterhuysen

Human Resources Manager, Farmwise



The unseen engine of fresh produce

Farmwise Marketing plays a pivotal role in South Africa's food security, acting as the vital link between A-grade farmers and major retailers like Woolworths, Shoprite, and Spar. Operating a 24-hour facility in Pretoria, the company processes, packs, and delivers fresh produce 365 days a year.



High standards, high pressure

With a dedicated “high-care” facility producing prepared meals and salads, Farmwise operates under strict deadlines and quality controls, recently earning the title of Supplier of the Year for Woolworths. However, managing nearly 800 employees across a high-pressure factory floor and multiple regions created a massive administrative burden.



The challenge of scale

As the business expanded to new regions like Sannies and Stellenbosch, it outgrew their legacy system, Sage Premier. HR processes were manual and paper-heavy, often leading to the HR team being flooded with queries the moment they stepped onto the factory floor. They needed a solution that could handle their complexity and free them from the mountains of paperwork.

Sage

Company
Farmwise Marketing

Location
Centurion, South Africa

Industry
Wholesale & Retail

Sage Products
Sage 300 People MCS



About Farmwise

Established in 1989, Farmwise Marketing bridges the gap between A-grade farmers and South Africa's top retailers. Operating a 24/7 facility, they pack, process, and deliver fresh produce - from whole vegetables to prepared meals - ensuring quality and sustainability from the farm to the shelf.



A digital transformation

Farmwise chose to migrate to Sage 300 People MCS to centralise their data and streamline operations. The move to the cloud meant that employee information was no longer trapped in physical files but accessible instantly, from anywhere in the country. This shift was critical for a management team that travels frequently between sites.

Empowering the workforce

The introduction of Employee Self-Service (ESS) revolutionised their daily workflow. Previously, the team had to manually print and fold 800 payslips; now, staff access them instantly on their phones. This transparency has reduced queries significantly and put the power back in the hands of the people, allowing staff to manage their own data and leave requests with ease.

A partnership built on understanding

The transition was spearheaded by Mondtes, who acted as software implementers and a partner to Farmwise. “We realised Farmwise had outgrown their legacy product, not just in size but in functionality,” explains Tamzyn Claassen, Director of Business Growth at Mondtes. Mondtes brought a deep understanding of the wholesale and retail sector, guiding Farmwise through a phased implementation that ensured no disruption to their 24/7 operations.

Tailoring the technology

Mondtes configured Sage 300 People MCS to fit Farmwise’s specific regional needs and complex pay structures, instead of offering a generic one-size-fits-all solution. By maintaining a dedicated project team and constant communication, Mondtes ensured that the system was tailored to solve specific pain points, such as the disconnect between the HR office and the factory floor.



“We operate 24 hours a day, 365 days a year. We needed a system that could keep up with that pace. Sage 300 People MCS delivered.”

Charl Esterhuysen

Human Resources Manager, Farmwise

From admin to strategy

With the administrative friction removed, Charl and his team have shifted their focus from data entry to data analysis. Utilising over 100 different reports, they now track workforce trends and productivity in real-time. This has given HR a seat at the director's table, allowing them to contribute strategically to the company's goals rather than just managing the payroll.

Ready for future horizons

The scalability of Sage 300 People MCS is now the backbone of Farmwise's ambitious growth plans. As the company looks to expand further into Africa and international markets like Dubai, they have a system that adapts to new regulations and regions without slowing them down.



Sage

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