

Success Story

Cultivating sustainable growth with Sage

“We’re now capturing data at the point where it happens. We have live information, with approvals in place to still have control over what was input and to validate everything.”

Braam Koekemoer

Group Information Systems Manager, Komati Fruit Group



The strain of scaling fast

From 100 hectares to over 5,000, Komati Fruit Group's growth has been extraordinary, but it came at a cost. Legacy systems couldn't keep pace with the scale. Data was captured centrally, visibility across farms was fragmented, and manual processes were creating friction at every level of the operation. The business needed technology that could grow with it.



One source of truth

Working with FPC Solutions, a Platinum Sage business partner with deep agricultural sector expertise, Komati made the move to Sage X3. The rollout reached every corner of the operation, connecting farms, subsidiaries, and external platforms - fuel management, time and attendance, and banking - into one unified source of truth, captured live and approved in real time.



Built for what comes next

With a scalable foundation in place, Komati is building toward the next chapter. New integrations are already in development, adding a new company to the system takes just hours, and an internal team of experts continues to grow the platform from within. The business will never stand still, and now, neither will the technology powering it.

Sage

Company
Komati Fruit Group

Location
Limpopo, South Africa

Industry
Agriculture

Sage Products
Sage X3



About Komati

Founded over 75 years ago in Limpopo, South Africa, Komati Fruit Group has grown from a single family farm into one of South Africa's leading private producers and exporters of citrus and sub-tropical fruit. Today, the business farms over 5,000 hectares across multiple farms and subsidiaries. Family-managed and values-driven, Komati is as committed to empowering the rural communities it operates in as it is to feeding global markets.



“People know what’s going on every minute of the day.”

Braam Koekemoer

Group Information Systems Manager, Komati Fruit Group

South Africa’s citrus giant

Komati Fruit Group is not your average farming operation. What started 75 years ago as a single family farm in Limpopo has grown into one of South Africa’s leading private producers and exporters of citrus and sub-tropical fruit, spanning over 5,000 hectares across multiple farms and subsidiaries with a global customer base. Despite this scale, the business has never lost its founding character. It remains family-managed, family-directed, and rooted in the values it was built on.

More than a farming business

For Komati’s leadership, agriculture has always meant more than yield. The business actively farms community-owned land, employs people from surrounding rural areas, and invests in development projects across the regions where it operates. This commitment is core to how Komati defines success. Every harvest creates economic opportunity that extends far beyond the orchard gate, building better lives in the communities that share the land.

Growing pains at scale

Rapid, sustained growth is something to celebrate. But with multiple farms, subsidiaries, and a global customer base came a challenge that hard work alone couldn’t solve: operational complexity. Cost tracking happened centrally, with documents sent between sites and captured far from where the action took place. Information was fragmented, visibility was limited, and the manual burden on every team was growing just as fast as the business itself.

Filing cabinets and paper trails

Before Sage X3, the gaps showed up everywhere. Purchase orders were printed and physically collected. Farm managers had to drive to the office simply to sign documents. Supplier invoices sat in physical filing cabinets rather than being instantly accessible. Fuel data was imported weekly or monthly rather than in real time. Each new farm or subsidiary added pressure to systems that were already straining under the weight of the business.

Systems that couldn’t keep up

Komati had been a Sage customer for years, running Sage Evolution. It was a trusted tool, but as the business grew astronomically, it simply couldn’t scale with it. The team needed a platform that could handle multi-currency, multi-company, and multi-language operations, while integrating with the wide range of external systems the business depended on every day.

A natural next step

Choosing Sage X3 was a logical progression. Already trusting the Sage brand, Komati knew that moving to Sage X3 kept them within a proven ecosystem. More importantly, Sage X3 offered the flexibility the business needed: a platform configurable enough to manage everything from a straightforward farm entity to an intricate citrus tree nursery, without compromise or workaround.



A partner who speaks the language

FPC Solutions understood businesses of this complexity. Their deep experience in the agricultural sector made them the natural choice. From day one, FPC positioned themselves as a solution partner. For a business built on long-term relationships and mutual trust, that alignment mattered as much as the technology itself.

Getting it right from the start

Before building anything, the team invested significant time in analysis sessions with the right stakeholders, understanding current frustrations, mapping integration requirements, and documenting exactly what the ideal solution needed to look like. The goal was a single source of truth: one platform from which every decision-maker across the group could pull reliable, consistent data with full confidence in what they were seeing.

From paper to paperless

The shift was immediate and visible. Filing cabinets disappeared. Purchase orders are now delivered electronically to suppliers: no printing, no driving, no waiting. Supplier invoices are retrieved in seconds with all supporting documents attached. And crucially, data is now captured at the point of origin across every operation in the group, with approval workflows ensuring that real-time speed never comes at the cost of control.

Connected from the ground up

Sage X3 unlocked a new way of thinking about operational data. Fuel dispensed at any pump across the group flows into Sage X3 daily, replacing the weekly manual imports of the past. An internal team now administers and evolves the system from within, keeping expertise in-house, reducing external consulting costs, and ensuring the platform grows alongside the business rather than lagging behind it.

Roots deep, branches wide

Komati has no intention of slowing down. The business continues to identify new growth opportunities, and with Sage X3, adding a new company to the system takes just a matter of hours. More integrations are in development, building on the foundation already established. The technology is ready for wherever the next season of growth takes them.

With a scalable foundation in place, Komati is building toward the next chapter. New integrations are already in development, adding a new company to the system takes just hours, and an internal team of experts continues to grow the platform from within. The business will never stand still, and now, neither will the technology powering it.



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