

CUSTOMER SUCCESS

Sage infuses
employee efficiency
for a global business

*Martínez y Cantó develops a holistic
view of global operations with
Sage Business Cloud
Enterprise Management.*



Managing a global network of suppliers and customers is no easy feat; the task becomes considerably harder when you're looking to double production capacity. For Martínez y Cantó, Enterprise Management enables it to integrate its sales, production, and warehouse—and to make business sense of the torrents of daily data.

Martínez y Cantó specializes in the automated bagging of infusions for third parties. But this is not the company's real focus; the Spanish business is fixated on quality and safety. Every item involved in production is traced.

This is no small task. The Martínez y Cantó production line in Alicante bags 600 infusions a minute. The facility receives ingredients from, and dispatches finished products, to all corners of the world.

Company

Martínez y Cantó

Location

Alicante, Spain

Industry

**Process Manufacturing:
Infusion Tea Packaging**

System

**Sage Business Cloud
Enterprise Management**

Release

Version 11

Partner

Datadec and Totware



The challenge

"The entire production plant is computerized," explains Vicente Mira, logistics director at Martínez y Cantó. "Overall Equipment Effectiveness (OEE) software allows us to manage the automated production elements online and in real-time. All materials are traced through a radiofrequency system which registers all the data. We can then monitor all production processes and optimize order planning."

The challenge was to knit together this torrent of data and integrate it into the company's financial, sales, and supply chain. In addition, the business needed a scalable solution as Martínez y Cantó had upgraded its production facilities in Spain, lifting annual capacity from 3.6 million to 8 million bags.

The company soon faced another challenge: a sudden collapse of the supplier of its warehouse management software left the business exposed.

"We were left without anyone to advise us on how best to manage the warehouse," explains Mira. "The problem was that if we updated the corporate management system, we would lose our connection with the warehouse management system. Choosing the full suite of Sage software was a no brainer at this point."

The solution

Martínez y Cantó originally deployed Sage Business Cloud to integrate accounting, purchasing, sales, inventory, and manufacturing. By working alongside Sage partners Datadec and Totware (part of the LiderIT group), Martínez y Cantó also integrated its warehouse management with Sage Business Cloud. Using its proprietary expertSGA tool, Datadec programmed both systems' connection on Sage Business Cloud so that everything could flow as a single entity.

“Overall Equipment Effectiveness (OEE) software allows us to manage the automated production elements online and in real-time.”

Vicente Mira, Martínez y Cantó



Both updates were completed within 10 months, with minimal bespoke development. According to Mira: “Every company has its own processes, but we prefer to adapt our production systems to the tools offered by the application, instead of the other way around.”

“We had to make some small changes, but these accounted for no more than 10% of the total of the application. The Sage software is very complete and included many of the functions we needed.”

The process offers complete traceability for every batch in the warehouse. This is crucial for standards certification. Martínez y Cantó is certified according to the IFS Food Standard, and its management system is certified according to the ISO 14001 Standard for the protection of the environment.

As for the Martínez y Cantó employees who use the systems, Mira says they are delighted with how the solutions have improved the way they work: “The current process is quite similar to the old one, but now it’s much more intuitive.”

“We’ve noticed significant improvements. Warehouse tasks such as registration, locations, expeditions, and receipts are done faster and with more ease.”

Vicente Mira, Martínez y Cantó



DATADEC

software y consultoría
totware

The bottom line

The impact of full functionality became apparent within months, says Mira: “It has improved how our work is organized. We now automatically assign tasks to workers depending on the importance of the task and the worker’s profile.”

The Sage software also automates inbound and outbound processes. It informs workers on the best location to deposit an inbound product, or where it should be extracted from to fulfill a production order.

The future

“On the whole,” Mira explains, “we’re very satisfied with the new corporate and warehouse management solutions we’ve installed.

“We’ve noticed significant improvements,” adds Mira. “Warehouse tasks such as registration, locations, expeditions, and receipts are done faster and with more ease. The system is the one that makes the decisions. It then communicates these decisions to the worker, who only has to carry them out.”

According to Mira, Sage Business Cloud has proved successful and has helped create a more agile business that is better able to plan forward.

sage
Business Cloud



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