

Agro-Hall Limited

www.agrohall.com

COMPANY

- Location: Montreal, QC, Canada
- Industry: Agricultural Exporting
- Overview: Exporter of grain and agricultural products from Canada to Europe and Africa.

CHALLENGES - REQUIREMENTS

- Track income and expenses for individual projects
- Manage multiple currencies, revaluations, and other GL complexities
- Utilize a system without managing hardware or software
- Involve multiple users without complex setup and additional fees
- Custom reporting requirements

KEY RESULTS

- Deployed new system in 30 days— including internal training for accountants
- Receives support and training from experts in same time zone
- Employees share real-time data and work from anywhere
- Operates in Tier I datacenter using Windows Azure and SQL Azure

Agricultural exporter manages global business using Acumatica

“Acumatica allows me to create profit and loss reports for individual shipping projects without the cost or confusion of a solution like Oracle.”

- Frank Thomae, Controller and Treasurer, Agro-Hall Limited

BUSINESS CHALLENGE

Agro-Hall Limited is an exporter of grain and agricultural products. After a change in ownership, Agro-Hall needed to purchase and install an accounting system with multiple currencies, revaluations, and project-like capabilities. The system had to be operational in two months without the assistance of in-house information technology personnel.

Agro-Hall exports products on large vessels that are loaded in Canada for destinations in Europe and Africa. Each vessel requires a complete set of financial reports that track profits and losses. All vessel reports need to be rolled up to the company level.

EXISTING SOLUTION

With new ownership in place, Agro-Hall would start with a clean set of books as well as the opportunity to select an accounting software solution that specifically met its needs.

“The previous owners used a complicated Oracle system to manage several lines of business,” said Frank Thomae, Controller and Treasurer at Agro-Hall. “The system contained fields, modules, and features that I never used. Acumatica provided an intuitive interface that was easy to use

and easy for me to explain to others. This allowed me to delegate work and train new people more efficiently.”

WHY ACUMATICA?

Agro-Hall investigated several accounting solutions. In addition to the benefits of a web-based SaaS solution—no client software to install, easy to use, access to real-time data, no technical resources required—Acumatica delivered an intuitive interface and provided knowledgeable support.

Acumatica’s expert support, intuitive interface, advanced features, SaaS delivery option, customizable reports, and real-time interface helped Agro-Hall decide on the Acumatica Financial Management Suite.

READY FOR GLOBAL BUSINESS

Acumatica supports multiple languages, multiple currencies, revaluation, consolidation, and a flexible chart of accounts to meet the complex needs of global importing and exporting businesses.



Most importantly, Acumatica delivers all benefits in real-time to any employee, office, partner, or subsidiary throughout the world.

Importing and exporting businesses are often faced with geographically dispersed operations, multiple currencies, and accounting complexities that are all standard deliverables with Acumatica.

MICROSOFT WINDOWS AZURE

Agro-Hall’s SaaS solution is deployed on the Microsoft Azure cloud. By running on Azure, Agro-Hall benefits from built-in disaster recovery features without worrying about managing operating systems, hardware, and other datacenter complexities.



BENEFITS SUMMARY

Acumatica provided Agro-Hall with the accounting tools required to meet their complex exporting needs as well as necessary support and features at a price they could afford.

“Acumatica’s intuitive interface, advanced features, and high quality support are worth paying for.”

Frank Thomae, Controller, Agro-Hall Limited

	IMPORTANCE TO IMPORT & EXPORT BUSINESSES	ACUMATICA CAPABILITY
Multiple currencies	High	Yes
Flexible chart of accounts	High	Yes
Access real-time data anywhere	High	Yes
No client software	High	Yes