Nardone Bros. maximizes productivity with integrated SYSPRO/Nomad solution

At a Glance

ORGANIZATION

NardoneBros.

REGION

United States of America

KEY CHALLENGE

Provide consistently accurate data to internal and external customers

KEY BENEFIT

Ability to meet customer demand while harnessing productivity improvements

INDUSTRY

Food and Beverage

END USER MARKET

Education and Retail

SOLUTION

SYSPRO 7 and Nomad eCommerce

Customer Profile

Since 1942, Nardone Bros. Baking Company has been committed to making the finest pizza and bringing the most nutritious, high-quality products to schools and retailers across the United States. The company remains family-owned and operated.

The Business Challenge

Nardone Bros. needed to replace an outdated DOS-based system with a fully integrated ERP solution capable of meeting its specialized requirements, including high-level, robust reporting.

The Solution

Nardone Bros. selected SYSPRO and Nomad eCommerce, an SYSPRO-integrated eCommerce solution from Sniperdyne, an authorized SYSPRO companion solution provider. This all-in-one website and eCommerce shopping cart platform enables seamless sharing of data between SYSPRO and the Nomad eCommerce shopping cart platform.

The Outcome

Nardone Bros. selected the SYSPRO solution based on a demonstration that showed how easily and comprehensively the integrated system could be customized to meet its highly specialized requirements.

John Surdy, Controller of Nardone Bros., says: "I loved the SYSPRO solution from the start. It's exactly what we were looking for. The system is so flexible, feature-rich, and robust, we were able to create a system that exactly fits our needs. There was no need to look elsewhere."

Nardone Bros. currently has 25 users on the integrated SYSPRO 7/Nomad eCommerce solution.

SYSPRO™

Say Yes to Next

Meeting customer demand - digitally

In addition to an extensive retail customer base, Nardone Bros. dedicates a large part of its business to the National School Lunch program through which the company is responsible for feeding many of the school districts across the United States.

To comply with new reporting laws and regulations, the school districts were demanding more robust, accurate, and timely reporting. "At the time, we had an outdated system which lacked the capability for any type of high-level reporting," Surdy says. "We needed to produce clean numbers and consistently provide accurate data to our customers, internally and externally."

Surdy singlehandedly developed an Excel report which showed each school's current status at any given point during the year as well as a projection for the months ahead. Ninety percent of schools in the US use the K12 and ProcessorLink web-based commodity programs which didn't provide the required information. In response, Nardone Bros. partnered with Sniperdyne to develop a web solution.

"When we decided to integrate the website eCommerce tool into our operation, the decision was heavily influenced by the fact that Sniperdyne is a trusted SYSPRO partner. It was easy to develop an excellent relationship and the communication between all three parties has played a major role in our success," Surdy says. "Once you have that type of relationship, it's effortless and cost-effective to maintain the momentum."

Reaping the rewards

According to Surdy, one of the most important benefits of using SYSPRO is the ability to download reports directly into Excel. "Now, I can take the reports, drop them into Excel, make some calculations, and complete the task in five minutes instead of several hours. The new system enables us to create a host of new reports which we couldn't do before. It's made my life a lot easier," he says.

The website has also helped Nardone Bros. grow its business thanks to the positive response from its customers, which have found it extremely easy to use and navigate through.

"If we had to do this manually and get statements out to every one of our customers using Excel, we would probably need about 20 people. With the old system, you had to run the reports and then manually type them into the spreadsheets that I developed – and we were sending out about 1000 a month," Surdy says.

"In the past year, despite the pandemic, I've put almost 200,000 transactions into SYSPRO. It simply wouldn't have been humanly possible before. Now I just take a file, load it and run a statement, send it to the customer and it's done."

Commenting on the after-sales service and support Nardone Bros. has received, Surdy says: "It's been very good – I couldn't have asked to work with a better group of people. They're available whenever I need them, and they're always willing to jump in and resolve things really quickly."

Coping with Covid-19

As has been the case with most organizations around the world, Nardone Bros. has had to weather the storm created by the Covid-19 pandemic. School closures, naturally, had a major impact.

"It looks as if we've been through the worst of it and are starting to see the light," Surdy says. SYSPRO has made a tangible difference in our ability to be flexible and pivot our business model as best we can."
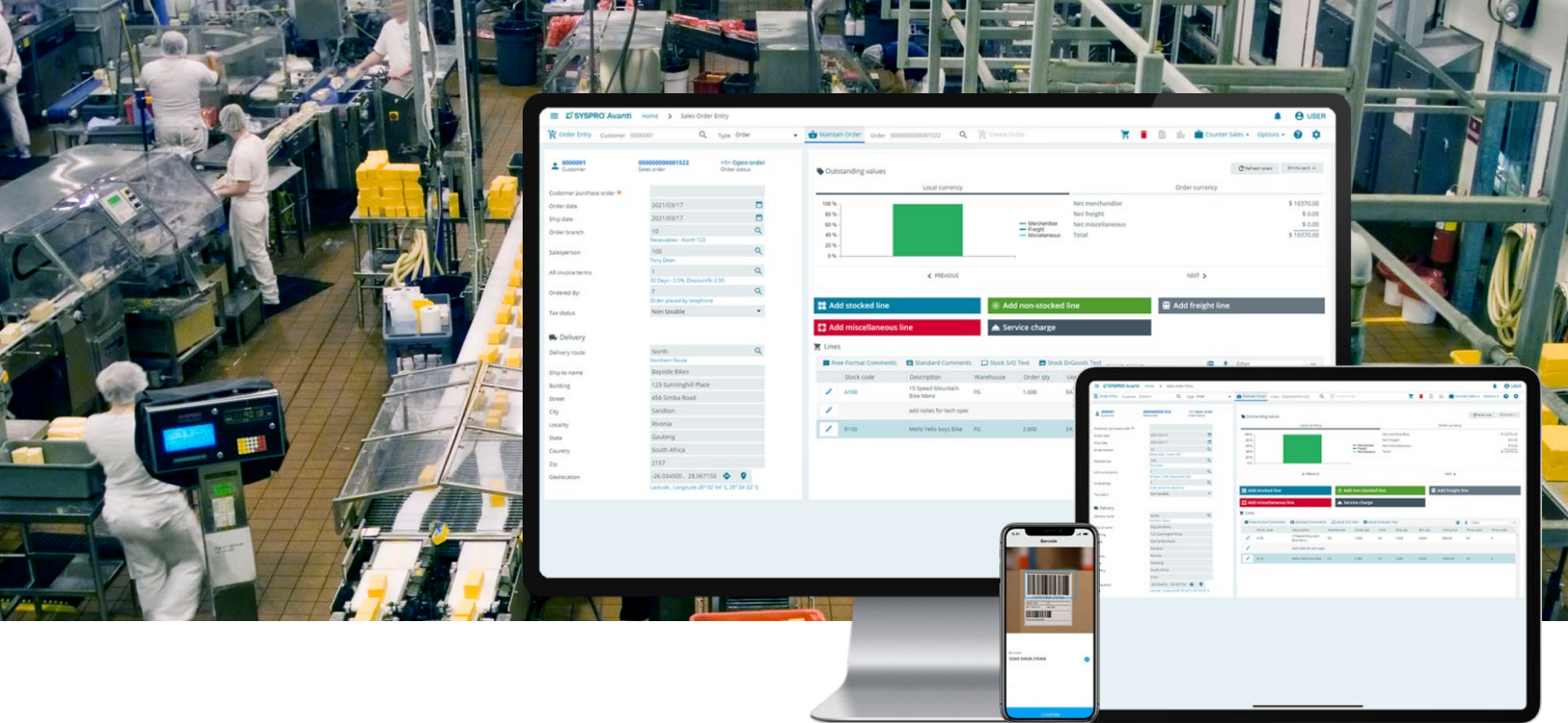
The road ahead

In addition to using SYSPRO for all its finance, accounting, and commodity operations, Nardone Bros. is implementing a full-blown production solution. As a result, the SYSPRO solution will ultimately be used for every facet of the company.

The warehousing implementation is currently underway and will see every element running on SYSPRO, from the receipt of raw material to inventory calculations and producing a pizza. Nardone Bros. is also considering implementing Customer Relationship Management (CRM) in a future phase.

Ultimately, Nardone's customers will be able to push a couple of buttons and get all of the reports they need from the new web solution. "Soon, all of our sales brokers will be able to go on our online system and pull down any report themselves. We will have a full self-service offering, which will save a lot of time," Surdy says.

"The SYSPRO service team is exceptional. They are incredibly smart and put everything aside to prioritize the customers' needs. In the service world today, that counts big time."

About Nomad eCommerce

Located in O'Fallon, IL, a suburb of St. Louis, Nomad eCommerce has been in business for over 20 years, developing web and eCommerce solutions. We provide a universal catalog & content management system enabling fully integrated B2B & B2C transactions with SYSPRO.

Nomad has created award-winning, customer-centric solutions that have helped companies successfully integrate data from their ERP to their web store-front in real-time, increasing customer satisfaction.

About SYSPRO

SYSPRO is a leading, global Enterprise Resource Planning (ERP) software provider, specializing in key manufacturing and distribution industries. Our Industry-built solutions and services are designed to make things possible.

SYSPRO's ERP solution empowers customers to take the next step – whether it is expanding into new territories, adding new product lines, transforming business processes, or driving innovation. Through our ERP software, customers gain access to solutions, processes, and tools to assist in the management of data for key business insights and informed decision making. The solution is scalable and can be deployed in the cloud, on-premise, or both, and accessed via the web on any device to provide customers with choice and flexibility.

As a trusted advisor, SYSPRO remains focused on the success of partners and customers. With a strong commitment to channel partner growth, SYSPRO customers are backed by a team of global experts that drive maximum value out of IT systems and business solutions. We are committed to addressing the unique needs of our customers, enabling them to easily adapt and remain resilient. Our evolving solutions are aligned with industry trends and leverage emerging technologies that will enable partners and customers to secure a digital future and to gain a competitive advantage.

Learn more about SYSPRO's solutions for Industrial Food and Beverage industries
Click here or contact us on info@us.syspro.com

syspro.com

NOMAD eCommerce
Catalog. Cart. Customers · Connected.

SYSPRO™
Say Yes to Next