



CUSTOMER PROFILE

- Livestock supply store chain with 3 locations
- Required better inventory management and control
- Implemented SalesPad order entry and inventory control



① THE CUSTOMER

Horizon Livestock & Poultry Supply serves hundreds of customers a month in Manitoba, but it also ships supplies to producers in Saskatchewan and Alberta. Its business is closely linked to the hog industry, but it also supplies a wide range of products for producers in the dairy, beef, and poultry industries. The Manitoba company is staffed by dedicated people connected to the agriculture business.

② THE CHALLENGES

With a total of three stores located in different Manitoba communities (Niverville, Steinbach, and Winnipeg), Horizon Livestock & Poultry Supply Ltd. was looking for a more efficient way to manage its bricks and mortar stores.

Existing processes were cumbersome and lacked accountability. They were considering a barcoding solution to improve tracking and inventory control, which meant they needed a solution that delivered the accountability they were looking for and integrated with Dynamics GP.

They were also looking towards a future which involved integration with a web store and improved customer management via CRM integration.

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Debbie Graye, Financial Controller
Horizon Livestock & Poultry

③ THE SOLUTION

Prophet found the best solution for Horizon’s needs in SalesPad, an all-in-one order entry, inventory and sales management system. SalesPad is specifically designed for Dynamics GP and is built to increase efficiency and customer service. The two software systems would work together seamlessly. Prophet implemented Dynamics GP and SalesPad in June of this year, and for the past four months, Horizon has seen positive results.

“SalesPad has significantly improved our efficiency in viewing historical transactions,” says Debbie Graye, the company’s Financial Controller. “We need to have easy access to our customers’ purchasing history and have the ability to anticipate their future needs. With the implementation of SalesPad, Horizon will develop a good foundation for customer relationship management. SalesPad also provides a way for us to track lot numbers and expiration dates on our livestock medications. This is crucial in meeting our regulatory requirements and managing our inventory.”

④ THE RESULTS

Horizon’s tracking and inventory practices have greatly improved since the implementation. Because SalesPad works off of Dynamics GP, Prophet’s solution of SalesPad gives Horizon the edge it needs. Horizon will further improve its inventory accuracy and streamline its sales and inventory processes once it implements barcoding in the near future.

Through this implementation, Prophet had the opportunity to build a close relationship with a new customer and to see how well SalesPad fits into the Dynamics GP family of products. During Prophet’s implementation process one thing stood out for Graye.

“I was always impressed by the knowledge of Prophet’s employees. It was really important that I could talk to someone using the same accounting language,” she says. “Prophet even put in a temporary server to install the software before our own IT support could make it on-site to help with the upgrade.”