



# BC EGG MARKETING BOARD OPERATIONS ARE SUNNY SIDE UP WITH HELP FROM BAASS

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The BC Egg Marketing Board (BCEMB) is responsible for planning and controlling British Columbia's egg production, to ensure supply meets fluctuating demand. BCEMB works with more than 130 egg producers, overseeing 2.7 million chickens and more than 800 million eggs.

The organization's accounting and financial reporting requirements are complex and specialized, requiring a robust and flexible business management solution. For BCEMB, that solution is Sage 300 (Formerly Sage ERP Accpac), implemented and ably supported by the professional team at BAASS Business Solutions.

## **An Expert Partner**

BCEMB first worked with a different Sage Authorized Partner, but when that partner struggled with the conversion from the legacy system, BCEMB engaged BAASS. “BAASS had the depth and breadth of

experience that we needed to successfully convert our data and take us live,” recalls Butler. “We have a small staff so we depend on professional consultants for many roles. BAASS consultants value-engineer everything they do, ensuring we are not paying for technology that doesn't deliver a real return on our investment.”

## **Streamlining Operations**

BAASS developed an import utility that brings data from the IBM System into Sage 300.

The imported information is used to calculate the net producer payments in Sage 300. Then email notifications, including details of the pending payments, are generated from within Sage 300. In addition, BCEMB is able to match the imported data to the information in the IBM system, tying financial and production information together at both the producer and the organization levels.

“We have both accounts payable and receivable associated with our producers,” explains Butler. “We pay them for their eggs, and they pay us their levy assessments. The import utility handles both aspects of the relationship cleanly. While it definitely saves us time, the most significant benefit is the accuracy. Before we entered the data manually, offsetting the accounts payable with the accounts receivable and as with any manual operation, there is a greater risk of errors. It also makes our system much easier to audit.”

BAASS also implemented Orchid Systems, an integrated electronic funds transfer (EFT) solution for BCEMB. The seamlessly integrated application speeds and simplifies the process of paying vendors and suppliers by minimizing the number of checks that need to be produced, signed, and mailed.

### **Analytical Tools**

With all of its business data securely stored in Sage 300, BCEMB is better able to access and analyze their data. Financial reporting is vital for the organization as their business follows a weekly cycle. "We have much better visibility and control now," Butler says, "and with a level of granularity in the data that is very helpful in our analyses."

### **Wise Technology Investment**

The move to Sage 300 has proven to be a smart decision for BCEMB. "It is easy for small organizations to stay with the status quo, thinking that incorporating technology is too expensive. We have found, with the help of BAASS, that there is great value in investing in technology. We not only save time and money, we keep the organization's infrastructure vital, relevant, and current."

### **ABOUT BAASS**

BAASS is a provider and implementer of accounting and business management applications for corporate and community-based organizations across Canada, the U.S.A, and the Caribbean. BAASS is a full-service technology consulting firm with over 30 years of experience in providing quality products, services, and support to clients in a number of industries.

With a complete team of certified IT and e-Business consultants in 23 offices across Canada, the U.S.A, and the Caribbean, BAASS offers a comprehensive line of services from needs assessment, system design & configuration, software training and technical support in accounting, ERP, CRM, e-Business, custom developed and web solutions, specializing in Sage 300, Sage Intacct, Sage CRM and Sage Enterprise Management products.

### **A Trusted Partner**

BAASS is a trusted advisor to BCEMB. "They recognize that we are a lean organization that needs to stay on top of our data and industry trends. They understand we need to leverage technology to operate at maximum efficiency. At the same time, they are never pushy – just incredibly helpful," says Butler "We always feel they have our best interests in mind. The most important aspect of any relationship is trust, and we know that we can trust BAASS. We truly value the work they do for us."



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- Anne-Marie Butler

