



The Case Study

Success Story: Achieve better business productivity in aquaculture with **Dynamics 365 ERP**

The world's largest land-based salmon company rapidly outgrew its accounting applications and methods after their immense success achieved through innovation. Pangea was chosen to guide the organization and implement a robust financial system capable of handling their financial processes while increasing their business productivity. The result was a fully integrated aquaculture business platform that far exceeded their expectations.

PANGEA | ONE WORLD.
ONE SOLUTION.



ATLANTIC SAPPHERE

Currently, the largest land-based RAS (Recirculated Aquaculture System) salmon farm in the world. With the primary facility in the USA and an additional facility in Denmark, where their Bluehouse research and innovation center is. The Denmark Bluehouse was the critical first step in proving the concept of the sustainable land-based raising of Atlantic salmon.

Common aquaculture challenges

Atlantic Sapphire was facing common challenges —trying to manage growth with multiple legacy on-premise applications that simply don't work or communicate together. Pangea initially focused on transforming their financials with Microsoft Dynamics 365 Finance and Supply Chain Management, but the power and flexibility of the solution enabled them to replace many antiquated, legacy applications in the process. After identifying the company's challenges, a strategic solution was designed to integrate and streamline Finance, Supply Chain Management, Enterprise Asset Management, Accounting, Reporting, Project Management, Manufacturing, and Business Intelligence.

PANGEA SOLVES OLD CHALLENGES WITH MODERN INNOVATION

Dedicated partner & advisor

Pangea's experts across multiple disciplines spent months traveling to one of the client's international locations, working hand in hand with the client, and immersing themselves in the business to learn and analyze operations from hatchery to harvest. As a result, they became a trusted business partner and advisor far beyond financials to help them learn new ways to improve their business fundamentally.

"Our team really jumped into aquaculture and built an industry-specific team that will be primed to work with future aquaculture clients to help push the boundaries of technology in an industry that still works with legacy, on-premise applications."

Santiago Morales – Managing Partner at
Pangea Consultants



KEY BENEFITS

- ⦿ End-to-End integration of financials/accounting process with operations.
- ⦿ Minimized long-term software and consulting costs.
- ⦿ Diminished manual entry and double entry.
- ⦿ Enhanced financial reporting.
- ⦿ Fully globalized for over 180 Countries.
- ⦿ Complete control of inventory and costs.
- ⦿ Extensive control over assets, equipment, and maintenance tasks.
- ⦿ Track products from start to finish with costing information on all inputs.



Financial visibility across three countries

Financial reporting was a very cumbersome and manual process previously requiring three different bookkeeping packages. Pangea connected all their financials with localization for each country. Today, they use Dynamics 365 Finance and Supply Chain Management to report instantly to their investors and leverage the 360-degree visibility they need to make confident decisions.

Controlled inventory and costs

With no insight into inventory on hand or maintenance schedules of assets, controlling inventory and costs was impossible. Pangea's integrated solution with a robust Warehouse Management System has given the client the precise inventory cost and easy access to

maintenance requests and work orders. Now, assets and equipment are consistently tracked and running smoothly, simplifying operations and increasing visibility into daily tasks.

Efficient processes across operations

To ensure their client could maximize their technology investment, much time was dedicated to helping them improve their internal processes in several areas by identifying unnecessary practices and duplicate procedures. With one optimized system, they enjoy new efficiencies and automation that have completely streamlined operations and elevated business productivity.

Modern, unified technology

Instead of multiple, disparate applications that required manual entry, manual workarounds, and redundant work, Pangea created a unified source of truth, a unified, modern system to run their global business, minimizing errors and improving overall client satisfaction and re-training.



PANGEA CONSULTANTS

A business software consulting practice specialized in identifying, assessing, and solving your business challenges through the implementation, integration, and support of Dynamics 365. With expert skills and knowledge to guide you across the implementation process and ensure long-term organizational effectiveness.

Products and Services

- ⦿ Microsoft Dynamics 365 set of solutions
- ⦿ LATAM Localization Solutions
- ⦿ Consulting Services

Industry

- ⦿ Professional Services

Country

- ⦿ United States
- ⦿ Denmark
- ⦿ Colombia

ONE WORLD
ONE SOLUTION

To learn more about Pangea Consultants' services and solutions for the aquaculture industry, email us at communications@pangeaconsultants.com



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