



**UniGrain Pty Ltd**

Incorporating WD Seeds & Southern Cross Grains ACN 120 061 841  
ABN 67 120 061 841

## User Story

UNIGRAIN PTY LTD, part of the Costa Group of companies, is a global exporter of quality seed, grain, pulses and potatoes, supplying customers in over 45 countries. The company is focused on producing value added products, legumes and pulses (eg. split peas) and oat cereal products (eg. Quick cook oats).

Seed, grain and pulses can also be farmer dressed (graded), machine dressed, packed in bags or bulk and containerized in 20 foot or 40 foot containers at their modern mill in Smeaton. To complement the export market, UniGrain also supplies cereals, pulses, oilseeds and processed grain for the domestic market. In addition, UniGrain also provides by-products to the stock-feed market. To run this complex business, they needed an integrated software package.

After an unsuccessful attempt to deploy an alternative software solution, Unigrain had to resort to a variety of custom written spreadsheets and manual journals, while they searched for a new software package. This resulted in some enormous challenges in resourcing, reporting on and managing the business.

The Business Administration Manager, Fiona May, wrote a detailed requirements document detailing the important elements for a new system. After reviewing responses from around 10 different software companies, and conducting a research trip to Canada, they decided to go with ProsoftXP from Agribusiness systems. ProsoftXP was selected not only because the system was a good match for the requirements of the business but it also had an inventory module that managed commodities including the manufacturing and value adding process. Other important elements in the decision that Fiona mentioned included local support and some enthusiastic existing current users they caught up with on their trip to Canada.

After running the system for over six months, Fiona says they now find the best feature for them is the ability to job cost each sale with what the trader estimated would be the profit, and then monitor the accuracy of those estimates when the final costs were known. "This is because the accrual matching process is much more effective and streamlined. The biggest advantage we have found is that we can see the profitability on a job instantaneously and it is much easier to monitor our stock position," she said.

Fiona finds, as the business becomes more familiar with the package and after installing some recent customizations that allow the business to process mixed containers, the software is continuing to increase the value delivered on the initial installation. They are looking forward to another new feature under development that will show a different view of their commodity position, matching raw ingredients to finished product, while taking into account the manufacturing process with by-products and losses.

### client contact details

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“ ...we can see the profitability on a job instantaneously...” ”

Fiona May, Business Administration Manager  
Unigrain Pty Ltd



### problem

**F**IND a software package that successfully managed the unique complexities of commodity inventory and the value adding process.

### solution

**A**FTER some detailed research, Unigrain selected ProsoftXP from Agribusiness Systems due to its advanced inventory tracking and job costing ability.

### Agribusiness Systems

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Agribusiness Systems is the Australian provider of ProsoftXP, an integrated Agribusiness solution designed to remove the many complexities from a commodity agribusiness while providing real time information to ensure a greater success of the business.

To find what ProsoftXP can do for your business contact our National Sales Team on 03 9686 0485.