



CUSTOMER TESTIMONIAL

PRIME BEVERAGE

The company discovered a Lasting Partner for Seamless Growth and Success



COMPANY OVERVIEW

Prime Beverage Group is a contract manufacturer and beverage co-packer that provides packaging services for a wide range of customers. They specialize in packaging various can sizes, including sleek 12-ounce, standard 12-ounce, 16-ounce, and 19.2-ounce cans. Founded in 2020, Prime Beverage Group began its journey during the COVID-19 pandemic, a time of immense uncertainty and material shortages that impacted everything from small supplies like pens to essential machine parts. Despite these challenges, they successfully installed their manufacturing lines and **started operations within their first year.**



Over the past years, the company has continually **enhanced its manufacturing capabilities, efficiency, and overall business approach.** Their customer base has expanded, and they've introduced **innovative offerings**, such as nitrogen-based products, further diversifying their portfolio. By focusing on meeting and exceeding customer expectations, they've strengthened their reputation as a **reliable and adaptable partner in the beverage co-packing industry.**

MAIN CHALLENGES

From day one, Prime Beverage Group was focused on implementing SAP Business One to streamline their operations. Their journey began with the integration of SAP Business One and Produmex, which posed the dual challenge of learning a new system while simultaneously setting up their production processes. Along with this, they also incorporated the BEAS solution to manage their manufacturing needs.

Unlike many companies that adopt ERP systems later in their growth cycle, Prime Beverage Group has never existed without these solutions in place. This meant they had to navigate the complexities of full-scale ERP implementation right from their inception, balancing this with the launch of their operations.



Prime Beverage Group implemented SAP Business One **from day one** to streamline operations.



The integration involved Produmex and BEAS solutions **for comprehensive manufacturing management.**



Early ERP adoption helped navigate complexities and launch operations simultaneously.

IMPLEMENTATION PROCESS

The implementation of SAP Business One, along with Produmex and BEAS, was a critical phase for Prime Beverage Group, and they found it to be the perfect solution for their operational needs. It became clear that they needed a skilled partner to assist with the more complex customizations and the web-based integration capabilities that BEAS offers through its APIs.

Fonseca Advisers proved invaluable in:

1

OPTIMIZING BACKEND PROCESSES

Helping streamline pallets and cases handling, ensuring that the inventory books were updated in real-time.

2

INTEGRATIONS

Assistance in integrating MES system with SAP Business One to automate key workflows, such as the work order goods receipt and pallet printing.

SAP UPGRADES

When they faced an SAP upgrade that affected many of their Produmex views, the Fonseca Advisers team worked closely with them to minimize downtime and restore functionality swiftly. This was especially critical as their high-speed production lines can process up to 30 pallets per hour, leading to rapid inventory growth and material consumption.

RESULTS

The implementation of SAP Business One, along with Boyum IT solutions like Produmex and BEAS, has had a transformative impact on Prime Beverage Group. Fonseca Advisers played a crucial role in helping them right-size and optimize processes to meet their evolving needs and production demands.

Inventory updated in real-time.



Significant Operational Efficiency.



THE ROLE OF FONSECA ADVISERS

Prime Beverage Group's growth has been significantly supported by Fonseca Advisers, who have acted as **more than just a service provider**. Their involvement extends beyond standard ERP management, actively contributing to problem-solving and continuous improvements. Their team is **consistently available during critical moments**, addressing urgent issues and refining processes to match Prime Beverage Group's evolving needs. By adopting a collaborative and adaptive approach, Fonseca Advisers has been instrumental in helping the company navigate challenges and rethink solutions as operations expand.

Their expertise, particularly in accounting functionalities with BEAS, has further streamlined Prime Beverage Group's operations. Through a focus on ongoing process improvements, Fonseca Advisers has **enhanced communication of inventory and production data with customers**, improving internal workflows and ensuring preparedness for future challenges. **The partnership has proven indispensable**, enabling Prime Beverage Group to scale effectively while meeting new business demands.



Fonseca Advisers has been a tremendous asset. They've helped us streamline processes, automate the work order goods receipt, and integrate our MES system. Their support, especially during critical moments like our SAP upgrade, was invaluable. We worked hand in hand to minimize operational impact, and their team's commitment and availability have been exceptional.

Andy Bertha, VP of Business Systems Inventory Control and IT, Prime Beverage Group



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