

**CUSTOMER**

CytoSport

INDUSTRY

Food and Beverage

LOCATION

Benicia, California

Number of Employees

218

SYSTEM

Sage MAS 500 ERP

O2 Process Manufacturing

O2 Mobile Warehouse

Sage MAS 500 and O2 Process Manufacturing Energize CytoSport's Operation

Founded in 1998, CytoSport™ has grown into a premier manufacturer of sports-oriented nutritional products that meet the needs of athletes and active individuals. The company produces all of its powdered and pre-blended products in its own 150,000 square foot manufacturing facility, allowing it to maintain complete control of the process. To aid it in its mission of providing the best tasting, highest quality sport drinks and supplements available, CytoSport relies on Sage MAS 500 ERP and O2 Process Manufacturing.



Ready For Reenergizing

The company has grown quickly over the past decade and was feeling the limitations of its Sage MAS 90 ERP accounting system. It did not support the specialized and complex process manufacturing requirements of the food and beverage industry.

“Sage MAS 90 was a good solution for us as a small company, but we needed a more robust solution to handle our fast growth. We were also running our manufacturing operation from spreadsheets,” recalls Kirk Connors, vice president of operations for CytoSport. “With our steep growth trajectory, it was

no longer feasible to continue that way.”

A Solution With Muscle

CytoSport needed a robust process manufacturing solution and a powerful accounting and finance solution — it found the solution in Sage MAS 500 and O2 Process Manufacturing by Escape Velocity Systems.

“We looked at several options, and ultimately decided on Sage MAS 500 and O2 Process Manufacturing,” says Connors. “I’ve worked with SAP and other process manufacturing applications and have never seen a better product out of the box than O2 Process Manufacturing. The pricing is competitive, and the integration with Sage MAS 500 sealed the deal.”

CHALLENGE

CytoSport's Sage MAS 90 solution offered strong accounting and financial features, but didn't have integrated process manufacturing functionality.

SOLUTION

An upgrade to Sage MAS 500 and O2 Process Manufacturing delivered the necessary functionality at the right price.

RESULTS

Raw material inventory accuracy has improved. Two administrative positions eliminated. Barcode scanners streamline purchasing, shipping, and pre-production. Formula security is ensured.

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**Sage Software
Development Partner
ENDORSED**

Manufacturing Quality

The old spreadsheets have been retired. Today, all manufacturing data—formulas, usages, approvals, and batch details are held within the software. By eliminating the spreadsheets CytoSport has been able to reassign two resources to support its growth in other areas. "We've eliminated the duplicate data entry which saves on labor costs and minimizes the opportunity for errors," says Connors.

Batch sheets are generated out of O2 Process Manufacturing and are taken to the warehouse where handheld scanners are used to accurately gather the raw material required for each batch. Staff records the actual weights and measurements used in the software for accurate costing. At the end of production and testing, CytoSport builds pallets of its products that travel to the warehouse where they are made available for shipping.

"We've seen a significant improvement in the accuracy of our raw material inventory," Connors says. "We have more information and are able to access it quickly for better decision making."

Security and Traceability

"The security of our formulas is critical," explains Connors. "So the software's ability to tightly control access to who can view, edit, and add data to the system is key. We are able to assign appropriate security rights on a role and an individual user basis, and the software can track and audit transactions, increasing our confidence in the integrity of our data."

Lot traceability is required of food and beverage manufacturers to ensure that they are able to effectively recall a product batch should a quality or safety concern arise. With O2 Process Manufacturing, CytoSport easily can track any lot

produced, identifying who received it, and precisely which ingredients went into it. "Fortunately we've never been faced with a recall, but we routinely perform mock recalls," explains Connors. "What used to take us days now takes only minutes."

Warehouse Management Solution

CytoSport chose to maximize its investment in Sage MAS 500 by also adding O2 Mobile Warehouse, a tightly integrated warehouse management solution.

Bar-coded sales order picking tickets are sent to the warehouse printer where staff use the handheld scanners to scan the pallets, items, lot numbers, and quantities. The data collected passes in real-time to Sage MAS 500 and O2 Process Manufacturing, where a bill of lading and packing list are generated. "It's fast, efficient, and saves a lot of effort," says Connors.

O2 Mobile Warehouse also speeds and streamlines the receiving process. "We scan the bar-coded purchase order receiving form and the incoming items and quantities. This way we cannot receive the wrong item and the user is warned if they try to receive a quantity different from the original quantity ordered," explains Connors. "It is a great system of checks and balances."

Running Strong

The streamlined implementation of the company's new solution impressed Connors. "It went very smoothly, and quite quickly," he notes. "We didn't shut down our operations for even a minute."

He concludes, "Escape Velocity Systems is a responsive, quick, and agile company—just like CytoSport. It is critical to us that our partners are as flexible and forward thinking as we are."



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