

Tried and True: Sapa Investment Group Gains a Single Source of Truth With SAP Business ByDesign

SAP Business
ByDesign™




Vision33

ABOUT

SAPA
Investment Group



Based in Salt Lake City, Utah, Sapa Investment Group is a family-owned community development company that builds thriving heart-centred communities through its diverse and growing portfolio of restaurants, nightlife events, construction projects, non-profit initiatives, and alternative health and wellness.

Sapa Investment Group began with the Nguyen family immigrating from Vietnam to America. Over 25 years later, the family has created a legacy in Utah for outstanding service, bold real estate projects, and a transformed food culture.

When a medical cannabis bill passed in Utah, Sapa Investment Group seized the opportunity and secured licenses for cultivation, processing, and pharmacy. Dragonfly Wellness opened its doors in March 2020 as the state's first medical cannabis pharmacy and, as a medical business, remained open during the pandemic.

Today, Dragonfly is involved in every step of its medicine, from seed to sale — and has become a standout in Sapa Investment Group's portfolio of businesses.





Identifying the Gaps

When the Nguyens looked closely at Dragonfly's operations in 2022, they identified gaps in processes and data tracking.

"We had losses and risk at our production facility because we couldn't efficiently track inventory and where things were going", explains Ricky Panh, implementation specialist. "When we pulled numbers year over year, processes were one of the biggest challenges because people weren't familiar with managing them. We realised that was something we needed to focus on".

Cannabis is a heavily regulated industry, and Dragonfly is required to use state-mandated compliance software for transactions and reporting.

"Inputs go in, things don't come out, and test results aren't attached," Ricky says. "That affects our supply chain and sales".

Complicating matters, Dragonfly's cultivation, production, and pharmacy divisions each had their own ways of doing things. Production used a combination of spreadsheets, manufacturing software, and other systems.

The company was striving to stay efficient and profitable, but change was necessary. Team members needed full visibility into certain products to better understand the business.

"When you use disconnected systems and processes, there's bound to be mistakes", Ricky says. "And for us to really understand what we're doing and move forward effectively, we needed a single source of truth to rely on".

The search for a modern, all-in-one solution was on.



Finding Something Tried and True

Ricky and his team evaluated several enterprise resource planning (ERP) solutions.

“Based on our needs and how we want to scale, we wanted something tried and true”, Ricky says.

Enter SAP, the world’s leading ERP software provider.

SAP Business ByDesign was the perfect fit for Sapa Investment Group’s Dragonfly operation. The easy-to-use, affordable cloud ERP solution adapts to how organisations do business—not the other way around. Various extensions allow organisations to scale the solution as they grow. And because it runs in the cloud, Business ByDesign empowers teams to work and collaborate anytime, anywhere.





Getting on the Same Page

The right software is the first ingredient to a successful technology implementation. The second — and more critical — ingredient is the right partner, and Ricky did his homework. He searched SAP partners online, browsed reviews, and read customer stories.

After meeting with different firms, Sapa Investment Group chose Vision33, an ERP planning, design, and implementation expert.

“We knew the software would be the software”, Ricky says. “But it was important for us to effectively communicate with who is implementing it and feel like we want the same things. We liked Vision33’s presentation and their team’s communication. We felt good about the relationship and going forward with Vision33”.



Customer stories are valuable, especially if they’re companies we know about”, Ricky says.

“It means something that they’re willing to share their stories about partnering with a consultant”.





Understanding Value

After a smooth implementation, Ricky introduced the new system to Dragonfly's production team.

After seeing how SAP Business ByDesign enables superior data tracking and process modeling, employees understood the value of their new ERP solution.

"They know they don't have to go through 85 spreadsheets and different software to do one thing", Ricky says. "For example, if they need to check terpene levels, they go to Business ByDesign. There's tremendous buy-in, and I'm really excited about it".

The company is rolling out Business ByDesign to its cultivation division, and Ricky expects those divisions will also find enormous value in the ERP solution. Business ByDesign's real-time data and

powerful analytics have made it faster and easier for Dragonfly to complete its regular compliance submissions.

"We needed a single source of truth, and that's what SAP Business ByDesign has been and will be going forward", Ricky says. "It's already made a sizeable difference, and everyone is very happy about where things are headed".

As Sapa Investment Group and Dragonfly continue to reap the benefits of SAP Business ByDesign, Vision33 will remain a trusted partner.

"Everyone at Vision33 has been a delight to work with", Ricky concludes. "I've been very happy with the team and their responsiveness versus other software projects I've worked on. I have nothing but good things to say about them".



Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox (saltbox.io) and iDocuments (idocuments.io).

For more information about Vision33, visit www.vision33.com.

Contact your nearest Vision33 sales office to discuss how we can help transform your business.

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