

CUSTOMER SUCCESS STORY



CUSTOMER

Pepsi-Cola Bottling
Company of Central Virginia

INDUSTRY

Wholesale Distribution

HEADQUARTERS

Charlottesville, Virginia

Number of Locations

Four

Number of Employees

360

SYSTEM

Sage HRMS

Sage 100 ERP

Sage Fixed Assets

SOLUTIONS PROVIDER

Net@Work

www.netatwork.com

Net@Work Brings Refreshing Level of Service to Pepsi-Cola Bottling Company of Central Virginia

The Pepsi-Cola Bottling Company of Central Virginia (Pepsi-Cola of Central Virginia) recently celebrated 100 years in operation. The family-owned enterprise and its 360 employees produce 10 million cases of Pepsi products each year and distribute the beverages throughout 18 counties in Central Virginia.

While Pepsi-Cola of Central Virginia makes continual improvements in its production and distribution operations, the recipes enjoyed the world over remain unchanged. Another aspect of the business has remained constant as well—Pepsi-Cola of Central Virginia continues to trust its financial and accounting operations to Sage software solutions and the professional consulting team at Net@Work.

Best Solution. Trusted Partner.

“We made the switch to Sage HRMS and Sage 100 ERP to ensure our internal systems were keeping pace with the available newer technology,” recalls Bob Pflugfelder, Vice President of Finance for the company. “We had been using an older proprietary application that didn’t interface with our route management software, or with our time clock system. We needed



a modern, scalable solution backed by a trusted partner, and we found that.”

“We searched for the very best system available at that time,” adds Bruce Hively, Pepsi-Cola of Central Virginia’s controller. “Sage HRMS and Sage 100 ERP form that solution. They are best of breed and offer the integrated tools we needed to bring disconnected aspects of our operation together. Net@Work was our partner from the very beginning. They’ve never let us down.”

Streamline Payroll and HR Operations

The powerful and flexible features of Sage HRMS make it an ideal solution for Pepsi-Cola of Central Virginia’s large and complex payroll. To automate the collection of employees’ time, Net@Work designed

CHALLENGE

When Pepsi-Cola of Central Virginia outgrew its legacy HR and accounting system, it sought a robust, modern ERP and a conscientious, committed partner to back it.

SOLUTION

Sage HRMS and Sage 100 ERP have continued to meet the demanding requirements of the company for more than a decade.

RESULTS

Integration with route management software streamlines payables processing. EFT and Positive Pay bring efficiency and security to payment processing. Long-term partnership with Net@Work brings both consistency and trust.

"We've stayed with Sage and Net@Work for so long because they continue to work for us and with us. We have a highly stable software system backed by consistent, reliable, and expert support. What more could we ask for?"

~Bob Pflugfelder, VP of Finance

ABOUT NET@WORK

A leading Sage Software partner in North America, Net@Work specializes in the consulting, implementation, development and support of the full Sage ERP, CRM and HRMS solutions portfolio. With over 15 years of integration experience Net@Work has installed thousands of solutions, customized to the needs and challenges of each customer - bringing a significant value-add to all product lines.

Recent Recognitions:

Accounting Today — VAR 100

CRN — Tech Elite

Crain's New York Business — Fast 50

Sage — Top 5 Partner Award

Sage — Chairman's Club

Sage — President's Club

an import utility that brings data from the company's time clock system into Sage HRMS, eliminating the need for hours of manual data entry. Electronic filing capabilities alleviate the need to fill out and submit federal and state reports and makes quick work of annual W-2 filing.

"We get calls all the time from the big outsourced payroll providers wanting us to switch," says Hively. "We always tell them we have no reason to switch. We've got all the functionality of the big guys, much more flexibility, and at a much lower overall cost."

Driving Efficiency and Savings

Over the years, Net@Work has worked with Pepsi-Cola of Central Virginia to implement new solutions that add valuable functionality, driving efficiency and delivering labor and cost savings.

One of the most significant improvements is an import utility Net@Work helped deploy. The utility brings full-service vending commission data from the route management software into the Accounts Payable module of Sage 100 ERP. Previously, the company had payable data spread between the two applications, complicating cash forecasting and requiring that 1099s be printed from two separate systems. "The import saves us a lot of time," Hively says. "It cuts out a number of steps and gives us better accuracy and control as well."

Another initiative added Electronic Funds Transfer (EFT) processing capabilities to Sage 100 ERP. Using EFT, Pepsi-Cola of Central Virginia eliminates the need to print, sign, and mail vendor checks, resulting in a measurable time and cost savings.

Net@Work also implemented a Positive Pay system for the company. Positive Pay is a fraud detection tool offered by many banks. Pepsi-Cola of Central Virginia uploads a data file of all checks written through the Sage 100 ERP Accounts Payable and Payroll modules. The bank then validates the accuracy and authenticity of each check presented for cashing.

Melissa Kestner, IT manager, notes that a recent addition, the Paperless Office module for Sage 100 ERP, is a favorite with the staff. "Journals, registers, and period-end reports are all printed to PDF rather than to paper. It saves paper, the effort of filing, and makes the documents easy to search."

Long-Term Partnership

Hively appreciates the way Net@Work works to exceed his expectations, delivering service and support that continue to meet the company's needs. "The service we receive from Net@Work is outstanding, and we've been working with many of the same consultants since the very beginning. They are proactive in keeping us informed of new releases and additional functionality that could improve our operations."

Pflugfelder agrees: "We're working hard here in the trenches. When we have a question or a problem, we're glad that Net@Work is behind the wheel."

He concludes, "We've stayed with Sage and Net@Work for so long because they continue to work for us and with us. We have a highly stable software system backed by consistent, reliable, and expert support. What more could we ask for?"



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