

Durk's Farm Services

Choosing SAP Start and Grow Real Businesses, Real Success Stories



Durk's Farm Services / DFS Premium Feed Supplements (DFS) is a family owned business providing a broad array of services for cattle farmers including bulk seed, bagged seed, fresh cow program, and fertilizer and related services.

DFS buys and sells seed in bulk and in bags. It buys the seed on long term contracts and sells the seed to farmers on term contracts. The seed must be picked up from the sellers and then either shipped directly to the customer or to the DFS storage facilities. Complex spreadsheets were developed to ensure that each purchase was profitable, provide traceability of each load of seed, and determine availability of each type of seed by date.

As DFS grew, keeping up with the spreadsheets had become a daunting task. Double entry of transactions into the QuickBooks accounting software was consuming too much of the owners time. The owners also needed access to the system from multiple facility offices, their main office, and home or on the road to keep up with the business from wherever they were.

DFS was struggling to keep up with growth using its QuickBooks and Excel driven processes and needed a business management platform that was powerful enough to meet its requirements but affordable to a small family business.

Our Solution

DFS was looking to the cloud to meet its remote access needs. After looking at QuickBooks Online, DFS knew it needed something beyond basic, entry level, accounting software. Searching for a flexible, easy to use business management solution, they found SAP Business One. When I-Business Network (I-BN) introduced DFS to the new Starter Pack licensing and Start & Grow service bundle, they knew the solution would be affordable and their costs would be predictable in the I-BN private cloud.

The Start & Grow bundle utilizes a partially pre-configured database with a standard chart of accounts to dramatically reduce configuration effort and time. A standard program of online training and coaching from a certified Business One consultant transfers knowledge to the end-users while they configure the system to meet the unique business requirements.

Once the decision was made, SAP Business One was provisioned in the cloud and the coaching process began immediately. From start to finish, it took four weeks for DFS to go live. "Every day I am excited about what we can do with this program," said Shawna DeBoer, business manager at DFS.

"The predictable and affordable cost of SAP Business One Starter Pack hosted by I-Business Network made our decision easy when compared to alternate solutions."

Shawna DeBoer
Business Manager, DFS

