

SAP Business Transformation Study | Chemicals | Ballance Agri-Nutrients

Ballance Agri-Nutrients: Building Success with Technology

Farmers can run successful, sustainable and viable agricultural businesses because of Ballance Agri-Nutrients' products and support. Moving towards better on-site productivity and profitability for customers, the big step towards technology was inevitable.

SAP S/4HANA® and SAP® BusinessObjects™ business intelligence solutions provided a solution that was simple and intuitive. The company met its goal of offering a great customer experience across all company touchpoints.



“With SAP S/4HANA at the center, we are designing and building solutions that are mobile, intuitive, robust, and valuable, enabling our customers to be more autonomous and productive and to easily do business with us.”

David Scullin, CIO, Ballance Agri-Nutrients

With a technology road map based on simplification and real-time transactions, internal and external customers conduct business and increase productivity.



<1 second
For real-time insight into years of data



75%
Faster key business processes

Going Digital. Staying Rooted.

Ballance deployed SAP S/4HANA and SAP BusinessObjects business intelligence solutions at its digital core with the help of partner Soltius. This led to enabling knowledge growth and decision making for optimal business and customer outcomes.

Before: Challenges & Opportunities

- Improve the customer experience across all touch points throughout the business
- Enhance the availability and reliability of customer data to make decisions more quickly and serve customers with confidence
- Simplify and streamline business processes

Why SAP Hybris and Soltius

- Extensive company history with SAP solutions
- Modern digital core with SAP S/4HANA
- Full visibility into customer data with SAP BusinessObjects business intelligence (BI) solutions

After: Value-Driven Results

- Deployed SAP S/4HANA and SAP BusinessObjects BI solutions as a comprehensive foundation with the help of partner Soltius
- Provided real-time dashboards to each team for full visibility into essential customer data for improved decision making

82.6%
Less time required
for sales reporting

Increased
Sales productivity



Tauranga, New Zealand
www.ballance.co.nz

Industry
Chemicals

Employees
750

Revenue
NZ\$892 million

Line of Business
Fertilization products and advice

SAP Solutions
SAP S/4HANA
SAP BusinessObjects BI
solutions

Featured Partner:

