

## Client

Grupo PAF  
Guatemala, Central  
America

## Type of Business:

Food manufacturer of  
animal and human  
consumption

## Number of Locations:

38

## Number of Employees:

3,069

## AccountMate Users on System: 170

## AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Inventory Control
- Payroll
- Purchase Order

*"This solution helped us reach our goals, reduce our inventory capital by 75% and help steady growth by the corporation."*

– Felix Samayoa, IT  
Director, Grupo PAF

## Guatemala Food Manufacturer Reduces On-Hand Inventory by 75% Using AccountMate

Based in Guatemala, Grupo PAF Incorporated is a manufacturer and processor of high-quality foods for human and animal consumption. They have 38 different locations in Central America.

Founded in 1960, Grupo PAF originally distributed live and packaged chicken. Eventually Grupo PAF became a poultry producer and now processes fresh, frozen and special-recipe chicken for local consumption. The company also farms, processes and manufactures fish, shrimp and products made from plantain. Today, Grupo PAF has also diversified into the pet industry by processing and manufacturing animal feed, including feed for chickens, dogs, shrimp, fish, swine and cattle.

### The Challenge

In 2001 Grupo PAF faced several business challenges that significantly impacted their company operations. Each location operated independently with their own set of accounting operations and procedures that did not integrate with other locations. Several facilities had their own obsolete, 'home grown system'. Intra-company communication and transportation was slow, expensive and undependable. Company reporting was antiquated and delayed.

As a result, Grupo PAF required a business management system that enabled them to streamline company-wide operations on a timely basis and with minimum effort.

### The Solution

After conducting a thorough operations analysis and assessment, Grupo PAF determined they needed an integrated solution company-wide. They selected AccountMate as a modifiable solution that provided scalability for their expanding business.

With the help of an AccountMate Business Partner they installed AccountMate's business management solution throughout different key business locations.

"Different locations were all doing their own thing", recalls Felix Samayoa, Grupo PAF's IT Director. "Many locations are remote and getting information back to the main office was slow and inefficient".

The first step in the company's technology make-over involved overhauling the data collection process. Several factors in Guatemala challenged this solution: mail was slow and inconsistent; courier service was expensive and internet communication was not available in remote locations.

To solve this corporate communications challenge, each location uploaded data using a dial up service at the end of the day. The central accounting department would dial back the updated master file to each location. Eventually internet technology and dedicated communication links in remote rural areas became available at reasonable prices, which allowed Grupo PAF to integrate and standardize operations company-wide.

This change has enabled Grupo PAF to effectively manage operations in multiple, remote locations with minimum effort.

Another company hurdle involved standardizing company-wide policies and procedures. Internal procedures were developed to establish accounting control amongst all locations.

With clearly defined processes, Grupo PAF has fewer system glitches, adjustments and delays, which foster greater control over their accounting activities.

Consequently, Grupo PAF headquarters can produce auto-generated reports by the 6<sup>th</sup> of every month (versus the 16<sup>th</sup> previously) enabling decision makers to effectively manage corporate-wide performance on a timely basis.

With these changes, “we are able to get the company’s financial reports promptly,” recalls a Senior Manager at Grupo PAF. By automating this process within AccountMate, Grupo PAF is able to report accurate, up-to-date financials by location and corporate-wide in real-time.

## The Result

After working with the AccountMate business partner to establish company-wide controls and procedures in combination with AccountMate’s full suite of award-winning features, capabilities and design, Grupo PAF has a comprehensive financial accounting powerhouse at their fingertips. By automating inventory valuation capability and consolidating information amongst all of their locations, Grupo PAF reduced on-hand inventory by 75% within two years. According to Samayoa, “After two years of hard work and collaboration by all the departments involved, Grupo PAF

implement a solution that helped them reach their goals, reduce our inventory capital to \$3 million and help steady growth by the corporation.”

## About CS Consultoria

Headquartered in Guatemala, CS Consultoria is an authorized AccountMate in Solution Provider in South America.

## About AccountMate

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or [www.accountmate.com](http://www.accountmate.com).

## AccountMate Software Corporation

1445 Technology Lane | Suite A5 | Petaluma, California 94954 | USA  
800-877-8896 | 707-774-7500 | [www.accountmate.com](http://www.accountmate.com)