

CLIENT SUCCESS STORY:

Sheridan Nurseries

Modernizing Operations with Microsoft Dynamics 365 Business Central

With over 100 years in business, Sheridan Nurseries is one of Canada's largest vertically integrated growers and retailers. Their legacy ERP system had reached end-of-life, leaving them without a modern platform to manage their retail and wholesale operations.

"We had to move quickly to find something flexible and scalable that could grow with us," said Anthony Liotta, Vice President of Finance and IT Transformation.

To meet their goals, Sheridan Nurseries partnered with Enavate to implement Microsoft Dynamics 365 Business Central, creating a future-ready ERP foundation to manage production, logistics, sales, and finance all while going live in the middle of their busiest season.



PRODUCTS AND SERVICES:
Microsoft Dynamics 365 Business Central

INDUSTRY:
Agriculture

ORGANIZATION SIZE:
300 employees, 8 retail locations and more than 900 farmland acres

COUNTRY:
Canada



The Challenge: Modernize During Peak Season

Sheridan Nurseries needed to replace an unsupported ERP. They planned to go live later in the year, but accelerated the timeline putting it right in the middle of their busiest season. Their requirements included:

- Support for complex agricultural operations across wholesale and retail.
- Full visibility into crop production, cost accounting, and post-harvest care.
- Integration with load optimization, transportation management (RealSTEEL) and EDI systems for large national accounts.
- A modern ERP that would unify operations and scale with future growth.

With a tight timeline and implementation planned during their busiest time of year, Sheridan required a partner who could guide them through both technical complexity and organizational change.

We do 70% of our annual volume in about 12 weeks. Going live during that period came with a lot of nervous hands, but Enavate helped us stay on track,” said Liotta.

The Solution: Microsoft Dynamics 365 Business Central with Enavate

After evaluating multiple systems and partners, Sheridan Nurseries selected Microsoft Dynamics 365 Business Central for its flexibility and scalability. Enavate stood out for its strong support model and hands-on approach, including early prototyping that helped shape custom crop costing workflows. *“It was clear early on that Enavate’s response times and engagement model would help us succeed,”* said Liotta.



Sheridan’s key implementation areas focused on some of their most critical business goals, including:

- Unifying sales management, inventory, purchasing, logistics, and financials under one 360-degree view.
- Custom crop management capabilities with predictive forecasting, task scheduling, scrap reporting, and accurate costing for labor and materials.
- Integrating sales order processing with crop allocation and resource planning.
- Seamless EDI integration for order transmission, shipping, and invoicing.
- Direct connections with an order assembly company and RealSTEEL, important business solutions, to optimize load and delivery scheduling.

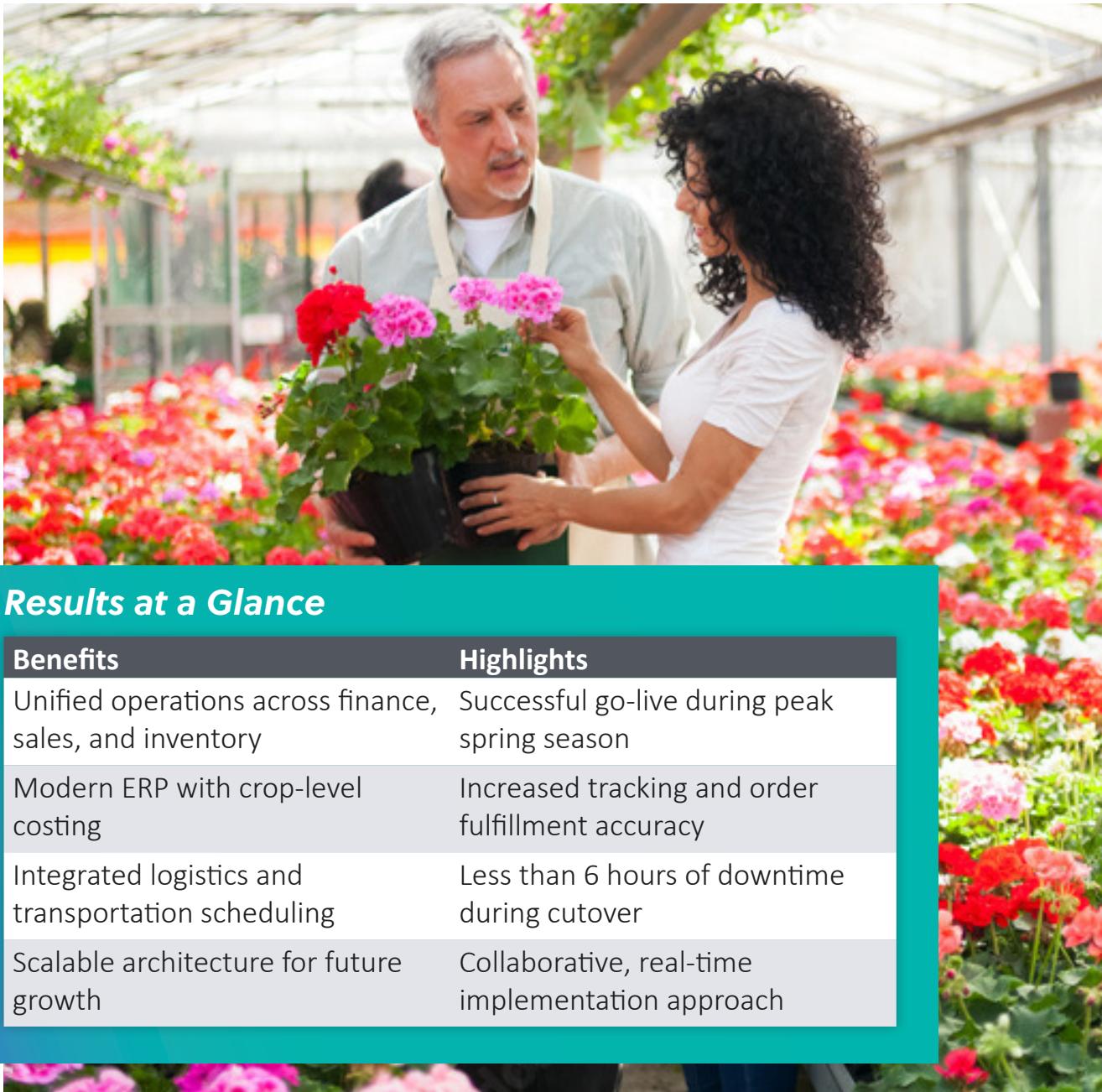
Enavate worked closely with Sheridan Nurseries using an iterative prototyping approach. By showing in-progress workflows, the team gathered feedback in real-time and adjusted quickly as Sheridan’s unique agricultural needs evolved.

Results

Sheridan Nurseries successfully launched Business Central during peak season when the timeline was accelerated after a data breach of their existing on-premises ERP. However, with Enavate's project management expertise, their downtime was limited to just six hours during cutover. Enavate's support helped the team recover quickly and maintain business continuity.

"It's hard to describe this project as anything other than a success. Enavate helped us go live with minimal downtime during the busiest season after a significant disruption. That says it all," Liotta said.

Although the implementation was recent, Sheridan Nurseries has already seen improved order accuracy and a more stable, upgradable Cloud platform. Over time, as their end-users grow more familiar with Business Central, the company expects continued gains in operational efficiency and scalability.

A photograph of a man and a woman in a greenhouse. The man, wearing a light-colored shirt and an apron, is holding a large potted plant with pink flowers. The woman, with curly hair, is looking at the plant. They are surrounded by rows of colorful flowers, including red and pink geraniums. The greenhouse has a high ceiling and is filled with natural light.

Results at a Glance

Benefits	Highlights
Unified operations across finance, sales, and inventory	Successful go-live during peak spring season
Modern ERP with crop-level costing	Increased tracking and order fulfillment accuracy
Integrated logistics and transportation scheduling	Less than 6 hours of downtime during cutover
Scalable architecture for future growth	Collaborative, real-time implementation approach



A Collaborative Approach and Partnership Driving Sheridan's Success

Sheridan Nurseries selected Enavate for its in-depth ERP expertise. The Microsoft platform was also a perfect match; the tool can be specifically tailored to the needs of agriculture and distribution businesses. The team understood the operational challenges the organization faced and brought targeted solutions aligned with wholesale and retail workflows.

Another factor in the decision was Enavate's flexible, collaborative approach to implementation. Rather than relying on rigid documentation, the team used real-time prototyping to adjust workflows as requirements evolved. This approach helped the Sheridan team stay engaged and responsive throughout the rollout.

Enavate also demonstrated a strong grasp of the complexities involved in cost accounting for crop production. Their ability to navigate seasonal demand cycles and specialized financial tracking made them an ideal fit.

Even after the project's official close, Enavate remained involved. Liotta said, "Enavate was there even after the project wrap-up. They remained flexible, responsive, and

truly committed to our success." Enavate's willingness to provide continued support gave Sheridan Nurseries confidence that the new system would continue to evolve alongside their business.

Sheridan Nurseries Gains a Scalable, Industry-Tailored ERP with Enavate's Ongoing Support

"One of the things that was unique about our implementation was this idea of crop projects and bringing costing and other elements into the crop management cycle," said Liotta.

Sheridan Nurseries can now manage core business functions through a single system, which has improved coordination between operational and financial teams. The ERP also brought clearer insight into production costs. With data captured at the crop level, the team can track financial performance and make more informed planning decisions throughout each growing cycle.

Struggling to modernize?

Enavate can help evaluate, customize, and deploy the right tools to help your business gain traction.

Enavate's key integrations of the Microsoft platform further streamlined Sheridan's production-driven operations. Connections with an order assembly company and RealSTEEL, a truck scheduling and transportation management partner, facilitated smoother coordination throughout all stages of the production cycle. The integration helped the team move products more efficiently during high-volume periods.

Despite launching during the busiest part of the year, Sheridan Nurseries managed to keep disruptions to a minimum. With Enavate's support, they limited downtime during system cutover and quickly stabilized core workflows.

The implementation process itself reflected a strong partnership. Frequent collaboration and live feedback sessions helped shape a solution that fit Sheridan's evolving needs and prepared them for future growth.



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