



Client Success  
**JANCO FOODS, INC.**  
 FOOD DISTRIBUTION

# JANCO FOODS MODERNIZES FOR THE NEXT GENERATION WITH ACUMATICA AND PRIME FOOD SERVICE



### CHALLENGE

As Janco Foods grew, its systems could no longer keep pace. Visibility into cash, inventory, and overall performance was limited, making it harder to move quickly and confidently in a fast-paced distribution environment.

### SOLUTION

Janco completed a food distribution ERP implementation with Acumatica and Prime Food Service, supported by Net at Work, to unify operations on a single, cloud-based platform built for food distributors.

### RESULTS

- Centralized data in one system for a single source of truth.
- Automated payments and ACH processing to save time.
- Improved visibility into cash, inventory, and performance.
- Enabled online ordering and self-service payments.
- Positioned the business to grow without adding headcount.

Janco Foods, Inc. has always been built on family, service, and a willingness to do whatever it takes for the customer.

The company’s story starts in 1955 when the Mousoudakis family moved to the United States from Greece and began building a new life in Houston through hard work and strong relationships. Over time, that effort developed into a foodservice distribution business known for its personal touch and deep connections to the local market. When brothers Nick, Jimmy, and Alex Mousoudakis joined the company, they carried that legacy forward while helping to shape a new chapter for the business.

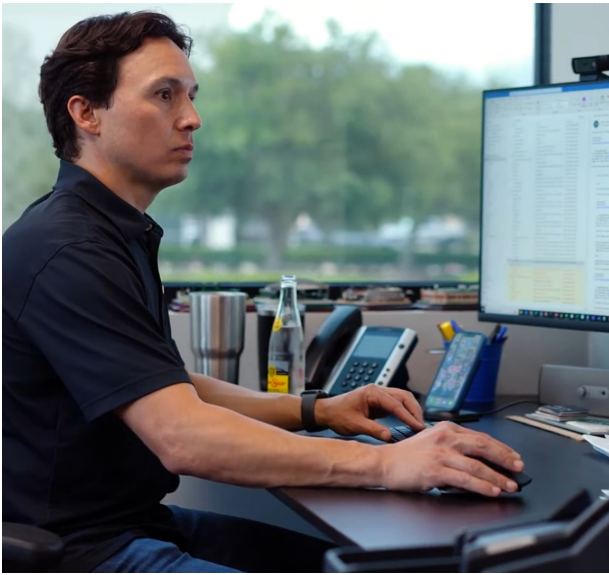
Today, Janco Foods supplies restaurants, bakeries, childcare providers, caterers, and other clients throughout the greater Houston area. The company has expanded to about \$31 million in revenue with 37 employees, yet it still operates with the same spirit that helped it start. Janco stays connected with its customers. It acts quickly. It finds ways to say yes. If a customer needs a product on short notice, the team responds. If a growing chain requires specific items sourced and stocked, Janco figures it out. This blend of flexibility and personal service has helped the company grow without losing the qualities that make it unique.

### WHEN THE BUSINESS OUTGROWS THE SYSTEM

As the business expanded, the limitations of Janco’s systems became harder to ignore. “We had good systems for where we were, but as we grew, we just couldn’t get the visibility we needed,” Alex says. “Too much was manual, and you couldn’t always trust what you were seeing.”

For years, Janco relied on Entrée for foodservice operations and QuickBooks for accounting before making its QuickBooks to Acumatica migration. The systems were not integrated, which meant data lived in separate places and reporting required extra effort. Key processes depended on exports, spreadsheets, and manual workarounds between systems – slowing things down and making it harder to get a clear, consistent view of the business.

## CLIENT SUCCESS: JANCO FOODS, INC.



*“Working with Net at Work is night and day compared to what we’ve experienced before. They understand the system, but they also understand our business. That makes a huge difference.”*

Alex turned his focus to building the kind of operational foundation that could support that same level of service at a larger scale. That meant more automation, better accuracy, stronger controls, and easier access to real-time information. It also meant modern capabilities that could help the business operate more efficiently while preserving the agility that had always been one of its strengths.

“We’ve always built this business on relationships,” he says. “We want to be able to do what the big guys do, but still stay flexible and take care of customers in a personal way.”

### A BETTER FIT FOR FOOD DISTRIBUTION

Janco had evaluated other options before, and those experiences only reinforced how specific the company’s requirements really were. Generic ERP promises were not enough. Janco needed a system that reflected how food distribution actually works.

Alex’s search ultimately led him to Prime Food Service, Net at Work’s Acumatica food distribution solution. From there, the path to Acumatica and Net at Work became clear. The combination offered the specialized functionality Janco needed without relying on heavy customization.

Acumatica with Prime Food Services stood out because it offered food distribution ERP capabilities that addressed the day-to-day realities of the business in a much more practical way. Features like catch weights and order guides were essential, and integrations with tools like Pepper gave Alex confidence that the system could support both current operations and future growth.

“There are only a handful of systems out there that really understand food distribution,” Alex explains. “When we saw what Prime could do in combination with Acumatica — catch weights, order guides, integrations — it finally felt like something built for how we actually operate.”

### THE RIGHT PARTNER FOR A CRITICAL MOVE

The partnership with Net at Work gave the company confidence on the implementation side as well. “Working with Net at Work is night and day compared to what we’ve experienced before,” Alex says. “They understand the system, but they also understand our business. That makes a huge difference.”

This was a major move, and Janco approached it that way. A distributor cannot afford to pause operations while a new system comes online. The transition needed to be carefully managed, with the right timing, guidance, and level of industry knowledge. Net at Work brought that combination to the project. The team understood the product, understood food distribution, and helped Janco prepare for a go-live that kept the business moving.



## A CLEARER VIEW OF THE BUSINESS

Just months after going live, Janco has already started to see the benefits of operating on a more unified platform.

Instead of working across disconnected applications, Janco now has a more unified food distribution software solution and a clearer path toward automation. Some of the benefits are already showing up in practical ways. ACH payments built out in Acumatica are saving the team significant time. Pepper supports online ordering and customer payments more seamlessly, with payments posting automatically. Cloud access gives users more flexibility and makes it easier to stay connected to the business, whether they are in the office or working remotely.

Alex is especially energized by the visibility the company is beginning to gain. In the past, getting a full view of the business meant pulling exports and working through spreadsheets by hand. Today, key metrics like cash on hand, inventory levels, collection periods, and profitability are far easier to access and monitor. For a distributor where cash flow and inventory can quickly shape performance, that clearer line of sight supports faster, more confident decisions.

“Now we’ve got real-time data and one system to work from. Before, it was two different applications, exports, spreadsheets. Now it’s all in one place, and that changes everything.”

## READY FOR THE NEXT COURSE

The move gives Janco a stronger foundation for what comes next.

Alex is already looking ahead to expanded automation, stronger purchasing processes, warehouse management, and broader growth across Texas. He expects the new platform to support that growth without adding the same level of back-office overhead, while also improving accuracy and giving the team better control over inventory and purchasing.

The personality of the business remains the same. Janco is still a family company, grounded in relationships and known for being responsive and easy to work with. What has changed is the platform underneath it. The company now has technology that better matches its ambitions, along with a partner in Net at Work that understands where it wants to go.

That leaves the business in a strong position: rooted in its history, confident in its direction, and ready for what comes next. “Technology is changing fast, and we just want to be ready for it,” Alex concludes. “With Acumatica and Prime, we can integrate with more of what’s coming, automate more of the work, and still stay the kind of company our customers expect us to be.”