

Food Processing Case Study

The Challenge

Our client develop, manufacture and market bespoke food ingredient blends to food manufacturers worldwide. They supply to all sectors of the food industry including dairy, bakery, beverage, ready meal, meat, breakfast cereal and snack. Located across a number of sites in Cheshire, they employ 70 staff with a £12 million turnover.

The main challenge facing the company was the ability to change and adapt its business to meet customer needs and enter new markets. This meant that a number of core systems being used by the company needed to evolve and be developed to the new working environment.

The Solution

The company commissioned Galena ERP to complete an independent review of the existing information systems and working practices. This review included a specification for a replacement system that would allow the company to address the following key areas;

- Increasing productivity by eliminating duplicate data entry
- Improve a number of business process by replacing manual registers and paper based forms
- Improving the visibility of the capacity and management of resources
- Increasing the speed, accuracy and efficiency of the sales estimating process
- Provide accurate and timely information for improved management decisions and reporting

Galena ERP managed and coordinated the selection process with the client to ensure the most appropriate software and vendors were involved . The final documentation of requirements for the new system were compiled into a sixty page specification document, which was circulated to a short list of vendors. This process involved two rounds of selection, from an original list of seven suppliers, using a comprehensive system selection process - a weighting scoring mechanism across a number of key aspects of selection including cost, functionality, implementation approach, project team etc.

The Result

The system selection process provided the client with the information, the justification and the structure required to make a confident and commercially informed decision. Their investment in the correct technology for their business has also reduced the risk of selecting an inappropriate solution, which could have led to significant implementation issues and costly delays.

The outsourcing of this activity allowed an impartial analysis to take place and allow the organisation to continue its daily activities with minimal interruption.

The client has now successfully implemented the recommended solution on time and in budget.

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