

# We think food

PLANNING AND  
SCHEDULING

END-TO-END  
REAL-TIME  
CONTROL

RETAIL PACK

STOCK CONTROL

LABELLING  
AND WEIGHING

QA AND  
TRACEABILITY

Delivering efficiencies throughout  
the poultry processing industry



**integrator**  
food processing software



From intake, kill and grading, through to retail pack and value-added products, we deliver efficiencies throughout the poultry processing industry



Each day, poultry processors have to schedule and control production, monitor real-time performance, costs and margins, whilst ensuring integrity across everything they produce. But when margins are already slim in the industry, the choices they make for operational software could be crucial to achieving greater profitability.

From kill, grading, through to retail pack, our software can capture all your production KPIs. It will provide real-time data to help your poultry processing business understand kill grades, yields, WIP and finished product stock levels.



With SI's Integreater software at the heart of your operations, your business can:

- Set up the solution to complement your current production operation rather than having to adapt your systems or processes to the system's design.
- Review real-time data capture across your processes and gain full traceability.
- Run cost modelling to work out profitability and enable you to understand which products you should produce, according to market fluctuations.
- Define your KPIs and monitor at every stage of production.
- Be assured that Integreater will grow with your business.

When your business wants operational excellence across your poultry processing operations, SI can connect every part of your business – seamlessly.

# Real-time control for every processing stage

Our software excels at managing grades and helping to minimise whole bird substitution. For each batch of birds, it delivers total visibility across the resulting grades, providing a clear picture about the availability of raw material. Then, by sharing this information with your producers, help them to understand levels of consistency and grades that they are achieving with each batch.

## Monitoring the poultry kill line

When live birds arrive at the poultry primary production site, our software is used to scan the intake and follow the kill, recording all the grades achieved from the batch. If the resulting grades are not as expected, additional birds can be ordered, and suppliers can use this information to review feeding and other conditions at the farms.

## Monitoring the process for real-time intervention

At intake, SI's software captures shop-floor data about grades as they are booked into stock, through touch screen controls. This allows producers to know in real-time if they have the correct levels of raw material to fulfil orders.

SI software can then track all stock including the WIP process, monitoring yield and giveaway measurements throughout the production process, maintaining full batch traceability. By integrating the whole production line with shop-floor data capture, users can also benefit from the use of real-time active dashboards, strategically positioned at key points in the production process.

Whether fully automated or fabricated and trimmed by hand, the capture of real-time information can highlight everything from giveaway to yield. This gives line managers the opportunity to alter the line, helping to improve the overall margin and profitability of the business.



## Eliminating manual errors through automating the labelling process

With producers often supplying multiple customers, by automating the production line, volume products (such as chicken breasts) can be batched labelled and controlled by our specialist software. Put simply, once each order is complete, the system will automatically stop the line for relevant label changes.

Because SI's labelling system has been developed to automatically recognise the correct labels whenever a change takes place, there is no possibility for labelling errors. In addition, with all the relevant labelling information also sent automatically from the SI central Hub, both fixed and catch weights can be labelled accordingly.

## Poultry for food service

In a similar way as our large catering butcher customer base, food service within the poultry sector is a high product proliferation business with less volume and more variations. With our integrated scan, pick and

despatch applications, you can ensure that every customer order matches the individual sales order. You can also produce an outer case label for each box, confirming details of the transaction.

## Retail pack planning and production in real-time

Every day is different for your retail pack production line, this is why SI developed an agile and adaptable planning software solution to support this critical part of the production process. Our planning module creates production schedules in real-time, will flag up any issues in the plan, allowing for adjustments to be made to a resource, raw material and your lines.

Because our solution works in real-time, your retail pack planning will always be up to date, even when last minute order amendments are placed during production. Even if downtime occurs through a machine failure, with a single real-time view, you will always have the knowledge to hand to take remedial action.



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From the moment the dashboards displayed information, including target weights for fixed weight products, scheduled processing times and giveaways against targets, our teams became far more engaged. **Faccenda Foods.**

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Creating my daily plan is so easy. The Integreater software from SI automatically calculates everything we need to achieve 100% order fulfilment, whilst using raw materials and labour in the most efficient manner.

”With a real-time view of the plan, supervisors and crew can see progress and are immediately alerted to any changes, additions or bottlenecks.

**Kerri Castillo, Scheduler, Vantage Foods, USA**

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# Minimise the opportunity for shortfalls and surpluses

Through the combination of our Plan to Produce and Available to Sell software modules, producers can move up another level in planning automation.

With the combination of Plan to Produce and Available to Sell, work out key information against predicted orders, including:

- How many chickens need to be killed
- How many whole bird carcasses will be delivered and how much needs to be portioned
- How to minimise shortfalls or surpluses
- If there are likely surpluses that need to be planned for sales promotion
- How to minimise giveaway and whole bird substitution

## Planning and available to sell reduces cold storage

With orders often varying due to promotions or changes in demand, planning and knowing what is available to sell is critical to achieving the best margins for a whole processed bird. For example, with high breast sales but low wing sales, producers either have the choice of buying in breasts at a higher price or processing more and finding a market for wings.

With freezing product requiring additional cold storage investment and leading to a reduction in saleable value by 30% or more, compared to fresh, understanding stock volumes and what is available to sell can make a big difference.



By working with SI, your poultry processing business will always understand your exact stock position, what products are at risk of going out of date, and how you can cut down on waste.

## At SI, we see stock control for poultry processors and wholesalers as a four-step process:

1. **Raw material.** Procurement, intake and stock control all managed in real-time.
2. **Work in progress.** With complete visibility across production, know what stock is available to make finished goods and what your WIP position is in real-time. Whenever orders change, always know the adjustments that need to be made.
3. **Finished goods.** Be in control to meet demand and always know how many whole birds and portioned products will be available as finished goods.
4. **Prevent stock going out of date,** shorting orders, or even being destroyed.

Using our knowledge of poultry processing gained from working with some of the UK's largest producers, from intake to finished product, we've adapted our stock control software to meet your daily challenges. Our software can provide you with transparency across your business operations: from sales orders or sales forecasts, through to stock control, and the actual requirement for raw material stock that's needed to fulfil customer orders.

Our real-time view will:

- Cut out paperwork errors and save time.
- Improve management of procurement, intake and stock control.
- Show whatever is in stock, where it is held and the best way to satisfy orders.
- Provide stock transparency across raw material, WIP and finished goods.
- Highlight and manage stock at risk of being downgraded or wasted.
- Enable joined-up traceability, with stock tracked in seconds, to ensure you are always audit ready.

By combining this information with our easy sales analysis reporting, you'll be able to drill down to see the detail on what products are selling, who's buying, and for what price. In real-time, our system highlights any raw materials in danger of running out and whenever stock needs to be reordered.

## Automating the impacts of carcass contamination

If birds are found to have any form of carcass contamination, the impact of not being able to use the raw material can cause significant planning issues. By automating stock volumes and real-time information, your production team can see what impact any detected issues will have on achieving the golden rule of fulfilling customer orders.



Join up your poultry stock with one real-time version of the truth

# Faccenda Foods

We're always looking for ways to deliver operational improvements to poultry processors, such as installing live dashboards at the end of each processing line, that deliver real-time visual information where it matters most.

Faccenda Foods (part of Avara Foods), one of the UK's leading fresh poultry processing companies, manages its entire supply chain; from an extensive farm network to state-of-the-art processing and distribution facilities. The processor supplies a wide and varied product range to retail and food service sector customers, across the UK, often with same day delivery. Its industry leadership has been underpinned by a technology-led strategic investment.

"Investing in our new 100,000ft<sup>2</sup> facility, proved to be the catalyst to look for a new production management system that could be embedded across our facilities;" Philip Davidson, Faccenda Food's Operations Director, explained. "As we have multiple lines focused on primary processing, together with further processing and convenience processing, we needed a specifically designed software system that could sit over this equipment and grow with us across our estate. We felt that SI had the software solutions that could achieve this."

## One version of the truth

As Rob Stephens, SI's CEO, explained; "Our solution provides one point of entry for information, central management for the current 16 production lines, and automated line configuration for label data and case control. Using our software solution, Faccenda now creates daily production plans and knows that when a change is made (for instance, for a different product), everything is changed by our solution. It reduces the opportunity for errors, lead-times and the dependence on tacit knowledge, whenever changes need to be made. In addition, our paperless QA system digitally collects and stores information and automatically flags up any issues. It's a very proactive way of managing QA and ensuring real traceability.

"And as Faccenda Foods made the most of our modular software implementation, each module was embedded in a systematic way, ensuring it worked and staff were trained, before moving on to the next phase."

Integration has also delivered 100% traceability through SI's electronic data archiving, and paperless QA. At Telford, all QA checks are performed on connected devices and information is archived automatically.



When you have easy access to real-time information, colleagues can make in-line decisions which deliver a positive performance difference to the operation. David McCarthy, Production Systems Manager, Faccenda Foods.



## Better control, true visibility

Philip continued, "With greater control and improved visibility, we can amend and adjust our production schedule every day, according to customer demand. Also, the ability to make decisions based on real-time information has allowed us to significantly improve production, whilst eliminating the potential for manual errors to be made within the factory. In particular, the system has helped us with labelling, overruns and waste." Both paperwork on the shop-floor and manhours have also been reduced. Now, thanks to the decrease man-hours spent on administrative tasks, the general cost base on finished goods has reduced."

## Dashboard data feeds growth

Faccenda Foods has also improved productivity by incorporating live shop-floor dashboards on each of its 16 processing lines. As David McCarthy, Faccenda's Production Systems Manager explained: "From the moment we displayed information such as target weights for fixed weight products, scheduled processing times and giveaways against our defined targets on dashboards, our teams became far more engaged. With these visually enabled dashboards placed at strategic locations on the shop-floor, each line team now knows how well they're doing and where any anomalies are occurring.

"We now use the real-time information on yield, giveaway and productivity to drive the agenda and actions in our Short Interval Control, (SIC), shop floor meetings. This has had a positive impact on team work and helped us to achieve a much greater visibility of our performance through the processes undertaken to deliver a finished customer ready product"

## Driving ordering to maintain optimum stock levels

"In addition to the standard systems we have at Telford, managing operating parameters, batch and date coding through scheduling, we've also developed a stock management system with SI. This has been designed to deliver information for pre-batching ingredients for production assembly runs.

"We use the system to drive ingredient and packaging orders direct with suppliers, ensuring stock is maintained at optimum levels. In "Ready to Cook" we've continued the rollout of the paperless QA solution, where all checks are performed on connected devices and information is archived automatically."

## 100% consistency in label design and traceability - delivered

"SI's software also manages our range of Weigh Price labellers and Outer Case labelling systems. We do this centrally through our planning and scheduling team. By doing so, we have delivered 100% consistency in label design and integrity across all 16 production lines. Date and batch coding are governed by the system, negating the necessity of operator input and reducing our risk to human error."

"Over and underproduction of individual SKUs, is therefore managed, reducing processing waste. As a result, our operation is more efficient, which provides our customers with greater reliability. This has been recognised as a key strength in our relationship with them."



# We think food... and so does our software.

Our food ERP solution, together with our modular software, enables our customers to run their perishable food businesses as efficiently as possible, increase profitability and exceed their customer expectations.

For more than 26 years, we have built up an enviable reputation for our world-class food ERP and MES, shop-floor data capture, production planning and sector-specific modular software.

At SI, everything we do is geared around helping our customers to run their perishable food businesses as efficiently as possible, whilst enabling them to fulfil their customer expectations. They rely on us to provide superior levels of control

throughout their businesses, to provide a real-time understanding of what's going on. By working with us, and using our specialist food software, they can make informed, effective decisions and finetune their operations in real-time.

At SI, we know that a business relationship is based on mutual trust and understanding. We work alongside our customers to get under the skin of their operations and define the very best solutions to fit with the way their food businesses work. The SI difference is our combination of a proven solution, created directly for the food production industry, and the unrivalled knowledge provided by our specialist team.

“ We wholeheartedly recommend Systems Integration. They understand our business, they understand our model, and they understand how the meat industry works. **DB Foods** ”



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For more than 26 years, SI has built up an enviable reputation for our world-class food ERP and MES, shop-floor data capture, production planning and sector-specific modular software.

Our difference is the unique combination of a proven solution, developed by experts with direct industry experience, and the unrivalled knowledge provided by our specialist team. And with our Integreater suite of software, you have inbuilt flexibility with the choice of selecting either the complete solution or choosing just the modules that will meet your current challenges, whether on the shop floor or in the back office. Third party software integration is also available, wherever you need it.

One of our main differentiators is that SI employs people with direct industry experience, rather than just IT services expertise. It's the combination of our team's tacit knowledge and our expert software that delivers the difference to our customers. We enable them to run their perishable food businesses as efficiently as possible, whilst increasing profitability and exceeding their customer expectations.

SI strives for continuous improvement across our software, takes pride in our work and always aims for world-class service and delivery. It's the reason that more than 100 food processors throughout the UK, Ireland Canada and USA rely on SI.

“ We wholeheartedly recommend Systems Integration. They understand our business, they understand our model, and they understand how the food industry works. **DB Foods** ”

## SI- the fresh choice for the poultry processing industry

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