



PLANNING,
SCHEDULING
AND COST
MODELLING

AUTOMATED
TRAWLER
CATCH
PAYMENTS

INTAKE
MANAGEMENT

REAL-TIME
PROCESSING
CONTROL

STOCK
TRANSPARENCY
AND CONTROL

LABELLING
AND WEIGHING

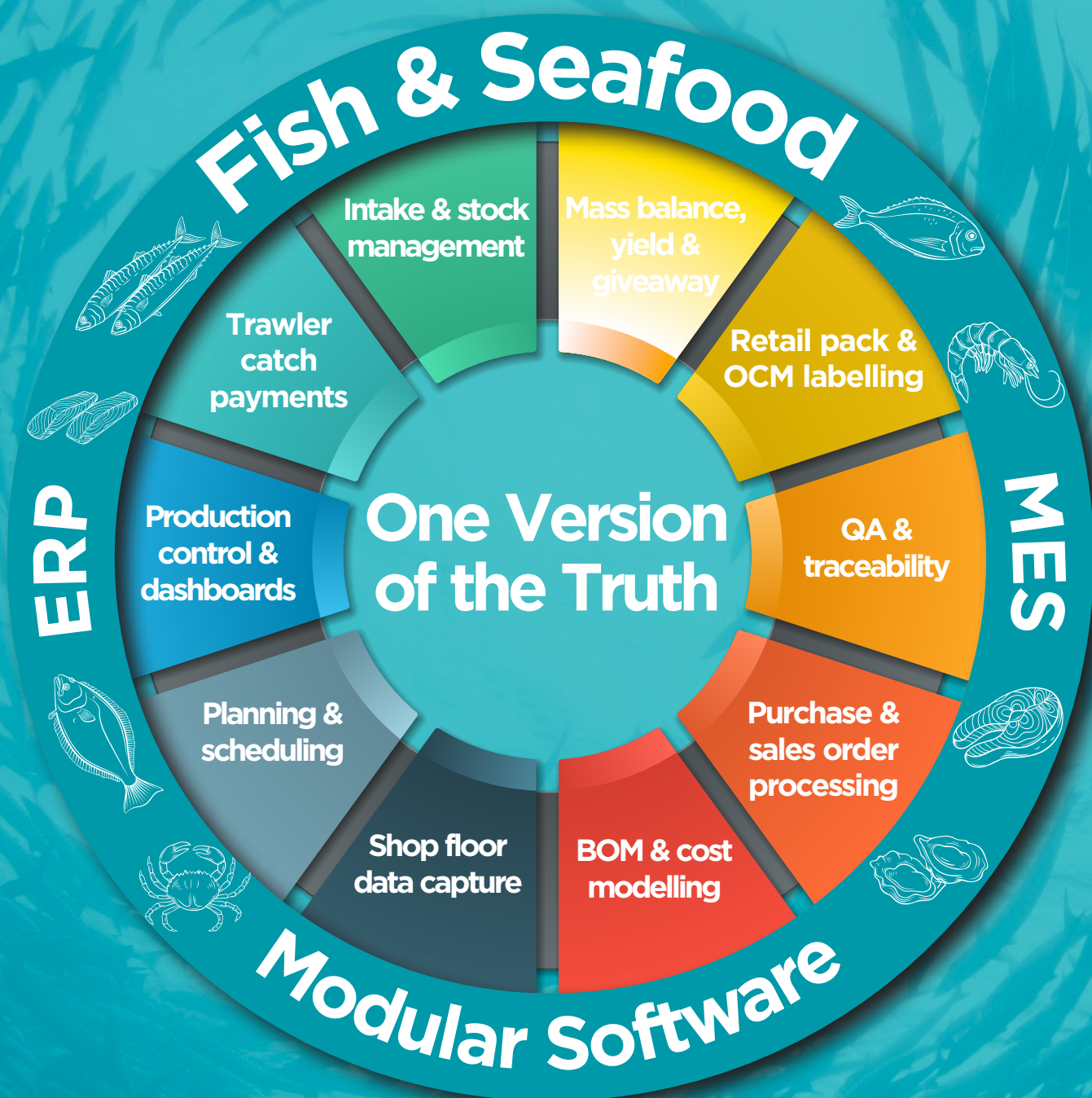
QA AND
END-TO-END
TRACEABILITY

FACTORY
ACTIVE
DASHBOARDS

Delivering efficiencies throughout
the fish and seafood industry



integrator
food processing software



SI works with many of the UK's leading fish and seafood processors, applying our industry software to deliver processing efficiencies, productivity gains and improved margins. From catch to consumer, SI can help your business to thrive, whatever your challenges may be.

Seachill, Falfish, Denholm Seafoods, Flatfish, Copernus, JCS Fish, and Isle of Man Seafoods are just some of the companies that rely on SI.

We've been chosen time and again because SI understands the unique industry challenges seafood processors face.

This is because our experts work with production teams to find solutions to the complexities of proving End-To-End Traceability and compliance with regulations. By applying our knowledge, to improve processes and solve specific operational issues, we're delivering new levels of control across every segment of the industry.

From how, where and when the catch was made, Automated Payments for fishing boat operators, Intake Management, processing, complete traceability and distribution, we've developed clever solutions for every step of the way.

This, in-turn, means that our customers can concentrate on their products, safe in the knowledge that our software eliminates the need for manual recording, by delivering all the advantages of real-time data capture.

Want to find out more? Read on to find out about just a few of the ways our industry software delivers processing efficiencies and helps fish and seafood processors achieve better margins.

Automate your trawler catch payments

If your business wants or needs to handle payments of Government fees on behalf of skippers, SI's unique software can control the payments process.

For many fish processors, their biggest payments challenge is whenever shipments are directly bought off the back of boats and trawlers. It's impossible to check what seafood is in each batch at the dockside, especially when everything needs to be processed within 24 hours.

SI's developed a clever solution to this dilemma that we call "backflushing". When shipments are booked in at the processing facility and sorted, our OCMs are programmed to capture all the fine detail, including: measuring yields by batch, and tracking catch right back to the original fishing vessel.

When the processor is ready to generate the purchase order, our software backflushes all the detail, using the OCM captured data, to match the finished products, and supporting same day payments to boat owners.

Dealing with market price volatility

Fish market rate prices are subject to extreme volatility and can change by £1-2 per kg each day. SI's Cost Modelling Software not only accounts for current prices for landed fish by species and processing stages, but also calculates prices for finished products and retail pack.

Within our software, calculations can be configured based on the entire cost of the fish against the production output.

For example, when the cost of a whole salmon is compared to the filleted output, by using our detailed product codes, differences in yield and cut can be measured, including:

- Skin on (when the yield will be better)
- Skin off
- Square cut
- Trim.

For specialist processes, such as smoked salmon, fillets are weighed and booked as a smoked product. By allocating a different code to each product, we are able to programme our cost modelling solution to understand that a different yield will be generated for these smoked products and that the relevant weights will reduce.

Managing product substitution

Our software will also manage product substitution for fixed weight products, by taking into account any differences in yields and giveaway.

HOW "BACK-FLUSHING" WORKS

Here we use sea bream as an example:

1. Skipper provides estimated invoice for what's been caught.
2. Sea bream is booked against the purchase order (PO).
3. SI's Cost Modelling software calculates that 3kg of sea bream is required to produce 1kg of fillet.
4. 3kg of sea bream is logged against the PO.
5. Cost Modelling software reconstructs what fish should have been received, compared to what's been provided.
6. Skipper's pro-forma invoice is compared to the actual invoice and, dependent on yields achieved, this is then adjusted. If the yield is lower than estimated, a lower payment will be made.



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As we have strong long-term relationships with the Cornish fishing sector, we strive to help the industry in any way we can.

By streamlining our processes and payments systems, skippers and crews can concentrate on landing their daily catches and maximise the value of every sailing. **FALFISH**

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Intake management with full traceability

SI's stock transparency delivers real-time stock levels throughout the factory, with unbroken traceability right back to batches and boats. With its real-time view of stock availability by product code, you'll always know whenever there's too much or insufficient stock to fulfil your orders.

Fish and seafood processing is unique within the food manufacturing industry, especially when it comes to intake management. For instance, once fish has been landed, weighing the boxes to validate supplied weights will not provide a meaningful measurement. Instead, the industry relies on the pallet weights provided by the supplier.

Intake, the SI way

Our software solves this problem by simplifying product intake for both the processor and the skipper. As pallets and boxes arrive at the processing factory, our software:

- Tags it in real-time, immediately changing stock levels.
- Books intake against the supplier weights.
- Generates labels to provide the first point of traceability.
- Categorises the catch by product code, detailing all species, quotas, and even the shelf-life.


- Automatically generates purchase orders, based on the data automatically captured by at the fish processing site, using our shop floor data capture.
- Scans and digitally stores all accreditations and approval certificates provided by the skippers.

Sales stock transparency

Whenever customers want to increase orders, can you instantly see whether the right raw materials are available to fulfil the order? Then, when orders are decreased, how easy is it to decide what to do with the surplus stock?

SI's Stock and Order software, informed by real-time data transparency, shows:

- Current and future sales orders demand.
- When raw material will be received.
- What stock is due to be processed.
- When stock will become out of date, and when it's expired.
- When stock is consumed by demand.



With SI delivering real-time stock information, seafood buyers know exactly what raw material is needed, helping them to make the best purchasing decisions.



“ Now we have a very quick and accurate view of stock, with real-time information enabling accurate decision making. **FALFISH** ”

Once daily catches are sorted into different species and booked into stock, SI's Sales Order Processing (SOP) Software will match all orders to the fresh stock intake and available cold store stock, to provide:

- A quick and accurate view of stock availability.
- Highlight whether there is too much stock of one species and not enough of another to fulfil orders.
- A view, by product code, of any other seafood caught in the batch.

Real-time stock visibility also enables sales and production teams to make the most profitable decisions all species received at intake, and what to do with any species that will not form part of a production run. Understanding the level intake for these species allows the sales team to make the best decisions. For instance, sell produce to supermarkets as part of a fish box, rather than downgrading or having to write off stock as waste.

With real-time information enabling decision making, the operations teams can determine whether to source more stock, change plans to put excess stock into cold storage or alert sales to contact potential customers.

Three steps to better stock and order control

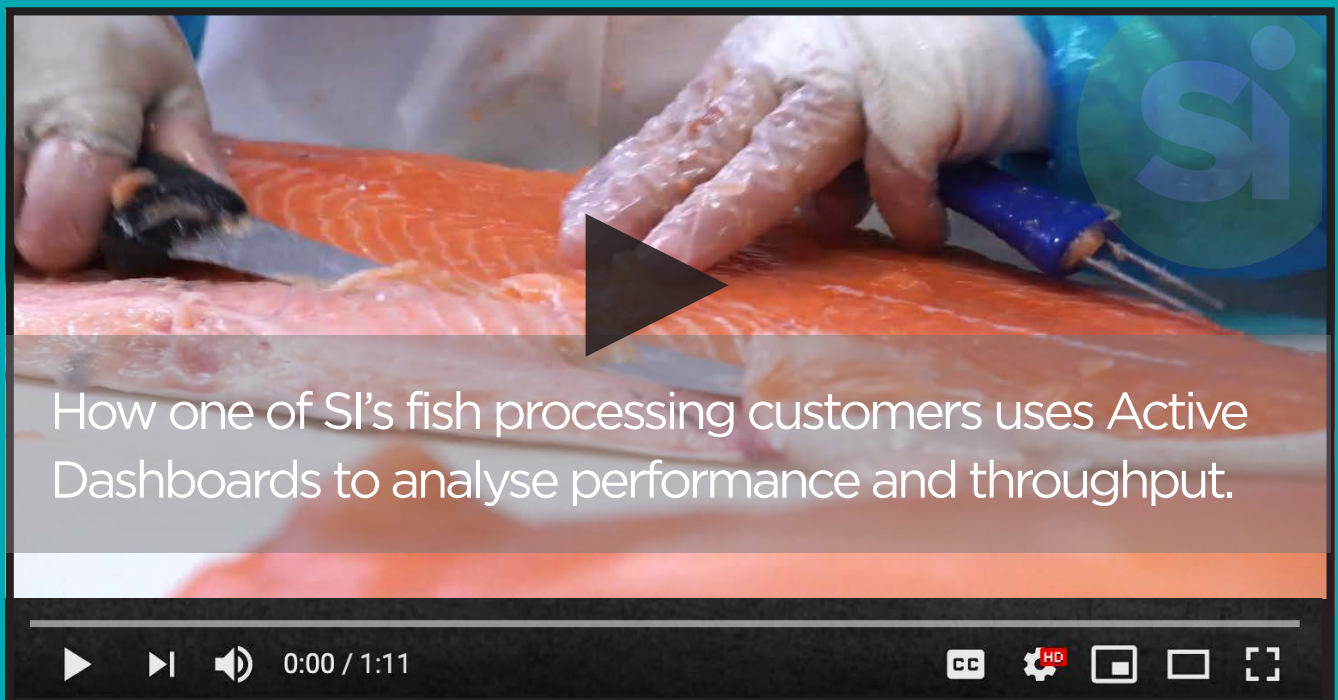
At SI, we see Stock and Order Control as a three-step process:

- **Raw material.** With constantly changing orders for finished goods, manage both procurement and stock in real-time, tackle overstocking and avoid date issues.
- **Work in progress.** Know what and how to process raw material, and whenever orders change, how best to make adjustments.
- **Finished goods.** Be in control to meet demand, whilst preventing stock going out of date, downgraded, traded or even destroyed.

Case study: real-time factory floor dashboards drive throughput improvements.

At one of SI's recent implementations, one of our customers is taking full advantage of Active Dashboards technology to manage filleting throughput.

At our customer's processing plant in Hull, fish is hand-filleted, packed into boxes, and the customer records how much weight has been filleted by each operator. But what the customer couldn't measure was the throughput rate achieved by each of their very skilled filleters.



By implementing Active Dashboard technology, informed by SI's renowned shop-floor data capture, the issue was solved. From the moment the dashboards went live, by the minute, the operational managers and the managing director could see, by product:

- Who were the top performing filleters, and the best by product type.
- Which operators could benefit from further training.
- Where any issues were occurring.
- The best ways to streamline production.

To find out more about the project,
[**click on the link.**](#)

Request our Active Dashboards guide

Always be audit ready

As your business grows, so does the need for further integration to achieve operational process efficiencies, traceability improvements and data to inform better decision making.

SI's batch barcode approach provides fully automated, auditable traceability, together with complete mass balances on all products and packaging.

Every batch is assigned a unique code that captures all the important detail, and this code accompanies batches through every stage of processing.

Monitoring yield and tracking batches.

Our Outer Case Markers (OCMs) manage more than just labels and booking to the production run. Whether you need to track by delivery or relatively small batches, our OCMs and software monitors every batch, to:

- Track the balance for what's been issued (using a trace ID).
- Prevent automatic overbooking and booking against the wrong production run.
- Manage calculations, based on the yield, to ensure that the batches are correctly changed.

Mixed fillets can also be booked as work in progress (WIP), with the actual weights of the fillets are captured (rather than the estimated supplier weight), and then issued

to a production line. Our software eliminates mistakes by ensuring that products can only be booked to output if the details are correct.

Keep your records straight for piece work

For seafood that deal with shellfish, process improvements are all about finding ways to improve yield, throughput performance and the average price per kilo.

If your shellfish processing operations are reliant on a skilled workforce of shuckers, you're probably paying based on individual throughput. SI's unique scanning solution, operated by supervisors, improves this process by:

- Capturing each shucker's output, using scanners linked to scales.
- Minimising interruptions on the processing line.
- Integrating to payroll to ensure every shucker is paid fairly according to his work rate, based on pence per kilo.
- Improving shuckers' production efficiencies, by eliminating need to leave workstations to weigh output.

[Request our QA & Traceability Guide](#)





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In addition to controlling all purchasing and intake processes, SI's system manages our production and critical yield points such as head removal, deboning, and filleting. **JCS FISH.** ”

**100% accuracy in labelling and integrity?
Achieved.**

SI's Specialist Labelling Modules inform label generation details and ensures that all information is correct and fully traceable, right down to the catch details and individual species.

With automated date and batch barcoding, together with integrated weigh price and outer case labelling in place, risk of operator error is minimised.

Our label design software provides:

- Label design formats, according to standard sizes and specific customer dimensions.
- A detailed library set of standard labels.
- Simple text and detailed labels.
- Dynamic calculated formulaic variables.
- Barcodes for multiple symbologies.
- Barcode formats, such as 1D and 2D/data matrix, which can store greater detail.
- Code signatures, whenever labels are produced.

SI's weigh price labellers (WPL) and OCMs ensure 100% consistency in label design across our 15 production lines, and negates the risk of operator error.” **Avara Foods.**

Case study: JCS Fish optimises ERP and traceability with SI

JCS Fish (home of the BigFish Brand™) and SI have been working together for more than six years. During this time, we've seen how this family-run firm has made technology work for its business expansion and customer needs, and to supports its innovative product range.

As one of the UK's leading salmon specialists, JCS Fish sources only the finest whole fish direct from carefully chosen, accredited producers in Scotland and Scandinavia.

The company's sustainable approach to quality and responsible production requires it to be completely transparent with its customer base. This means that QA and traceability management is critical to how JCS Fish processes its products from the delivery of fish from trawler to its processing facilities, right through to despatch.

Using SI's real-time data capture and barcode scanning, JCS has automated its shop floor processes. By embracing an integrated approach, the fish processor has removed paper-based processes and reporting, which has resulted in increased operational, quality, traceability and sales efficiencies.

JCS Fish now operates with a single source of data managed through a range of SI's food software modules, providing "one version of the truth". In addition to improving productivity and the company's processing capabilities, JCS's investment in technology has also enabled the business to ramp up its introduction of new and exciting product lines.

Real-time controls, from intake to despatch

As Andrew Coulbeck, JCS's Managing Director explained, "At JCS, we know that having timely information is key to maximising profitability. SI's software controls all purchasing and intake processes, production and critical yield points, such as head removal, deboning, and filleting.

The software also provides real-time visibility about all of our on-site/off-site stocks and despatched products for our customers."



“The level of control Systems Integration's food ERP provides allows us to produce fantastic quality food.”
Jack Coulbeck, JCS's Commercial Manager



Accuracy and productivity delivered by real-time data capture

Louise Coulbeck, director at JCS Fish continued, "Our factory has now become faster, leaner and paperless. Operator productivity has increased and JCS now has reliable business information, available for both our managers and supervisors."

"JCS has been working with SI for several years on our ERP solution. The software allows us to have complete control over our whole food process, traceability, food hygiene records and food quality." Jack Coulbeck, JCS's Commercial Manager added.

"The level of control SI provides through its software allows us to produce fantastic quality food – from smoked salmon, fishcakes and our breaded range, to our frozen, individually packed portions in a variety of different marinades."

JCS MD, Andrew concludes: "When we look at how we have transformed our business, we now have full control over our production processes, ensuring that we are producing the highest quality products as efficiently as possible. By capturing information throughout these processes, we can

demonstrate to our customers the highest levels of forward and backward traceability, with the ability to find product history and information by the click of a button. As a result, we can provide a better service to our customers and deliver the highest quality on time, every time."

"The level of control SI provides through its software allows us to produce fantastic quality food." JCS Fish.

"Through our partnership with Systems Integration and by continuously looking at ways to improve and invest in our business, we're determined to build on our success.

"We have a clear vision of our future at JCS. The team, with the support of SI, is 100% focused on providing new innovative products, the best level of customer service and the highest quality of responsibly sourced salmon."



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

For more than 27 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 Food Software.

The SI 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, importantly, they understand how the food industry works. **DB Foods** ”

SI - the fresh choice for the fish and seafood industry.

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