

we think food

ABATTOIR
OPERATIONS

RED MEAT
PROCESSING

TRACEABILITY

POULTRY
PROCESSING

CATERING
BUTCHERS &
FOOD SERVICE

BONING AND
YIELD

BOOKINGS AND
SCHEDULING

EID EAR TAG
READING

How our software is making
the meat industry more profitable



integrator
food processing software



Want to understand in real-time how well your meat processing business is running?

Developed by experts that know how abattoirs, boning halls, retail pack and catering butcher operations work, our specialist software, can do just that.

Visit our new website to discover how your operations can be made more efficient and profitable with the help of SI's world-class software.

sifoodsoftware.com

Meat and livestock processing software designed for the way your business works

At SI, we are committed to the meat and livestock processing industry and to producing world-class solutions to match the sector's needs. We continually invest in product development and in our expert knowledge of the industry.

From abattoirs, boning and yield, through to retail pack and value-added products, we've designed applications for every operational process. **Read on to find out about the SI difference.**

“

SI was the outstanding candidate when we looked at the marketplace. The team understands our business and how the meat industry works. **Finance Director, DB Foods**”

Abattoir Management

In terms of beef kill, SI's software not only manages a high proportion of the UK beef kill, but we are also the largest specialist systems supplier to abattoirs within Scotland.

SI understands the intricacies and challenges of working within abattoirs, and we've applied our expertise to develop proven software to manage every stage of an abattoir's operations.

We've taken all the complexity and put it into the software. Through the application of our technology, we help our many abattoir customers be the best that they can be and achieve the highest possible margins.

As our team has direct experience of working within the meat industry, going back more than 26 years, we don't need to be told how an abattoir works. We know the legislation and industry inside out. In fact, in terms of beef kill, our software manages a high proportion of the UK beef kill and we are the largest supplier to abattoirs within Scotland. We also work with some of the largest North American and Canadian meat producers.

Our Abattoir Management software suite:

- Livestock bookings and scheduling
- Lairage management software
- Kill scheduling
- Veterinary data management
- Livestock ordering point
- Animal EID ear tag reading capability
- Livestock sampling station
- Stun module
- Kill line tracker
- Automated grading station
- Camera/VIA carcass classification compatibility
- Automated livestock payments
- Abattoir traceability
- Carcass stock management
- Auto-spec ID

Our software is proven to help abattoirs be more profitable

An abattoir will make more money if it has a greater understanding of its different livestock sources and can negotiate better prices.

All abattoir software should be able to manage the basics; buy animals, grade them, price them, pay the farmers and label the carcasses for traceability.

What sets SI's abattoir software apart is the built-in additional functionality that improves the decision-making process. These features enable abattoirs to purchase animals more economically and process them more efficiently, resulting in improved profit margins.

Our software can manage every stage of your abattoir operations

From the moment the livestock arrives at the abattoir, our software accurately records information at every stage in real-time. It accounts for the extensive legislation and mandatory reporting that govern operations, and ensures complete traceability.

Whether it's scanning cattle passports, animal selection and ordering, recording veterinary conditions, through to weighing and grading, SI has abattoir management software for every stage. For instance, our Kill Schedule module enables profiles to be created that break the kill quantity down, by percentages and by specification and also creates weekly schedules based on the daily profiles.

Always know every consignment's profitability

Whenever livestock becomes available for purchase, even if it's 3-4 weeks in advance, SI's bookings and scheduling applications:

- Enables livestock to be booked in by specific day and time slot at the abattoir.
- Records the animals and quantities, the supplier's details, and when livestock will arrive.
- Data provides the first set analysis information i.e. how many animals they will receive each day.
- Delivers a real-time view of the booking diary.
- Creates lots and assigns time slots whenever batches of cattle arrive at the abattoir.

Using the diary view, abattoir can manage sequential time slot introduction of livestock to the slaughter process. The diary view also allows for more than one booking to be allocated to the same time slot.

Automate your lairage records

From the time livestock arrives at an abattoir, comprehensive information about health, welfare and traceability must be collected. Our lairage management software manages this process and collects data in real-time from the abattoir site server's bookings table. Using the existing booking information, the lairage manager records instances of "dead on arrival" or other health/welfare issues, and scans/enters passport details for validation. If the passport and unique ear tag details don't match, the animal can't be slaughtered.

Our lairage management software also captures livestock movement records. The combined data is automatically sent through to the British Cattle Movement Service (BCMS) via the CTS Online Web Service.



We are now 100% sure that Meat Hygiene Service (MHS) health information gathered is accurately attributable to the correct animal.

Through integration with our other systems, our producers can benchmark performance of healthy animals against animals which have had some health issues, such as fluke.
A.K. Stoddart.



Making the grade

We've also developed our own livestock payments system, that incorporates the Euro-Grid grading matrix. By applying our reporting and analysis tools across the livestock supply chain, abattoirs can see the variation of the base price used and the price offsets for grade, no matter how many different farms an abattoir purchases from each year. This can reveal:

- Which farmer produces the lowest cost animal at a specified grade;
- The farmers that provided the best return, i.e. the ones that provided the best quality animals and lowest possible price;
- Which farmers produce better grades and poorer grade animals;
- The farmers that provided poor quality at high prices;
- Which animals had health problems, together with the source farm information.

With our tracker systems, an abattoir can review this data and present it in a form that's visible across its operations.

And with SI, the level of tacit knowledge required to operate our system, is much lower than competitive software. We've taken all the complexity, put it into the software, and made the process simple and efficient.

Work out the best possible fit at the least possible cost

SI's Auto-Spec ID application analyses data, as the animals are processed and graded, to determine how best to use every animal against specification criteria. As the captured data shows the best fit against customer specification categories, Auto-Spec ID allocates and priorities to the highest spec. according to which retailer will pay the premium price for the carcass.

With Auto-Spec ID, abattoirs can set up a carcass requirement plan by customer specification, then allocate each carcass according to the plan's hierarchy. Once the quantity requirement for the top specification is fulfilled, it then moves on to the next highest spec in the plan, and so on until all requirements are fulfilled.

Auto-Spec ID also captures the level of downgrade, where a carcass is capable of fitting into a higher level of specification but where there isn't a requirement, and also prevents selection if it doesn't match a retailer's specification.

Always be audit ready

Strict and extensive legislation is one of the toughest challenges faced by abattoirs. To demonstrate compliance to complete traceability, abattoirs must ensure accurate identification, selection, weighing, and labelling of all livestock and carcasses. And in each case, they have to correctly record and disclose any veterinary conditions.

High standards are one of the unique selling points of the British meat processing industry; SI's software helps abattoirs meet requisite industry legislation, to avoid penalties and fines. The web-based abattoir software measures essential factory floor data, providing complete visibility and control of the slaughter process, and automatically alerts operators about any potential issues to contain any problems, and minimise disruption.

With our shop-floor data capture in place, abattoirs can easily provide evidence to relevant authorities, well within required time frames. For example, BRC audits can be completed within minutes rather than the allotted 4 hours, reducing the burden whilst improving its integrity and quality of content.

Visit sifoodsoftware.com and search Abattoir to find out more about our end-to-end abattoir management software modules.



Processing up to 2,500 animals over a five-day week, the speed at which the SI system can identify, grade, label and allocate each animal, has meant the Pickstock team can ramp up production, as and when customer demand increases. ”

Pickstock

At its Grade A Hortonwood facility in Telford, Pickstock has invested and implemented SI's new livestock management system.

Pickstock currently processes up to 2,500 cattle over a five-day week. SI's system has been designed to support a major shift in animal procurement, now that the business purchases cattle directly from over 5,000 UK farmers. The shift to 100% farmer procured cattle has dramatically changed the business, as livestock manager, Hayley Draper explained:

“Because we supply our products to customers with very high standards and differing specifications, we need to secure the best quality and a consistent supply of animals.

With a more integrated business model - including livestock procurement, meat processing, on-site cold stores and despatch - managing all these processes has become far more complex.”

“After a trial period, we worked with the SI team to specify a solution to meet our key objectives, including:

- Enhancing our audit ready capabilities to maintain Grade A status including data led traceability, passport scanning and veterinary health information.
- Speeding up the identification, weighing and grading process.
- Documenting all data in real-time for faster stock allocation.
- Integrating a faster farmer payment system, complete with individual animal data.”

“When we looked at the complexity of what was required, SI's specialist abattoir management solution was the obvious choice for Pickstock. Its modular build up and the potential to integrate with our existing ERP system, meant we were able to install, check and run each module one step at a time, ensuring production continuity.”

Committed to delivering faster payments to farmers

“Modularity was particularly important when it came to the implementation phase. It was here that certain changes were needed to accommodate our supplier base. Managing this setup was critical to delivering fast payments to our farmers, which is a fundamental principle of the sustainable business model we work to.

“To support faster payments, the SI team developed specific solutions within the software. This has delivered advanced reporting and integration for our accounts team.”

Helping farmers to improve profitability

Hayley: “Part of our promise to farmers is how we support them beyond prompt payment. We share all of the relevant information we collect, to help them improve the health and grade of animals they sell.

“This is the reason why we worked with SI to develop an inclusive animal-by-animal report for the farmers. As report details include grade and veterinary information this can be used to improve overall herd health and the grade achieved by different animals. The farmers' feedback has been brilliant. Many of them have commented about how much the information has helped them.”

A surprise for the auditors with full traceability

Hayley: “One of the most interesting results of the integration project has been the reaction of auditors. Before the system was implemented, whenever an auditor visited and asked for traceability information, this would traditionally take several hours to produce.

“Now, whenever the auditors visit, we can produce traceability information in less than the time it takes to make a cup of tea! In fact, the first auditors were so shocked, that they didn't quite believe it. We had to take them through how the system works to retrieve the information, before they would sign it off.”

“This is a hugely significant step forward for us as a business. We are regularly audited by our customers, the British Retail Consortium (BRC) and are also certified by Assured British Meat, which enables us to display the Red Tractor logo on all our beef products.”



As a results of implementing SI's new livestock management system, Pickstock now pays more than 500 farmers within two days of processing. ”



Red Meat Processing

Every day, meat processors must schedule and control production, monitor real-time performance, costs and margins, and ensure integrity across everything they produce. But when margins are already slim in the meat industry, the choices they make for software could be crucial to operational success.

A heritage rooted in meat processing

When your business is targeting operational excellence, SI can seamlessly connect every part of your meat processing operations. And, as our Integreater software has been designed by our expert team for the specific needs of the meat industry, you can be sure that it will always be compliant with the requirements of technical, legislative, regulatory and supply issues for meat preparation and production.

SI understands the detail of planning and forecasting, cutting and boning, production and meeting customer expectations. As our people have direct experience within the industry, every day, we're focused on finding solutions to meet your challenges; whether it's improving the value chain, finding ways to reduce hanging stock and freezer costs, or reducing the opportunity to have to downgrade meat.

With our software at the heart of your operations, you 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 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.

Our Red Meat Processing Management software suite:

- Carcass stock management
- Retail pack planning
- Boning hall cost modelling
- Boning hall production planning
- Auto-spec ID
- Boning hall intake
- Boning hall OCM
- Yield and trim management
- Traceability

To find out more about our work within the sector and SI's meat processing industry software, visit sifoodsoftware.com and search meat processing.

When your meat processing business strives for daily operational excellence, Integreater from SI will connect every part of your operations – seamlessly.



REAL-TIME
CONTROL



PAPERLESS QA AND
TRACEABILITY



YIELD AND
MASS BALANCE
REPORTING



“

Utilising real-time shop floor data capture, Baird Food Services' system manages its complete end-to-end production process, provides mass balance calculations and delivers full paperless traceability. ”

Baird Food Services

Founded in January 2017, Baird Food Services (BFS) took just 12 weeks to turn an empty warehouse in Crewe, into a unique and fully integrated outsourced meat processing operation. Two years later, thanks to its innovative business model, built around for improving yield, margin and overall levels of butchery, the company is processing over 400 tonnes of meat products a week.

A technology-driven service

“We knew that there was a market for the services, underpinned by a tailored and tightly controlling processing environment, and were confident the new business could be a success.” commented Nick Baird, MD of Baird Foods: “Because both Kevin Horner (factory manager) and I have many years of experience within the meat processing sector, we had a clear idea of what type of traceability, QA and process control levels our customers would require. We applied our knowledge to specify a factory operation that would be managed with state-of-the-art processing equipment, a skilled workforce, and a software solution controlling every aspect of the end-to-end processes.”

Taking on the challenge to get the site up and running in 12 weeks, Kevin planned out every aspect - from utilities and equipment, through to a skilled workforce, systems and processes. Critical to the business' success would be a fully integrated software solution to centrally control the whole operation, with built-in flexibility to cope with future customer demands and inevitable changes.

“Throughout my career, I've used a wide variety of MES and factory software, and I knew where the gaps within these systems lay. We selected SI due to its reputation and capabilities for providing specialist software to the meat processing industry. The culture was a good fit from day one; SI's team understood both the industry terminology and the cuts of meat we were planning to process.

We were able to scope out a fully integrated solution - from raw material input, right through to dispatch - in just one week. Then, this shared understanding, together with a robust specification, meant we were able to swiftly move to the implementation phase. Remarkably, SI completed this work in just 10 working days, ready for our target “day one” for the business.”

“SI technicians were on hand to train our new staff on how to use the touch screens and intelligent scanners for key operational tasks, including: QA for the intake of raw material, issuing product to both stock and to one of the four processing lines, product labelling, through to despatch of finished products.

SI designed a completely paperless solution with full traceability, utilising real-time shop floor data capture. The solution manages every process, including weighing for mass balance calculations at the start and end of the production lines, and feeding the labelling solutions.” Kevin continued: “By choosing to integrate at every stage, we benefit from real-time monitoring across the business from intake to production and dispatch.”

Yield, margin and mass balance

“Process control and reporting is exceptionally important, as all of the raw material and stock is owned by our customers. At the end of each day, we compile and send a full report to each customer, detailing everything we have processed for them. This includes data on raw material stock availability for the next day, WIP, and finished goods that are either in storage or have been dispatched.

The most important element of each report is the yield, margin and mass balance achieved from each batch run. We work to very tight tolerances to deliver the agreed customer yield and specification.

Reaping the benefits of real-time integration

Commenting on the project, Rob Stephens, CEO of SI, said, “Baird Foods Services is a very innovative and forward-thinking organisation, who really understand what type of service the industry needs. In fact, to make themselves successful they have to be better at the job than their customers, otherwise they wouldn't have a viable business. From specification to implementation and go live they trusted our team and took on board the system in an extremely short timescale.

“From day one they made it part of their day to day operation and we have since worked closely with the team to develop the solution and reporting that is so crucial to the success and proof of the business model. They are now a shining example of how a business can be created by reaping the benefits of our real-time integrated solution and the tight up to the minute control and full traceability it delivers.”

Catering Butchers

From managing boxes of primals, carcasses or factored goods through to proof of delivery against sales orders, SI's software with its in-built flexibility, supports catering butchers and food service companies across the UK.

At SI, we've applied our in-depth knowledge of this sector and specifically designed our software for this fast-moving catering industry, where traceability, QA and customer service are key.

Automate your processes and excel every day

If your catering butcher or food service business is reliant on manual processes, you will be all too familiar with the impact human error can have on your operations.

When high product proliferation and 1,000s of orders are the challenges that your business faces each day, SI's software will provide you with everything you need to manage your processes, including:

- Accurate intake, managed in minutes, with barcode technology;
- Dashboards to view all stock in real-time;
- Integrated purchase order and sales order processing;
- Production management and monitoring of butchery operations;
- Recipe control and added value production;
- "Right-first-time" picking, packing and despatch;
- Automated proof of delivery.

And as managing your customer relationships is key, our software also provides detailed profiles and the ability to analyse any changes in their typical order volumes.

We are now one of the leading suppliers to the sector, and our software has been implemented within some of the country's most renowned catering butchers.

If your business operates within this fast-moving industry and would like to discuss how SI's software and expertise will help you to improve efficiency, contact us to talk to one of our experts, request our catering butcher brochure, or search **catering butcher** on sifoodsoftware.com.

Our Catering Butcher software suite:

- Raw material intake management
- Production management
- Bespoke cutting and ordering management
- Recipe management
- Pick, pack and despatch

Visit sifoodsoftware.com and search Catering Butcher software to find out more about our specialist modules and applications.



SI is committed to the poultry processing industry. We continually invest in our product development and expertise, and are always looking for ways to deliver operational improvements across kill, portioning, retail pack and value-added products.

Each day, poultry processors have to schedule and control production, monitor real-time performance, costs and margins, and ensure integrity across everything they produce. But when margins are already slim in the industry, the choices made about processing software could prove crucial to operational success.

SI's shop-floor data capture software delivers real-time control for every stage of poultry processing. From kill, grading, through to retail pack, our software captures all your production KPIs. It provides real-time data to help you understand kill grades, yields, WIP and finished product stock levels.

Every day, we work with major poultry processors, such as Faccenda Foods (part of Avara Foods), to help them meet their challenges.

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

Our software excels at managing grades and helping to minimise whole bird substitution. For each batch of birds, it delivers visibility across the resulting grades from the batch. It captures detail to help your producers deliver better and more consistent grades; information can include live bird analysis, feed type, shed details and the living conditions.

Using our planning software, processors can determine:

- 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.

Monitoring the poultry kill line

Our software manages the intake of live birds, follows the kill, and records all grades achieved from the batch. If grades are not as expected, suppliers can use the captured data to review feeding and other conditions at the farms.

Processing and portioning

SI's overhead track scale and screen captures shop-floor data about grades as they are booked into stock, ensuring processors know whether they have the correct levels of raw material to fulfil orders.

SI software tracks all stock and the entire WIP process, monitoring yield and giveaway measurements. By integrating the whole production line, through shop-floor-data capture, giveaway can be highlighted in real-time, using strategically positioned visual dashboards.

Eliminating manual labelling errors

By automating production line labelling, volume products can be batch together; then, once each order is completed, the system will stop the line for relevant label changes. The labelling system automatically recognises the correct labels whenever a change takes place, eliminating labelling errors.

Our poultry processing capabilities:

- Poultry intake and processing
- Real-time poultry stock management
- Production planning

Poultry Processing



“

We needed a system to grow with us. SI and its Integreater software could do that.

”

Faccenda Foods

Faccenda Foods

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. Its leadership has been underpinned by a technology-led strategic investment.

"Investing in our new 100,000ft² 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. "We have multiple spaces focused on primary processing, further processing and convenience processing as well, so we needed a specifically designed system that could sit over this equipment and that could grow with us across our estate. We felt that SI could do that."

As Rob Stephens, SI's CEO, explained; "Our solution provided one point of entry for information. Faccenda can now create a daily production plan and ensure that when a change is made, for instance for a different product, everything is changed. The whole point is to reduce the opportunity for errors, reduce leadtimes and the requirement for tacit knowledge when changes have to be made and to ensure accuracy. We also put in place a QA system that collects and stores information electronically and automatically flags up any issues. It's a very proactive way of managing QA and ensuring real traceability."

Better control, better visibility

Philip continued, "We now have much better control and far better visibility. We can schedule every day, we've reduced mistakes made in the factory, it's cut down on labelling errors, it's cut down on overruns and waste." Both paperwork on the shop floor and man-hours have also been reduced, With less time spent on administrative tasks, the general cost base on finished goods is coming down."

Production line dashboards

Faccenda Foods also improved productivity by incorporating live shop floor dashboards on each of its 15 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. Each line team 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."

100% consistency in label design and traceability

"SI also manages our range of weigh price labellers and outer case labelling systems. We can now deliver 100% consistency in label design and integrity across all 15 production lines. As date and batch coding are governed by the system, eliminating the need for operator input and potential human error, over and underproduction of individual SKUs is managed."

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



“Now, we have much better control and visibility. We can schedule every day, we've cut down on mistakes made in the factory, labelling errors, overruns and all the types of things that cause waste.”

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 food industry works. **DB Foods**”



integreater
food processing software

Lincoln House, Wellington Crescent, Fradley Park, Lichfield, Staffordshire, WS13 8RZ
T: +44 (0)1543 444 555 F: +44 (0)1543 444 333 E: Info@sifoodsoftware.com

sifoodsoftware.com



Systems Integration (Trading) Ltd



integreater
food processing software