

KK Finefoods

KK Finefoods grows 54% on process ERP system

KK Finefoods, one of the largest, fastest growing frozen foods manufacturers in the UK, has been highly commended for its ERP implementation from Ross Systems, which not only now manages its entire manufacturing operations, but has presided over growth and profitability that are the envy of many.

KK initially replaced its spreadsheet systems in 2003, using ERP to provide end-to-end coverage for manufacturing and accounting. Management can now gain an executive level view of operations in real-time, with information by product, customer, ingredient, location and history. KK can also now identify yields and profitability from each recipe, and has used that to further streamline operations.

With real-time stock status reports, the production team is able to identify which raw materials are available, while also monitoring stock shelf life and reacting early to changes in demand. That's how it minimises the impact of peaks and troughs. Also, since implementing the system KK has realised end-to-end online visibility of its products, minimising food safety risks and reducing the impact of product recalls. It has minimised errors, while streamlining planning and more effectively managing cold storage facilities. As a result, it has cut overheads, reduced product waste by 15% since 2003 and increased profitability by 54% in the same timeframe.

Real-time data is now available online, meaning that the management team can query and analyse live data very quickly in order to make more informed business decisions. Similarly, KK's sales and marketing teams can now share production data in order to better target and execute their campaigns while management can now accurately forecast demand in order to streamline planning and production.



Beyond these, KK cites other key benefits as: its ability now to capture and view historic files from every area of its operations; increased visibility of demand and throughput to the product development team; accuracy in make-to-order production; and traffic light business intelligence for turning decision support into actions.

"The ERP solution underpins our entire organisation from financial and sales order processing to production and distribution," says Graham Jackson, chairman of KK Finefoods. "Our operation has evolved a great deal from our humble beginnings in 1987 and we are experiencing massive growth to the point where we are in the process of doubling our production capacity. I can undoubtedly say that this is entirely down to the IT solution provided by Ross Systems." ■

Key Benefits

- Cut overhead costs
- Reduced product wastage by 15%
- Increased profitability by 54% since 2003

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Worldmark International

Labels maker finds key to standardising variety

Improved productivity – all the way from estimating and quoting to production and shipping – and greatly enhanced global business visibility from a new ERP system impressed the panel at £35m labels manufacturer Worldmark International.

Worldmark is a high variety, design-to-order business, now in double digit growth mode, with manufacturing sites in East Kilbride, as well as the USA, Mexico, the Netherlands, Hungary and China. The company's key issues included managing a vast and constantly increasing product range, while operating with multiple legacy systems.

The firm went for an IFS Applications ERP system, now running on a central server and handling all business operations and sales offices world-wide from a single database. That's allowing for process standardisation.

For example, Worldmark now uses IFS' configurator module so that sales advisors are assisted with profiling customers' requirements, with material specifications, machine characteristics, process options, tooling etc. Then, if the quotation is accepted, the system releases a customer order using the same data to automatically populate product structures, production routings, costs and so on.

Says Alan Martin, Worldmark business systems director: "The system has in-built intelligence so, for example, it can match product categories to preferred production lines – choosing optimum machines and providing run rates, cost data etc all instantly validated against the customer spec. Also, it knows if we've not made a certain product before, and can do a best fit search at every site so that we don't have to do everything from scratch."

Since everything is integrated, shopfloor processes are also now paperless – barcode scanners having replaced manual recording. Additionally, planning is semi-automated and much faster: "The way it's triggered, our planning guys just have to look at the order and be sure it's buildable. They can also check capacity on the system and use the IFS scheduler to check what slots are available, what's scheduled to a line and so on. That's all now done in seconds by one guy rather than a whole planning department," says Martin.

The data is also used for keeping track of WIP (work in progress) and capturing process times, lost time and waste – all in real-time. That in turn means efficiency and job profitability figures become available as soon as shop orders are closed. And that's the approach that now runs through Worldmark's internal supply chain as well. ■

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Key Benefits

- Improved productivity company-wide
- Better use of working capital
- Greatly enhanced global business visibility
- Reduced quote turnaround times via global products model
- KPIs visible using drill-downs
- Trends and exceptions highlighted