



Powered by **integrated**

We **think** food



Catering butchers

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

This is because 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 and customer service are key.

Automate your processes and excel every day

If your catering butcher 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 1000's 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 sales order processing
- Production management and monitoring of butchery operations
- Fool proof 'right first time' picking and despatch
- Automated proof of delivery, to directly inform invoicing
- Analysis of supplier and product performance.

And, as being able to manage your customer relationships is key, our software will provide you with detailed profiles and the ability to analyse any changes in typical order volumes.



“ The software covers the whole of our business, from all aspects of wholesale right through to the whole of production. To cope with all of our business complexity we needed a fully feature rich software – which Integreater is. It’s all there. **Gary Smith, Finance Director, DB Foods.** ”



How can you spot if you are g

At SI we recognise from customer feedback that one of the biggest issues they have, is spotting when customer orders are changing slightly. With common sale practices to entice new customers with offers or trials of product lines, you need to be able to spot order and delivery trends quickly, to address any potential loss of customers.

Keep your sales team one step ahead

With so many customer groups, orders, trends and seasons to deal with, understanding who is buying what, when and how fast they need their products is critical. You need data insights that will keep your sales team one step ahead of the competition and your catering butcher team informed.

“Why don’t you try our chicken products for a few weeks and see how much better we are than your existing supplier”

going to lose a customer?

Make every customer a priority with reporting and analysis from SI

With business insights delivered by one system from SI, you can:

- Know your customers' buying behaviours, spend, order cycle and product preferences
- Detect changes in purchasing habits, for products or core lines, that could be the early indicators for a new supplier being trialled
- Understand what products are trending
- Fast-track customer shopping baskets, by managing complex orders and quantities with ease
- Build customer loyalty and improve daily operations to deliver great service, every time
- Spot opportunities to sell new product ranges to existing customers.

If you have 2,500 customers our system will show you who's spending the most, who's stopped spending, where spending has dropped off for a particular product line. This analysis could indicate that a competitor has encouraged your customer to trial one of their lines.

Accurate intake of raw mat

We know how time-consuming raw material intake is, especially if re-labelling is required. That's why SI has developed a robust modular intake solution for catering butchers, that makes the most of barcode technology.

In collaboration with industry leaders, we've produced user-friendly technology that:

- Tackles all basic stock intake
- Decodes supplier labels upon arrival
- Handles mixed pallet meat inventory and eliminates the need to re-label every box within it
- Automatically books carcasses and products into relevant raw material chillers with each scan
- Provides real-time visibility of your stock and full traceability.

Simplify your intake and gain real-time visibility of your stock

Intake is complex; every day presents the challenge of managing the sheer scale of delivery including everything from carcasses, primals, mixed pallets and factored goods.

For mixed meat pallets, most software systems will require each box to be re-labelled, inevitably adding to the lead-times and complexity of the overall process. For instance, a mixed pallet could comprise crowns, breasts, thighs, and whole chickens - and each and every order will then have different quantities, sizes and kill date information that needs to be recorded.

With SI technology, mixed pallet inventory is simplified. We've applied our know-how to eliminate the requirement to re-label every single box within your mixed pallets.



Material, managed in minutes

Our specialist barcode application simply scans and logs all details, including:

- Product description and code
- Information on locations for where each animal was born and reared
- Slaughter location
- Cut in, use by dates, and weights.

And, with each scan made, you can also book raw material into the relevant chillers.

More than that, whenever an individual box barcode is scanned to production for issue, all information remains intact, including kill dates, age, weight and provenance.

And whilst your pallets are scanned in minutes, minimising operator error, you will also have the confidence of complete traceability and save valuable time in your overall daily process.

Intake management for overhead track scales

When hanging stock arrives at intake, we've also got that covered. Through use of our own stainless-steel and configurable touchscreens, combined with scale indicators and printers, simply select the relevant order and enter all mandatory trace and batch information.

As each carcass is weighed, and an individual label produced, it is booked into the chosen hanging location for stock. Then, by using our handheld scanners, traceability is assured whenever carcasses are either moved to a different location or issued for cutting.

Stock control

Our easy to use stock control software is ideal for businesses with several locations for raw materials, WIP, finished goods and dry goods. View either your entire stock, or a particular area or category, such as stock by location, product code, life or age (maturation). And as stock is issue to production, all product information will be automatically pulled through with it, including batch number, product code, description and weight.

Then, when it comes to reporting, a range of standards stock or tailored reports can be generated on demand; for instance, reports that show stock valuation, stock by life, or stock at risk.

Want to scan your boxed and hanging stock intake in minutes?

Speak to SI and find out how user-friendly barcode technology can simplify your intake process.



“

With the help of SI, we will have a solution that gives us all the productivity, traceability and individual order data we need every day.

”

Mark Cristofoli, Managing Director, Solent Butchers.

Solent Butchers

Faced with processing hundreds of individual orders a day from discerning customers, catering butcher Solent wanted a software solution that would integrate with its specific processes and supply chain.

“Our business is all about quality and service. It’s not just the cut of the meat that matters, but the whole supply chain that helps deliver the end to end process that supports it.” explained Solent Butchers’ managing director, Mark Cristofoli. “When we analysed how we could improve our service to customers with SI, we recognised there were significant time and information driven savings that could be achieved.

“SI and our team engaged with our supply chain, to actively develop a new way of labelling the meat products we purchase from them. Part of this process involves creating a barcode system for each pallet, case and pack, containing the information we need for traceability and order production.

“Because this information will also be live and visible through real-time dashboards, we will be able to better allocate inventory to individual butchers, as soon as product is received in stores. And as weight loss has to be considered, each delivery will also be weighed on our own equipment, so we can better plan production runs.”



Managing and monitoring daily production

For catering butchers, nothing stays the same for long, with short notice order amendments being the norm. As we know from visiting customer sites, adverse shop-floor issues, unless dealt with quickly, will have a negative impact on margins; having the ability to adjust production in real-time is essential.

With the single view provided by our Integreater software, the same data that informs the adjustment in production, will also be captured to amend the sales orders.

Once you have all your orders, our system will convert these by product code, so you know exactly what needs to be produced by category from poultry to lamb, beef and more. Your operations will always know what has to be cut every day or drawn down from stock to fulfil the orders, whilst real-time shop floor data capture tracks every step of the process.

Because you can also capture weight related processing data, including carcass intake, primal booking in and residual products out, real-time reporting can always be delivered on boning yield and mass balance.

How it works

- Outer case markers (OCMs) installed at each cutting block to weigh, book and label all prime and residual products
- Based on sales orders, operators scan and issue carcasses or raw material to a block or production run
- Stock is issued to production, complete with all relevant information for butchers to produce required prime cuts
- The prime cuts and secondary trim is weighed on an OCM to establish yield and mass balance and calculate giveaway on fixed weight product and throughput
- As primals are issued to slicing, cutting yields are captured.
- Quality and product consistency improves, through specification adherence and tighter controls.

OCMs will also monitor bacon processing, by recording weights in and out for mass balance, and analyses residual production per batch of raw material.

Real-time visibility for Campbells Prime Meat

For Campbells Prime Meat, SI's knowledge and expertise within the catering butchers' sector stood out for this award-winning business.

“Visibility and traceability are particularly important to us as we run a transactionally intensive business. Campbells produces 1500 orders a day, with 5 or 6 different types of product in each one.” Stephen Sweeney, Financial Director for Campbells explained. “Our order to fulfilment time is very short. We take orders up until midnight and despatch the following morning before 6am. Everything we sell is made to order; there isn't any line production and we despatch around 7500 items a day.

“We spoke to several suppliers in the market place but found that all of them had generic IT solutions. These suppliers failed to understand our processes, the high product proliferation and what we are trying to achieve.

“When we met Rob Stephens, Managing Director of SI, it was different. We'd found someone from a food manufacturing business who'd created an IT solution specifically for this environment. He was from our side of the fence. He's someone that understands food manufacturing and that was the point of connection for us. What Rob says carries a lot of weight because he's done our job.”



Bespoke order management

Most catering butchers manage a bespoke cutting department to handle the small but highly varied customer orders. Whilst this may represent a small percentage of overall business, it's essential to satisfy customer order requirements.

We've designed software that governs the bespoke cutting process and helps your skilled butchers by displaying all orders that need to be produced, complete with product specifications and cutting sheets. As the plan is displayed at the butchery station, butchers can view giveaway, throughput and yield. They can also review product and preparation specifications. Once prime products and trim are finished, they are ready to be labelled.

Butchery station

Our latest development - the mobile butchery station - has been designed to track giveaway on each product, report on yield and mass balance, and even provide data on the speed of each butcher.

With its own stainless-steel touchscreen and printer, the butchery station is designed to track yield, productivity and giveaway on your cutting lines.

From the touchscreen, you can select the plan for the day, which details various products to be cut. Based on orders received, converted by product codes, the plan can be broken down by each butcher on the cutting line. The meat is then scanned and issued to relevant butchers, and subsequently weighed and labelled, at either the case level or after cutting at product level.

Recipe control and added value production

Your business can manage all added value production with our recipe control app - Formulation Manager.

Formulation Manager holds master works orders for all recipes and instructions for operators to follow as they weigh out each ingredient.

As each ingredient is scanned in, full traceability is maintained for the blend. Once every component is complete, a label is generated for the WIP bin.

With Formulation Manager, you always have full visibility of stock, know which WIP blends have been mixed together and complete ingredient traceability as meat and dry ingredients are processed into finished goods.

What margin will I make today? How much does it really cost to make my products?

From one day to the next, margins change due to differences in raw material costs, overheads and yield, which all contribute to the actual cost of making each product.

How much do raw material costs and overheads impact your daily margins? At SI, our experts have developed specialist margin reporting tools that collect and interpret variance analysis data to better inform commercial decisions, and ultimately help to deliver a more profitable business.

Our cost modelling software, when combined with shop floor data capture, enables you to:

- Map out every product relationship and conversion of raw material through to finished goods
- Map out labour, operating and other material costs to establish target margins and pricing
- Understand your variances and monitor every stage of the production process from intake to dispatch
- Capture yield at every stage; determine cost v profit by recording and analysing supplier yields achieved
- Perform cost vs margin analysis for each product.

By identifying which operational areas are profitable and those which need addressing, you can target specific processes and products to deliver more profit.

Picking, despatch and proof of delivery

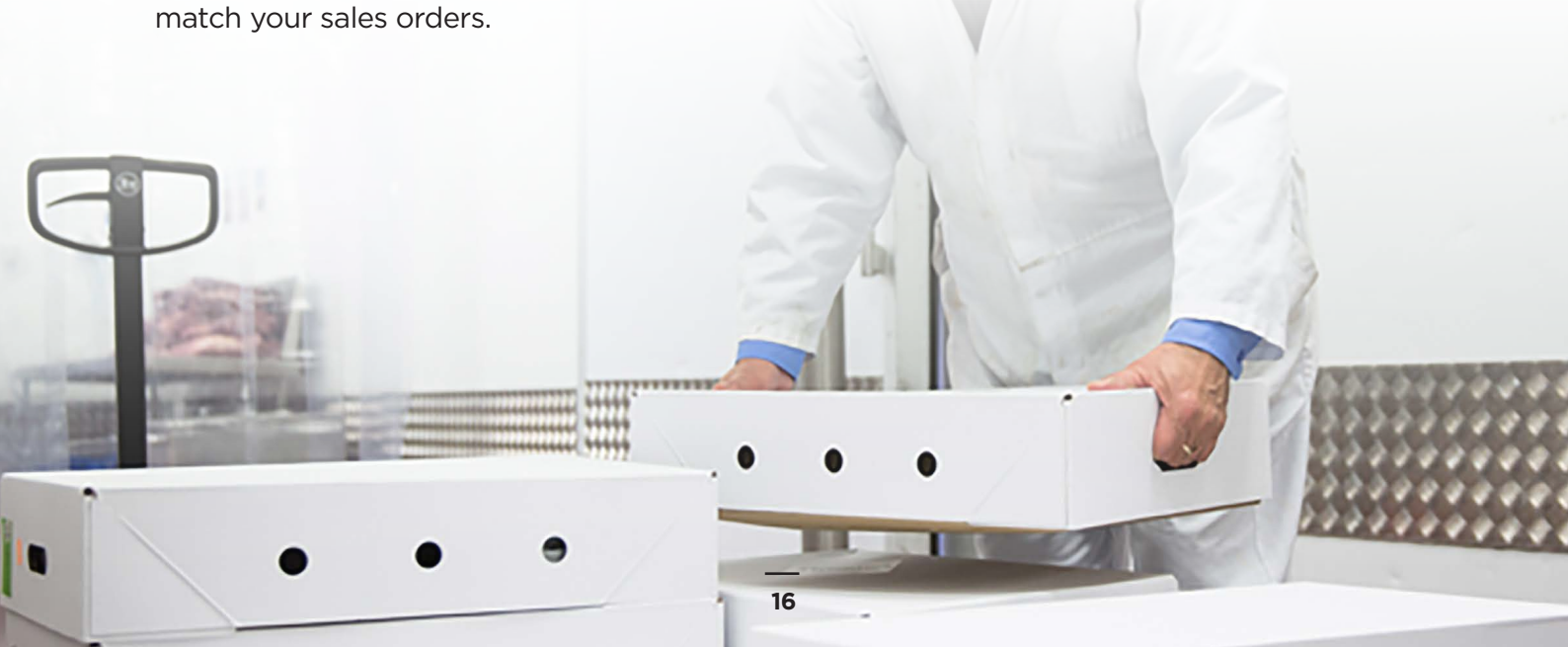
How many credits do you give your customers every week that could be avoided?

At SI, we've worked hard to find ways to overcome the daily challenges within order picking and despatch of catering boxes. In collaboration with leading catering butchers, we've developed a solution that cuts credits by removing human error and ensuring what's ordered is delivered.

We've integrated barcode technology throughout the production, pick, pack and despatch cycle to provide the assurance that what's being delivered will be correct and will match your sales orders.

With SI's Despatch Tracker managing your picking and despatch:

- Picking staff can scan each product or pack into the catering box itself and know when the collated order can be registered as 100% complete
- Automatically produce case end labels for each box, comprising customer details, addresses, and other specific details, such as brand related information
- Have access to real-time shop-floor data, to provide a customer with all the evidence needed to prove traceability.



“ Everything we sell is made to order and we despatch around 7500 items a day. Of all the software suppliers we spoke to, only SI understood our processes and what we are trying to achieve. More than that, SI had created an IT solution specifically for this environment. ”

Stephen Sweeney, Financial Director for Campbells Prime Meats.

Select, scan and validate

Our easy-to-use order collation app is designed to manage picking within a high product proliferation environment. With pickers following a logical staged process, they simply need to:

- Select the order
- Scan all products to the box
- Press “end box” to produce and print a case end label for the specific customer and everything that has been scanned into that box.

Not only will you know that all products have been scanned into the box but key details, such as dates, will automatically be validated.

Make sure your drivers never miss a delivery box

If you're reliant on manually managing despatch and delivery, then these common issues may be very familiar occurrences within your operations:

- Missed products off the order
- Wrong products shipped

- Products with incorrect dates
- Shipped products but with the wrong quality
- Customer credits issued to compensate for problems.

As most catering butchers now operate their own delivery vehicles, as soon as each customer order is fulfilled, SI has developed a way to scan your orders straight onto vehicles and to assigned routes.

As your drivers scan the boxes on to their individual routes, any missing cases will be identified, eliminating return pickup journeys.

Upon arrival at each customer, all relevant boxes are scanned off vehicle and signed for. Through the use of our mobile 'Proof of Delivery' application, customers then sign for orders, to confirm they are happy with their delivery. This electronic confirmation automatically links to the invoice generation process. By implementing this process, most customer credits can be eliminated.

Cut the customer credits by up to 80% with SI

Seamless back office o

Purchase order processing

When combined with our purchase order processing (POP) module, your business will have complete control and improved efficiency across the entire order and intake process.

Our versatile POP application doesn't just control purchase of all raw materials, ingredients packaging and consumables, it also stores all supplier information, including price lists, supplier approvals and accreditations.

POP features include:

- Date prompts to chase orders
- Due and received reporting, complete with required times to generate delivery schedules
- Buffer stock visibility by each product code
- Received shipments and email order confirmations.

Once the purchase order is uploaded, it is visible to all users of the system and used by operators of the intake module.

Simplify sales order processing

To support the intensive transactional environment that catering butchers deal with, our SI engineers have redeveloped our sales order processing (SOP) module. This real-time system shows orders as soon as they come in and reports on everything that needs to be produced.

With our new feature-rich software your business can manage your orders more effectively by running a system that:

- Enables your team to deal efficiently with the huge variety of product codes
- Holds price lists for each customer
- Allows for fast data entry with customer shopping baskets
- Provides customer templates, for the products that they order the most; just select the quantities and complete the order
- Schedules CRM calls
- Features 'drag and drop' for those items that have been bought before
- Includes full sales analysis tools, and reporting on demand, whether by customer, sales history, product, or product group.

Operations and analysis

SOP's flexibility also provides for integration with market leading accounting software packages, such as Sage.

In fact, SOP can process your entire orders right through to invoicing.

Supplier and production analysis

Your supply chain is vital and comprises multiple suppliers, often for the same raw material.

When carcasses are bought from several producers at different prices, it's essential to have the ability to monitor variances, compare yield downstream and work out who is the most cost-effective supplier. Our comprehensive reporting suite arms you with the tools to unearth this level of detail.

With real-time information and a central system to organise and monitor your supply chain and production, our reports allow you to:

- Analyse intake
- View the detail of what's in stock
- Analyse key production KPIs and trends by giveaway, yield by product, mass balance, throughput, butcher performance, and accuracy v throughput
- Monitor and drive performance - by department or site
- Interpret production yield and giveaway
- Evaluate progress on order collation pick, despatch and delivery
- Provide visibility across entire process - intake weight, post wipe up weight and prime/secondary weights
- Demonstrate traceability.



Mobilise your data

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.

Our values underpin everything we do – straightforward, innovative, tenacious, committed and trusted – and are the direct result of our own customer feedback when we asked them what we were like to work with and how we were different to other suppliers.

Whatever the challenge, we are driven by a common purpose to ensure our customers are always satisfied. We never give up; we always take ownership; we make it work for you. Our drive, tenacity and commitment are the foundations of our longstanding relationships.

“ 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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