



Customer Profile

Harris Ranch Beef Production Sizzles with Infor SCM Products



Facts at a glance.

Products: Infor™ Advanced Planning
Infor Demand Planning (SCM)
Industry: Food & Beverage/Meats
Country: USA

"Infor solutions have enabled Harris Ranch Beef to significantly reduce costs through accurate materials projections."

—Randall Dehart, IT Director

About the company.

Harris Ranch, founded in the 1930s in California's San Joaquin Valley, has grown and expanded into the west's most progressive, innovative, and quality conscious beef producer. They've built a uniquely integrated beef production system where cattle are exclusively sourced, fed, and humanely processed by the company in order to raise beef that's as pure and great tasting as nature intended. Harris Ranch is now the largest cattle feeder, beef processor, and beef marketer in California and also one of the largest family-owned agribusinesses in the nation, with annual sales in excess of \$400 million. Their products are distributed to retail and foodservice markets in the US and around the globe, and are showcased at the legendary Harris Ranch Inn & Restaurant in California. www.harrisranchbeef.com.

Challenges.

- Create accurate sales forecasts.
- Correctly determine proper balance of product types to avoid production shortfalls and overages among them.
- Keep operations running as efficiently and profitably as possible.
- Optimize the use of raw materials and cut costs.
- Acquire a software solution that works with technology already in place.
- Increase current production levels at a decreased cost per unit.

Benefits.

- Infor Advanced Planning and Infor Demand Planning integrated flawlessly with Infor Adage already in place.
- Real-time data driven statistical forecasts determined how many raw materials were needed and how many of each product need to be packaged to maximize profits.
- Solution increased the amount of raw materials available to be processed and shipped out as product.
- New technology reduced the number of times employees must handle raw materials, allowing staff to focus on other areas of production.
- Savings of at least three cents per pound created significant cost reductions.
- System enhanced trim/cut optimization, improving production plan adherence and reducing waste.
- Accurate materials projections allowed Harris Ranch Beef to operate more cost-effectively.

"Harris Ranch now saves at least three cents per pound by optimizing the usage of raw beef for grinding, which creates a substantial expenditure reduction when dealing with millions of pounds each month."

—Randall Dehart,
Harris Ranch Beef

641 Avenue of the Americas New York, NY 10011 800-260-2640 infor.com

Copyright© 2012 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners. This document is provided for informational purposes only and does not constitute a commitment to you in any way. The information, products and services described herein are subject to change at any time without notice. www.infor.com.

INF1230003-1244976-EN-US-1012-1