



CASE STUDY



“

With Foods Connected we've seen an improvement on yields, faster reaction on deviations and now have an ability to benchmark.

- FRANCISCO CHEIRA, MANAGING DIRECTOR ”





SOHI - Strengthening Development, Innovation and Sustainability.

Based in Santarém, the SOHI manufacturing site was built in November 2002, with the goal to supply Sonae MC stores with pre-packed fresh meat.

In January 2017 however, **SOHI as a company launched as a result of a joint-venture between Sonae MC, the retail market leader in Portugal, and Hilton Food Group, the European market leader for red meat and processed food.**

With a crew of more than **600 highly skilled team members** working 24/7, SOHI supplies all of Sonae's stores across the country on a daily basis.

As main drivers for the business, SOHI maintains a strong focus on safety, continuous improvement, quality and innovation. Their operation in Portugal brings a versatile offering to the market, processing the finest primals from beef, pork and lamb to produce a selection of MAP and pre-packed meat slices as well as reformed and minced meat-based products.

The Business Case

SOHI boasts a state-of-the-art pork deboning plant, **handling thousands of carcasses per week** and with the sheer volume of product moving through their factory daily, SOHI found themselves beginning to struggle.

They were finding it difficult to report on their yields and costs, making it **challenging to track just how cost effective (or ineffective) they were being with the raw materials entering their factory floor.**

Foods Connected has become a vital component in their operation, providing the solution to give SOHI **full end-to-end commercial visibility of the pork deboning operation, creating production plans and bespoke yield trees and allowing for in-depth analysis.**

Restrictive Traditional systems

A major difficulty SOHI faced before implementing Foods Connected was “accurately evaluating deboning performance, particularly with the complexity of managing different primal cut specifications, each with their own yield target.”

This issue was exacerbated further by the unusually high pig prices over the last 18 months, driven by global demand, particularly in Asia, leaving margins squeezed.

The vast number of variables meant the team were “struggling to accurately evaluate Boning Hall performance using spreadsheets - therefore making analysis much slower and less user friendly.”



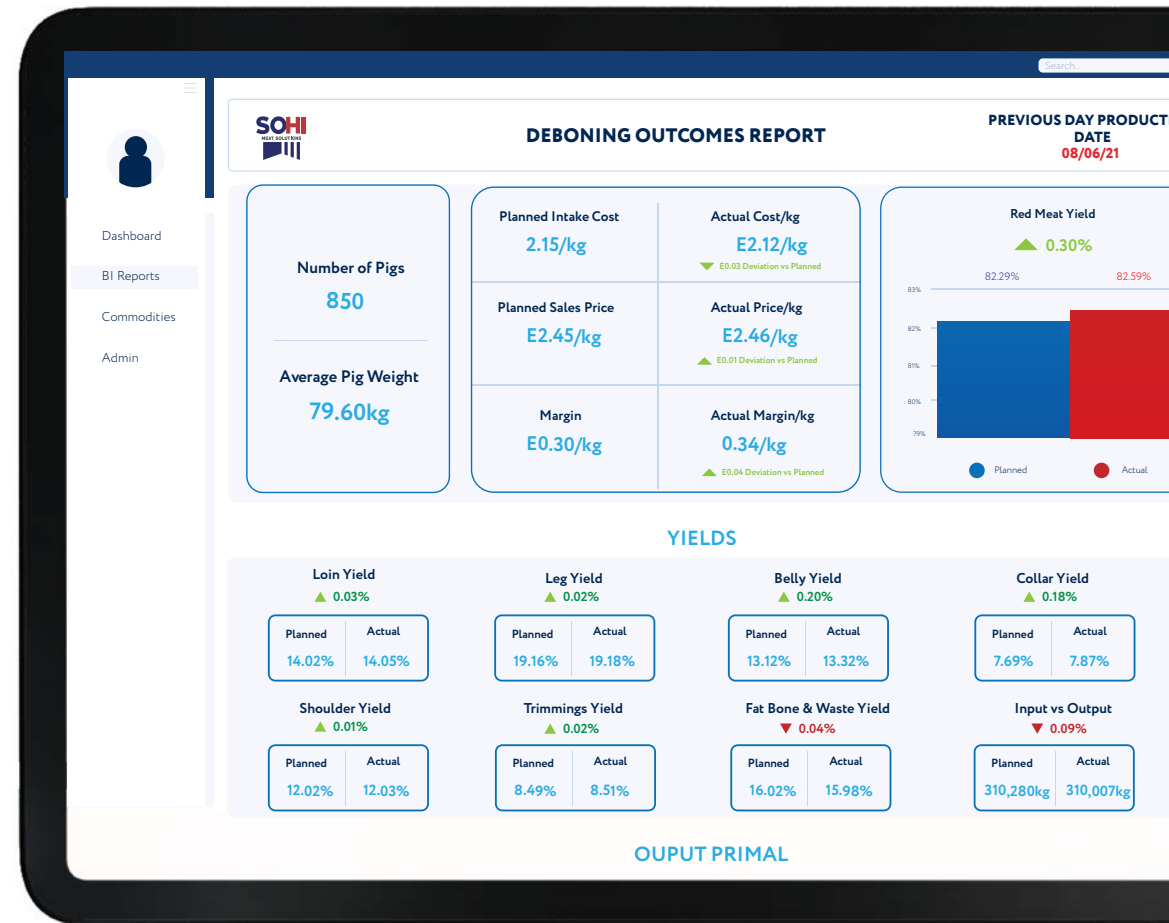
One End-to-End solution with Foods Connected.

Foods Connected played a key role in SOHI meeting its goals and targets - notably enabling them to increase red meat yield by approximately 2%.

After being recommended the solution by the Hilton Food Group who had been using the Foods Connected costing model for a number of years in other parts of their business, SOHI discovered that by simply digitising their system they were surfacing a wealth of crucial production data, highlighting inefficiencies in their deboning management and processes.

“Hilton had previous experience with Foods Connected and had positive results regarding the difficulties we were facing.”

Foods Connected played a key role in SOHI meeting its goals and targets - notably enabling them to **increase red meat yield by approximately 2%**. As a result of this improvement, their team have experienced an **unprecedented 6 figure margin increase** - seeing significant benefits within several months of implementation.



How Foods Connected has transformed SOHI's efficiency and output predictions.



IMPROVEMENT ON YIELDS



ABILITY TO BENCHMARK YIELDS



INCREASED VISIBILITY OF PRODUCTION COSTS

Improvement on Yields

The distinct difference highlighted by the team at SOHI was their considerable "improvement on yields." They had transformed their production management utilising a system that gave them **more control and visibility** to achieve their targets.

By embracing a digital system and specifically the 'Yield Trees' solution - which creates target yields for every cut, and analyses these against the actuals - SOHI management were able to identify specific areas for improvement. As a result, the team at SOHI were producing **a higher percentage of products that met the appropriate yield targets** whilst maintaining the high-quality standards expected of them by a discerning customer.

The SOHI team now collaborate with the Foods Connected team carrying out regular "Yield days" to review agreed standards and ultimately deliver the right insight so that they can instantly see where there are weaknesses in their operations.

Foods Connected Cost and Yield Manager										
Plan 2021 05 26 Reconciliation: 720 Units - Average Weight 79.06										
Expected						Actual				
	SCENARIO %	YIELD	VOLUME	PIECES	PIECE WEIGHT	YIELD	VOLUME	PIECES	PIECE WEIGHT	YIELDED PRICE
GROUP 01 - Pork Front Quarter										
1001003 PORCO PA C/ OSSO S/ COURATO	-	-	-	-	-	-	81.00	9	9.02Kg	E1.67
1003478 VC PORCO PA COM OSSO	2.78%	10.13%		80	2.03Kg	11.09%	177.52	80	2.22Kg	E1.77
10028979 PORCO PA S/OSSO 4D	03.72%	11.32%		918	4.53Kg	10.89%	3922.89	900	4.36Kg	E1.79
19928978 PROCO PA ESPETADAS	14.20%	6.22%		204	2.49Kg	6.98%	552.82	198	2.79Kg	E1.79
100234897 PORCO PA SEM OSSO P/PICAR	19.30%	13.74%		278	5.50Kg	13.16%	1564.06	297	5.27Kg	E1.79
TOTALS				1,480	4.29Kg		6,299Kg	1,484	4.24Kg	
							EXPECTED VOLUME	57,634.60Kg		
							ACTUAL VOLUME	57,545.90Kg		

Ability to Benchmark SOHI's Actual Yields vs Target Yields

Working alongside the experts at Foods Connected, SOHI have built a suite of real-time dashboards and reports which allow their team to monitor progress daily.

As well as this they receive monthly 'Executive' comparison reports from the Foods Connected Business Intelligence (BI) team, containing a deeper insight into how they have been performing compared to targets and historic data.

Such reports include **Actual vs Expected % Yield Analysis by Cut**, **Actual vs Expected Production Volume**, **Actual and Expected Value Analysis by Cut** and more.

With this improved tracking and data handling "SOHI can now Benchmark" and build a true evaluation of performance for management and their own strategic planning.



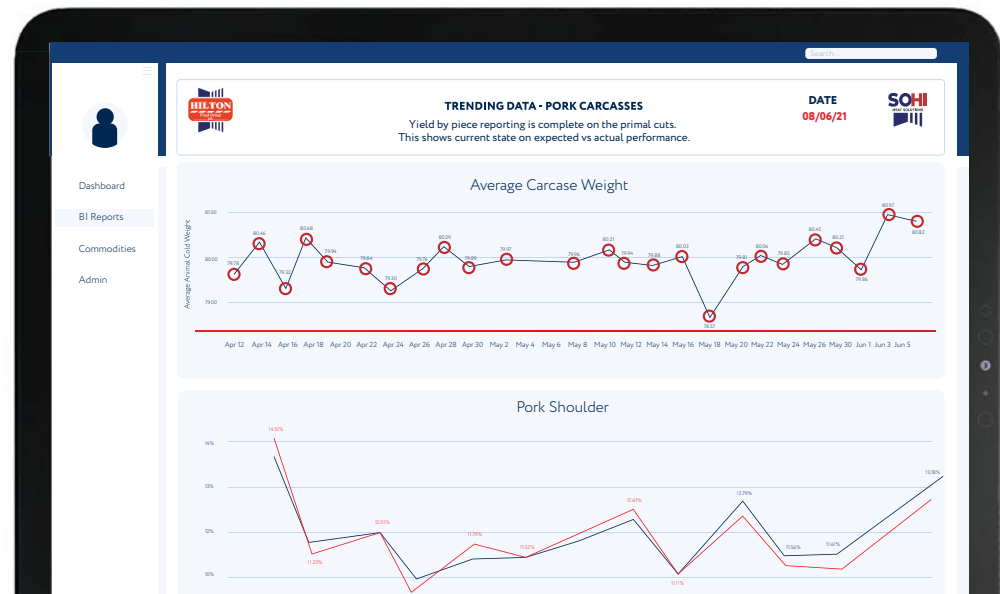
IMPROVEMENT ON YIELDS



ABILITY TO BENCHMARK



INCREASED VISIBILITY OF OVERHEADS



Increased Visibility of Production Costs

The impact of Foods Connected on the visibility of SOHI's internal overheads and raw material costs is undeniable.

When using traditional methods, it was hard for the team to fully understand the finer details of their inputs (e.g. Pig carcase prices), cost break downs and return on investment - factors which had been negatively affecting their margins.

The Foods Connected system made a significant impact on SOHI's profit margins and enabled them to begin making considerable, **sustained savings within as little as 3 months of implementation.**



IMPROVEMENT ON YIELDS



ABILITY TO BENCHMARK



INCREASED VISIBILITY OF PRODUCTION COSTS

The screenshot displays the 'Cost and Yield Manager' interface. The top navigation bar includes 'FOODS CONNECTED' and 'Cost and Yield Manager'. Below this, a breadcrumb trail shows: Overview > Costing Scenarios > Product Confirmations > Intake Data > Product Reconciliation > Financial Reconciliation. The main content area is titled 'Costs Euro/KG' and shows a total of '840i'. The table lists the following cost components:

Costs Euro/KG	840i
Pork Carcase (European Cut)	2.09 <small>€165.14/Unit</small>
Sohi Labour	0.078 <small>€6.50/Unit</small>
Sohi Overheads	0.2 <small>€7.34/Unit</small>
Sohi Packaging (General)	0.017 <small>€1.32/Unit</small>

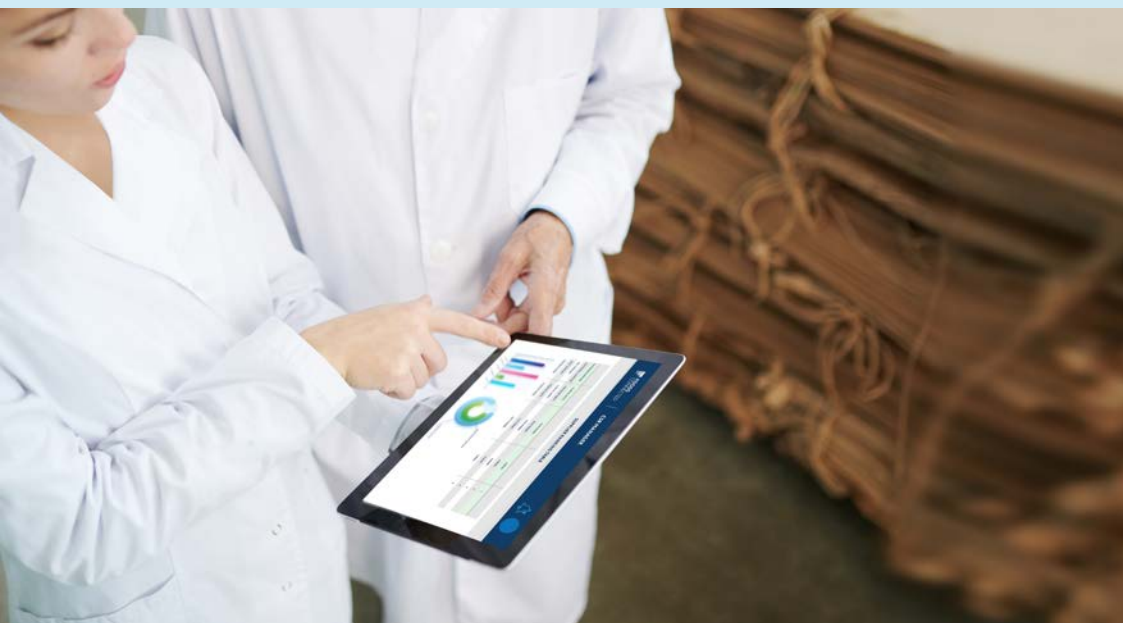
At the bottom right, a summary shows: Cost Per KG: E2.239, Total Cost: 840 UNITS (with a green checkmark).

Transform your business with Foods Connected.

Companies across the globe are using Foods Connected to better manage their processes and streamline their supply chain.

Why not book in for a free demo with one of our experienced industry professionals who will be able to walk you through the solution and discuss how Foods Connected could meet your needs and solve your pain points.

[Learn more about our Procurement and Planning Solution here](#)



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