

CUSTOMER SUCCESS STORIES

5 businesses that chose Foods
Connected to deliver their
digital transformation goals



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INTRODUCTION

Everything we do at Foods Connected revolves around one thing – helping the food and drink manufacturers, retailers and suppliers we partner with find a better, more efficient, sustainable way of working.

Our award-winning cloud-based supply chain solutions are designed to revolutionise your process and optimise your spend, making you more streamline and more successful.

We come from the industry, so we understand your business needs. Together we can unlock the data you require to excel.

Here are just some of our recent success stories...



DIGITALISING SUPPLIER AND RAW MATERIAL APPROVAL PROCESSES TO DRIVE GROWTH AND EFFICIENCY: FINNEBROGUE & SUPPLIER MANAGEMENT



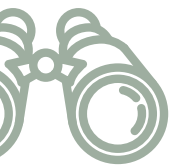
AT A GLANCE

**TRENDING DATA
IN REAL-TIME**
ON THE FACTORY FLOOR WITH
NO MORE FAILED AUDITS

EFFICIENTLY MANAGING
305
SUPPLIERS ACROSS 4 SITES

VEGAN FACTORY HANDLING
200 NEW INGREDIENTS
OPENED DURING COVID WITHOUT
EXTRA RESOURCE

OVERVIEW



Finnebrogue is one of the UK's leading food producers. A family-owned business based in Downpatrick, Northern Ireland, they produce premium sausages, venison, bacon, ham, wagyu beef and premium vegan products across 4 state-of-the-art sites, supplying several major retailers. They are committed to innovation and the desire to produce delicious, nutritious and sustainable food.

THE CHALLENGE



Before working with Foods Connected, Finnebrogue's supplier management processes were manual and paper based, presenting a series of challenges. Data access was difficult, with time wasted on administration and resourcing. Trending was slow and done off the factory floor, making it difficult to monitor supplier compliancy. This then led to out-of-date certifications and failed audits. Finnebrogue needed a fresh approach and a more efficient way of working.

THE SOLUTION



The solution was to embark on a digital transformation with Foods Connected. This would digitise their supplier management, automate manual processes and avoid double handling of data, transferring records into one system, so trend analysis was faster.

The first step was to digitise the approval process for their 300-plus suppliers, removing time-consuming email chains. Next up was digitising factory floor audits, reducing human error and data double handling. Then the final step was introducing Specification Manager to remove the specification template back and forth.



DIGITALISING SUPPLIER AND RAW MATERIAL APPROVAL PROCESSES TO DRIVE GROWTH AND EFFICIENCY: FINNEBROGUE & SUPPLIER MANAGEMENT



“ **If I had to describe Foods Connected in three words; it would be ‘makes life easier.’** ”

- Amy Irvine, Compliance Auditor

RESULTS



The changes to Finnebrogue's ways of working have been immediate. By digitally templatising the supplier process using the Foods Connected solutions, requests and approvals are sent automatically to suppliers with just one click. Finnebrogue can also respond quickly to customer demands through the Specification Manager, easily and effectively amending specification templates.

Factory floor audits are now completed and analysed in real time via mobile devices, with the data shared using the Foods Connected tools, giving compliance auditors instant access to insights, shifting their focus to fixing instead of finding trends.

There is a clear and up-to-the-minute overview of supplier compliancy through the Supplier Manager tool, which is set to flag Finnebrogue's specific requirements. Additionally, it allows authorised users to send non-conformances, ensuring transparency across the supply chain and giving Finnebrogue a more accurate and detailed picture of their supply chain at the touch of a button.

Overall Foods Connected has transformed how Finnebrogue works. Team time and resources are better allocated, data is always available centrally, and the entire supplier and raw material approval process is now accessible digitally.



FROM FRAGMENTED DATA TO FULL VISIBILITY: MARLEY SPOON & SUPPLIER MANAGER

AT A GLANCE

DELIVERING NEARLY

50m

MEALS ACROSS THREE REGIONS TO
EIGHT COUNTRIES

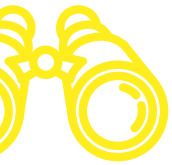
64%

SAVING ACHIEVED BY
STREAMLINING THIS
SYSTEM

4%

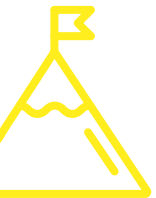
ANNUAL RETURN ON
INVESTMENT

OVERVIEW



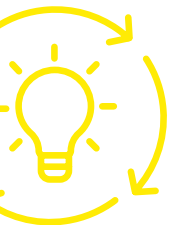
Marley Spoon is an online pre-portioned meal kit subscription service, operating in three primary regions across eight countries internationally. With a supplier base of over 200 suppliers, it delivers delicious, 30-minute recipes with farm-fresh ingredients to your door.

THE CHALLENGE



Before Foods Connected, Marley Spoon managed and tracked supplier compliancy using spreadsheets. This time-consuming approach lacked supplier status visibility and made it difficult to protect data integrity and validity. Data could become fragmented and duplicated across multiple locations reducing version control, introducing the danger that outdated data was being used to inform business decisions.

THE SOLUTION



The solution was the digitisation of Marley Spoon's supplier management process. Food's Connected's software solutions give the business full visibility of its approved supplier list, easy access to approval documents, contact details and all the other key supplier information. This is all accessible within one single user-friendly platform.

Supplier Manager provides a clear, colour-coded summary of supplier compliancy, which integrates seamlessly with the other Foods Connected tools. Supplier data can now be captured in one location and the system sends out automated expiry reminders to suppliers, as well as alerts to internal users to keep them updated on which suppliers have completed their tasks.



FROM FRAGMENTED DATA TO FULL VISIBILITY: MARLEY SPOON & SUPPLIER MANAGER

MARLEY
SPOON

“ **Foods Connected has helped Marley Spoon to document, review and improve all our supplier data and performance, enabling efficient and effective decision-making based on real time data.** ”

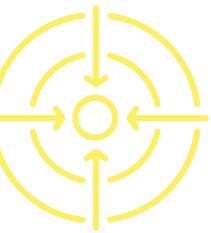
– Simon Rose, Head of Purchasing and Inventory

RESULTS

Marley Spoon now have complete visibility over any recurring compliance issues within their supply chain.

Communicating through the platform in real time has improved visibility and collaboration by streamlining processes, speeding up approvals and monitoring compliance levels.

With one source of truth, risk of data duplication and human error is significantly minimised.



FROM PROBLEM PROCESSES TO REAL-TIME OPERATIONAL OVERVIEWS: HILTON FOODS HOLLAND & PROCUREMENT AND SUPPLY CHAIN SOLUTIONS

**HILTON
FOODS
HOLLAND**

AT A GLANCE

NEW LOGICAL STRUCTURE

FOR THEIR COMPLEX PRODUCT
DEVELOPMENT PROCESS

25%

REDUCTION IN ADMIN

A NEW

HOLISTIC VIEW

OF THEIR ENTIRE NETWORK

OVERVIEW



Hilton Foods Holland produces a wide range of products including beef, pork, burgers, sausages, schnitzels and more and are the strategic partner for retailer Albert Heijn. With nearly 400 suppliers in their supplier base, they invest heavily in new technologies at their meat-packing factory, so it runs efficiently and delivers consistently high-quality products to the right place at the right time.

THE CHALLENGE

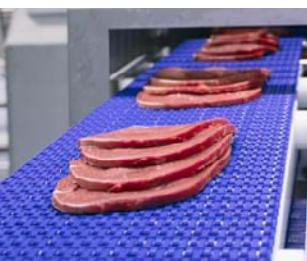


Hilton Foods Holland had difficulty tracking supplier management, raw material specifications and purchasing processes. They lacked the robust processes needed to make evidence-based, strategic decisions to achieve the highest returns since they relied heavily on spreadsheets and physical documents. Traditional methods caused issues when products didn't meet specifications, whilst slow supplier communication caused major delays and impacted the value of time sensitive products.

THE SOLUTION



Foods Connected digitised key processes to create a one-stop shop for all of Hilton Foods Holland purchasing and supplier planning requirements. All the information is now centrally stored in our platform and the team can instantly access a real-time overview of their operations including full version control. The platform can also streamline communications across the group.



FROM PROBLEM PROCESSES TO REAL-TIME OPERATIONAL OVERVIEWS: HILTON FOODS HOLLAND & PROCUREMENT AND SUPPLY CHAIN SOLUTIONS

“ **Foods Connected has become pivotal in the management of Hilton Foods Holland wider operations, ‘developing with our changing needs.’** ”

RESULTS



The biggest outcome is a wave of innovation across the entire Hilton Foods Holland business. Workflow tools encourage collaboration and transparency across all purchasing negotiations.

Open-book costing models ensure higher returns. Supplier data is accessible in one location, so it's possible to effortlessly track and supervise supplier activity and flag any issues.

Product Check Manager ensures issues are quickly rectified, saving time and cost. And a 360-degree view of the supply chain makes it easy to view intake and raw material data as well as assess if products meet the desired specifications.



FROM CHALLENGING YIELD EVALUATIONS TO FULL VISIBILITY: SOHI & YIELD MANAGEMENT

AT A GLANCE

2%INCREASE IN
RED MEAT YIELDTRANSLATING INTO A
6-FIGURE
MARGIN INCREASESIGNIFICANT IMPACT ON
PROFIT MARGINS IN JUST
3 MONTHS

BACKGROUND

SOHI launched in January 2017, as a joint venture between Portuguese retail market leader Sonae MC and Hilton Food Group, the European market leader for red meat and processed food. With 600 highly skilled team members working 24/7, SOHI supplies all of Sonae's 1,343 stores across the country every day.

THE CHALLENGE

Handling thousands of carcasses per week, SOHI found it difficult to report on yields and costs. Accurately evaluating deboning performance, particularly with the complexity of managing different primal cut specifications, each with its own yield target, was extremely challenging. This was exacerbated further by the unusually high pig prices, particularly in Asia, which left margins squeezed. The vast number of variables meant the team were struggling to accurately evaluate Boning Hall performance using spreadsheets. This made analysis much slower and less user friendly.

THE SOLUTION

By implementing the Foods Connected platform SOHI gained full end-to-end commercial visibility of the pork deboning operation. The ability to create production plans and bespoke yield trees allowed for in-depth analysis. By simply digitising their data and processes, SOHI were able to surface a wealth of crucial production data, highlighting inefficiencies in their deboning management and processes.



FROM CHALLENGING YIELD EVALUATIONS TO FULL VISIBILITY: SOHI & YIELD MANAGEMENT

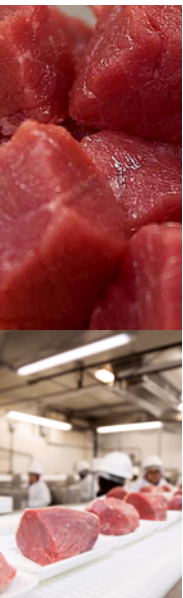
“ With Foods Connected we’ve seen an improvement on yields, faster reaction on deviations and now have an ability to benchmark. ”

- Francisco Cheira, Managing Director

RESULTS

SOHI has identified a considerable improvement of approximately 2% on yields with more control and visibility to achieve their targets. This translated into a 6-figure margin increase in just three months. Yield tree functionality has enabled SOHI management to identify specific areas for improvement. As a result, the team at SOHI are producing a higher percentage of products that meet the appropriate yield targets.

The team can access real-time dashboards and reports which make it easy to monitor progress daily. 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.



FROM INEFFICIENT LEGACY SYSTEMS TO INDUSTRY-LEADING BENCHMARKS: OSI & BESPOKE SUSTAINABILITY SOLUTIONS



AT A GLANCE

65

DRAMATICALLY REDUCED
ADMIN TIME ACROSS 65 FACILITIES
IN 17 COUNTRIES

IMPROVED
COMPETITIVE
ADVANTAGE

850+

PRODUCTS FROM ACROSS
4 SITES MANAGED MORE
EFFICIENTLY

BACKGROUND

The OSI Group are a premium meat supplier offering extensive capabilities to source, develop, produce, and distribute custom food solutions to retail and food service industries around the world. With 800+ suppliers in their supplier base, OSI operate over 65 facilities in 17 countries with the goal to offer fresh, innovative ways to deliver next-generation food solutions.

THE CHALLENGE

Prior to using Foods Connected, OSI used legacy systems and struggled to effectively manage sustainability practices. This was due to limited standardisation in place to track supplier progress and rank them in accordance with their own targets and benchmark annually. The inefficiency of this process presented considerable risk to OSI as a leading supplier, with a core value proposition focused on sustainability and actively encouraging sustainable practices in their end-to-end supply chain.

THE SOLUTION

Foods Connected recognised that OSI needed a better insight into their supply chain sustainability practices. Questionnaire Manager has been introduced to engage more effectively with the supply base, with customisable questionnaires ensuring that all the data is accessible all the time. The Foods Connected team also created a tailored scoring system to align with OSI's sustainability needs. This meant OSI can now instantly identify their top suppliers and translate the data into user-friendly dashboards.



FROM INEFFICIENT LEGACY SYSTEMS TO INDUSTRY-LEADING BENCHMARKS: OSI & BESPOKE SUSTAINABILITY SOLUTIONS



“ ‘Foods Connected provided one-to-one support to OSI when we were designing and implementing our supplier sustainability benchmark. Using the Foods Connected system, we were able to streamline our communications with our suppliers (...) and can easily identify our sustainability leaders in our supply chain’. ”

- Claire Donoghue, Operations Director & EU Head of Sustainability

RESULTS

All of OSI's sourcing now meets its sustainability standards, as the business has a birds-eye view across the entire supply chain of their suppliers' sustainability, offering specific feedback to suppliers who fall short of their benchmark.

They also now have quick and easy access to the most recent sustainability information and metrics, allowing them to work more effectively, focusing on top priorities. This new kind of data access has enabled OSI to make informed decisions, which in turn have improved their position in the market.



GOT A QUESTION?

Simply drop us a line and we'll get back to you as soon as we can



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Or, for a **quick no obligation demo** with a friendly face, reach out to one of our team members below.



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