

**CUSTOMER**

Salm Partners, LLC

INDUSTRY

Meat Processing

LOCATION

Denmark, WI

NUMBER OF LOCATIONS

One

NUMBER OF PARTNERS

180

NUMBER OF USERS

45-50

SYSTEMS

Sage MAS 500 ERP

O2 Process Manufacturing

O2 Mobile Warehouse

Salm Partners Blends Innovation with O2 Food ERP

Since 2004, Salm Partners has been a contract manufacturer of smoked sausage and hot dog products. As a leader in operating new technology, Salm Partners provides a unique collagen co-extrusion, cook-in-package production which delivers the highest quality extended shelf life products available today for several leading branded marketers and private label customers. With over 75 years of industry-specific experience, Salm Partners has the expertise to rapidly and efficiently develop and introduce new items to the marketplace.



Manual Processes and Labor

From the beginning, Salm Partners relied solely on Quickbooks and Excel spreadsheets for their operational reporting and record keeping. Since that time, Salm Partners had experienced rapid growth and needed to find a new system for better reporting, inventory accuracy, and visibility. According to Steve Huntington, the CFO of Salm Partners, "We have grown at an average rate of 25% per year and became way too big to operate on Quickbooks. This system also required manually entering information and we had data everywhere. Quickbooks didn't provide the tools for our business to operate with continuous growth."

Visibility Makes the Difference

Growth wasn't the only reason Salm Partners decided to implement O2 Food ERP. "Before using O2, we lacked the ability to see what was happening and hoped the right paperwork was done and the correct information was entered. Physical inventory counts took place monthly and our books were adjusted accordingly. We needed a system that could not only grow with us, but one that provided the type of visibility we needed to operate efficiently," stated Huntington. "We suffered from a lack of visibility and couldn't get good data for reporting or analysis. We couldn't get correct collagen reports, production yields, or run reports to see actual costs before O2," says Huntington. O2 Food ERP allowed Salm Partners to get accurate information out of the system quickly and easily and gives greater visibility through reporting and data of their manufacturing process.

CHALLENGE

A lack of visibility; accounting system couldn't sustain growth; and manual processes led to inadequate and unreliable reporting.

SOLUTION

O2 Food ERP for Sage MAS 500 and O2 Mobile Warehouse.

RESULTS

Reduced labor and elimination of manual processes; accurate, real-time information providing automation, visibility and strong reporting.

"Having been involved in multiple ERP implementations in the past, I knew that O2 Food ERP was a great system from the start. I can now say this was one of the easiest and least problematic implementations that I've ever participated in."

Results Speak for Themselves

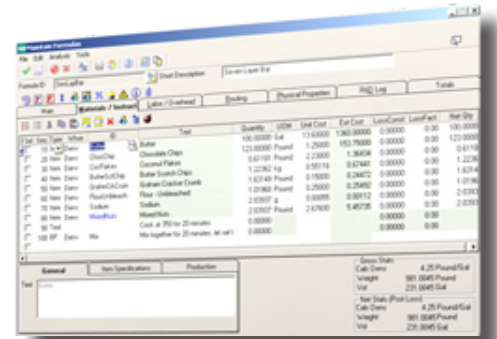
Today, Salm Partners sees the benefits of implementing O2 Food ERP. "We have seen reduced inhouse labor as well as increased visibility throughout the entire organization since implementing O2 Food ERP," says Huntington.

Since implementing O2 Food ERP, Salm Partners has been able to eliminate the manual paperwork and automate processes. The elimination of monthly physical inventory counts has not only reduced labor but is an area of cost savings. Another benefit is in the complete traceability available with O2 Food ERP. "Traceability reports are a great asset from a recall aspect. Prior to O2, a mock recall would take hours with multiple partners involved in the process. Today, this is a simple process that can be completed by one person," says Huntington.

Why O2 Food ERP and EVS

After analyzing multiple solutions Salm Partners decided to select O2 Food ERP due to a few key features. "First, the lot tracking capability really leads to increased safety and quality, which is an important feature for us. Secondly, the accurate, real-time information we are able to view has increased our visibility immensely. Finally, we were impressed with O2 Food ERP's ability to fully automate all of our processes. The seamless integration into a single solution fits well into our processes and was a key factor in the decision to select O2," states Huntington.

"From an implementation standpoint, working with EVS was great. Having been



involved in multiple ERP implementations in the past, I knew that O2 Food ERP was a great system from the start. I can now say this was one of the easiest and least problematic implementations that I've ever participated in. EVS consultants provided good testing and training, which made our employees feel comfortable with the system. The EVS team is knowledgeable, understands the manufacturing environment, and has experience with other companies to bring to the table. Even with an aggressive time line, with the help of EVS we were able to implement the system on time and on budget," adds Huntington.

Excited for Future Growth

With O2 Food ERP fully implemented, Salm Partners is ready for the growth in the coming years. "We are making new products and adding new production lines all of which wouldn't be possible without O2. The success of this system and the enormous benefits we've seen have not only allowed Salm Partners to reduce costs, but to gain visibility to aid in future decisions," states Huntington. "We are excited about our future growth because we know the O2 Food ERP is easy to replicate and will be there to grow with us," says Huntington.



12303 Airport Way, Suite 200, Broomfield, CO 80021
(303) 494-1765 | www.evs-sw.com