SYSPRO Sets Up Ken Foods for Future Growth

At a Glance

ORGANIZATION

Ken's Foods

REGION

USA

KEY CHALLENGE

Implement a solution that would scale in line with company growth

KEY BENEFIT

Integrated solution facilitates measurable changes and improvements

INDUSTRY

Food and Beverage

END USER MARKET

Retail & Food Service

SOLUTION

SYSPRO 8

KEN'S
A Family Owned Company ®

Customer Profile

A family-owned business, Ken's Foods was established in 1958 out of a restaurant called Ken's Steak House in Framingham, Massachusetts. The restaurant became known for its delicious salad dressings, and today Ken's Foods manufactures over 300 products across its retail and food service industry product lines.

The Business Challange

The Ken's Foods leadership team realized that the company required a system with the capability to scale in line with its ongoing growth.

The Solution

The team looked at a number of systems before selecting the fully-integrated SYSPRO Enterprise Resource Planning (ERP) solution.

"When we looked at the features, functionality, modules and capability that were brought to the table, as well as the interface our staff would be using, we felt that SYSPRO was the better fit," says Art Sebastiano, Chief Information Officer of Ken's Foods. "Quite simply, it was the purest food manufacturing product on the market."

The Outcome

With the integrated SYSPRO solution, Ken's Foods is able to slice and dice information, and this leads to recommendations for operational as well as strategic enhancements. With the previous system, this was difficult to achieve.

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> **Art Sebastiano** – Ken's Foods, Chief Information Officer
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SYSPRO™
Say Yes to Next

Why SYSPRO?

For the implementation, Sebastiano elected to partner with Crawford Software, an experienced SYSPRO value-added reseller and a company which he had worked with for several years.

"Crawford brings a methodology and an approach that delivers tangible benefits, and they also have a true desire to help their clients be successful," he says.

Meeting the Need for Growth

Ken's Foods' legacy applications were not integrated; rather, the company had evolved into a situation of having multiple silo systems that were loosely tied together. There was a distinct need for a company and a solution that could handle its current volumes as well the future volumes anticipated with continued growth.

"As it is an integrated solution, SYSPRO allowed us to shift from just doing daily tasks to performing meaningful analytics so that we can measure our changes and see the results," Sebastiano says. "We can now do analysis around where and how information is being consumed, what the associated costs are, what improvements can be made, how to measure our changes – and then see the results."
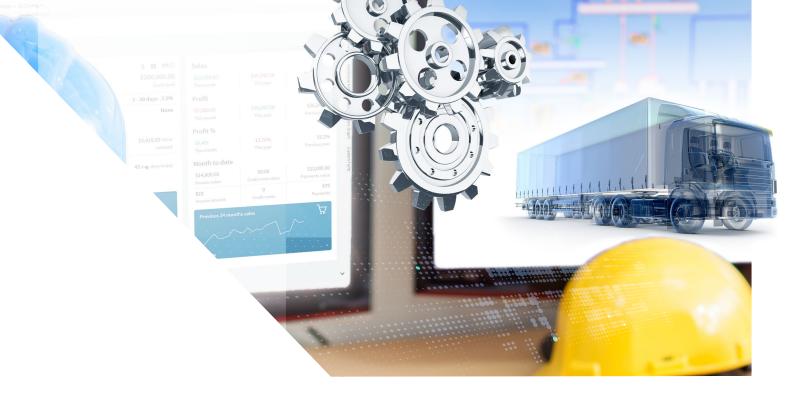
Looking to the Future

Sebastiano says SYSPRO offers Ken's Foods a standard set of features that enable new employees to quickly make a positive contribution to the company.

"As we move forward with SYSPRO and Crawford Systems, we are confident that we have partners who understand our dynamics, our challenges and our

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About Crawford Software

Crawford Software is a team of highly experienced consultants focused on optimizing the performance of individuals and organizations. Crawford Software is dedicated to helping clients reach their business objectives, on target, on time and within budget. We work side by side with our clients to clarify and detail their vision; plan the initiatives that must be taken to reach that vision; turn initiatives into concrete projects; and then support those projects with consulting and project management resources.

Crawford Software is set apart from other consulting firms by our years of experience. We average over 15 years of manufacturing and manufacturing software experience per consultant. With Crawford Software's vast array of manufacturing experience we are known as a company that helps you, the client, implement projects quicker, thus keeping the cost down and achieving a faster ROI. Crawford Software can do this because we believe in small core project teams which are typically made up of the client's employees and our highly experienced staff.

Crawford Software brings a straightforward, no nonsense approach to our projects. Because manufacturing is our focus we can specialize

About SYSPRO

Established in 1978, SYSPRO is an industry-built Enterprise Resource Planning (ERP) solution designed to simplify business complexity for manufacturers and distributors worldwide. SYSPRO provides an end-to-end business solution for optimized cost control, streamlined business processes, improved productivity, and real-time data analysis for comprehensive reporting and decision-making. SYSPRO is highly scalable and can be deployed either in the cloud, on-premise, or accessed via any mobile device.

Combined with a practical approach to technology and a passionate commitment to simplifying business processes, SYSPRO dedicates itself to the success of its partners and customers alike.

SYSPRO's intuitive product features, business intelligence capabilities, and easy deployment methodology are unmatched in the marketplace. The depth of software functionality and targeted industry knowledge makes SYSPRO an excellent fit for a number of select manufacturing and distribution industries, including food and beverage, machinery and equipment, electronics, fabricated metals, automotive, and many more.

Learn more about SYSPRO's solutions for the Food and Beverage industry. **Click here** or contact us