



FOOD & BEVERAGE

# How Infor makes each cut more profitable for meat, poultry, and fish processors

## Be prepared for anything—before the first cut is made

Meat, poultry, and fish processors face a unique planning challenge: balancing supply and purchase options with customer demand. Because demand for finished products or “cuts” will never equate exactly to what is available from a cow, pig, lamb, chicken, turkey or fish carcass, each cut has its own profit margin and production costs. With tight margins and short lead times, each decision you make has to be profitable. Having the right planning tools lets you anticipate these challenges, avoid excess inventory, reduce waste, and have a plan in place well before you ever make that first cut.

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## How Infor solutions can help

The innovative advanced planning tools from Infor® are designed with industry-specific functionality built-in for meat, poultry, and fish processors. With Infor’s tools, you can optimize your supply chain plans for all of the cuts from a carcass—not merely the parts that have higher-value or those with a high-seasonal demand. In addition, Infor’s planning optimization software can help you sharpen your planning and scheduling processes to significantly increase margins, improve service levels, and increase overall utilization of every part from a carcass.

**Infor advanced planning solutions give you a holistic view of your supply chain so you can determine the optimal scenario to meet your demand needs based on your specific business goals.**



With Infor, you get tools that help you:

### Balance supply with demand for short-term planning

In an ideal world, each cut of meat would be sold based on its availability. But, as a meat, poultry, or fish processor, you must make do with the animals that come through your doors. Satisfying customer demand means balancing customer-desired cuts with price optimization to drive demand to better match a variable supply. To compensate for this, many manufacturers supplement their own inventory with supply purchased from outside vendors or fisheries. Do you know how much you need? Or when?



Infor advanced planning solutions allow you to take a holistic view of your supply chain and determine the optimal scenario based on your specific business goals. The solution establishes a model that meets your unique requirements, to balance supply and demand against any number of options. You can create models using a limited or unlimited supply of live animals and the options to purchase pre-cut beef, pork, lamb, poultry, or fish. The options are limitless and are determined only by how you choose to plan your supply chains. You can test a number of permutations in a “what-if” environment and select the most optimal plan, that satisfies all your constraints and makes the best use of your assets, while minimizing costs.

## Convert secondary supply into value-added products

The disassembly process, or “cut operations,” are central to processing meat, poultry, and fish. But the cuts you must make to fulfill demand—ribeye steaks, pork loin, chicken wings, or de-boned fillets, for example—can lead to an excess inventory of non-prime cuts that need to be sold before they expire. Infor can help you convert your secondary supply into value-added products and schedule those production runs with visibility into your available supply.

By running models of certain events, you can determine in advance whether you can afford to freeze your excess cuts for sale later. Or, by determining if there is demand elsewhere in your supply chain for the byproducts of your cutting operations—like fish bones for bone meal or fish skin for gelatin—you could determine whether it makes sense to sell your non-prime cuts and byproducts to other suppliers. With Infor’s tools, you can synchronize your cut-up operations with customer order demand requirements and plan ways to take advantage of any opportunity your secondary supply presents.



## Forecast and plan for shelf-life constraints

Shelf life doesn’t start from scratch. Once an animal has been slaughtered or a fish prepared, you have about 24 hours to turn each cut into an end-product or shelf-stable intermediary—or else you run the risk of unusable inventory. In some instances, freezing presents one potential solution to the shelf-life problem, but freezing meat, poultry, or fish also comes with its own challenges. Can you afford to store your frozen inventory? Can you manage the extra handling, packaging, and distribution costs? You need to know before opting to freeze any excess cuts.

With Infor, you can forecast and plan at the daily level, so you can work within a limited amount of time to produce quality finished goods. You’ll be able to model inventory in each stage—including slaughtering, boning, gutting, grinding, cooking, freezing, and packaging—and handle the transformation of products from stage to stage based on aging. This gives you flexibility in defining your shelf-life constraints and impacts.

## How you benefit

Infor's advanced planning solutions are critical decision-making tools for meat, poultry, and fish processors. These tools can help you evaluate all of the options and time constraints you face, so you can balance supply, demand, capacity, and profit.

Working within the constraints you tell it about your business, Infor's advanced planning solutions will determine the optimal scenario based on your specific business goals, calculating the trade-offs, so you can evaluate all the permutations for meeting customer demands and identify the plan that comes closest to meeting your goals for production and profitability.

With Infor, you can feel sure that the choices you make in early-cut operations are the right decisions.

**Infor's innovative advanced planning tools are designed for meat, poultry, and fish processors, so you can sharpen your scheduling and planning needs using our built-in, industry-specific tools.**

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641 Avenue of the Americas, New York, NY 10011

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Best-In-Class Enterprise Solutions.  
1 Ivybrook Boulevard, Suite 177  
Warminster, PA 18974, USA  
Phone: 215.675.5754  
[www.ICCG.com](http://www.ICCG.com)