



Mobile Enterprise Solutions for Supply Chain Execution



Faribault Foods, Inc.

Faribault Foods of Faribault, MN, implemented Oracle's JD Edwards EnterpriseOne to provide the advanced business management systems required to grow their business. At first, Faribault attempted to use a previously-purchased automated data collection (ADC) solution with EnterpriseOne, but their vendor could not overcome a number of significant integration issues with EnterpriseOne.

"We needed a solution that worked hand-in-glove with EnterpriseOne and we wanted to partner with a company we believed we could grow with into the future," said Paul Sherman, Director of Software Applications for Faribault Foods.

Victor Tolzman, the IT Coordinator and a key participant in the ADC solution selection process commented, "We had an extensive process that evaluated vendors on 20 criteria. Upon completing the review process, we found that RF-SMART took 16 points whereas (the competition) only took three." "In the end, we chose RF-SMART from ICS. We found it to be a superior product, we preferred their approach, and ICS has a reputation for providing great service to its customers," added Tolzman.



"In addition to extending the functionality of EnterpriseOne into our production and distribution environments, the ICS team helped us design a creative way to store pallet IDs in our ERP without any modifications to EnterpriseOne," Sherman said. One of the features Faribault Foods was very excited about was the RF-SMART SmartConsole back office. Tolzman stated that "using the back office tools, we can use point-and-click to create a new workflow, modify an existing one...essentially customize RF-SMART to our users' needs."

Since implementing RF-SMART, Faribault Foods' inventory accuracy has increased from around 75% to nearly 100%. In addition, they used to spend approximately half of every day correcting errors. "Using RF-SMART," Tolzman added, "our error rate is less than one percent."

Regarding the implementation, Sherman commented that "the RF-SMART project team really understood our business needs and demonstrated a strong understanding of EnterpriseOne."

"We highly recommend RF-SMART and are pleased with the solution ICS delivered. Anyone that asks will give a full recommendation," he concluded.

About Faribault Foods

Based in Faribault, MN, Faribault Foods started in 1895 as a vegetable company. Today, Faribault Foods' product lines include canned vegetables, sauced beans, refried beans, baked beans, kids' and family style pasta, soups, chicken, chili, and organic and Mexican specialties. In four manufacturing facilities in the Midwest US Faribault Foods produces 3,000 SKUs in a multitude of case configurations that total more than 18,000 cases of vegetables and specialty foods per year. www.faribaultfoods.com