



Customer Profile

Organic Valley harvests increased sales and operational efficiency with Infor



Facts at a glance.

Solution: ERP, SCM

Products: Infor™ Adage,
Infor Advanced Scheduling,
Infor Advanced Planning

Industry: Food & Beverage

Country: USA

"We feel like we have a good partner in Infor. It offers not just 'good enough' packages, but best-of-breed solutions—even for small companies."

—George Neill, Director of IT,
Organic Valley Family of Farms

About the company.

Organic Valley Family of Farms is the largest US cooperative of organic farmers and a leading US organic brand. Today, it represents over 1,300 farms. Retaining its founding mission of keeping small and mid-sized farmers farming, Organic Valley produces over 200 organic foods, including milk, cheeses, butter, eggs, produce, and meats, which are sold in supermarkets, natural foods stores, and food cooperatives, and as ingredients for other organic food manufacturers. To learn more, visit <http://www.organicvalley.coop/>.

Challenges.

- Consolidate disparate systems into one enterprise solution.
- Improve operating efficiencies and maintain high quality in food products.
- Manage growth in the face of increasing competition from larger companies.
- Automate operational planning processes.

Benefits.

- Enabled Organic Valley to meet its production, financial, and reporting requirements in one solution.
- Projected savings of \$2 million per year.
- Increased sales per employee by 37%.
- Experienced a smooth implementation with Infor support.
- Eliminated code customization within planning and scheduling tools.
- Optimized manufacturing and distribution of all dairy, meat and produce products nationwide.
- Improved and automated operational planning processes.
- Increased agility on the technical side to support rapid business growth.
- Improved supply chain planning and other operational efficiencies.
- Slowed workforce growth while sustaining overall revenue growth.

"With the Infor solution, we're projecting a savings of \$2 million per year...in addition to other operational efficiencies."

—George Neill, Director of IT,
Organic Valley Family of Farms

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