



infor



## Harris Ranch Family improves decision-making with Infor

Established in 1937, Harris Ranch is a large, vertically integrated agribusiness in the United States. Its family of companies includes Harris Ranch Beef Company, the largest fed-beef producer in California, and Harris Feeding Company, one of the largest cattle feedlots in the West Coast. Harris Farms grows more than thirty crops on 25,000 acres.



HEADQUARTERS  
Selma, CA

INDUSTRY  
Food and beverage

PRODUCTION  
150 million lbs. beef annually

INFOR PRODUCT  
Infor® Advanced Planning  
Infor Demand Planning  
Infor EAM

WEB SITE  
[harrisranchbeef.com](http://harrisranchbeef.com)

---

"Before using Infor products, we planned for production of 20,000 to 30,000 lbs. per day with two people using Microsoft® Excel. Today, with Infor Advanced Planning we can accurately plan for 200,000 lbs. per day with just one person. Our volumes and margins have increased, even with reduced personnel!"

Randy Dehart  
CIO, Harris Ranch Family of Companies

## Business goals

- Improve traceability of raw materials and finished goods.
- Increase profitability by identifying the most valuable cuts of beef to produce.
- Optimize production planning for raw materials and labor efficiency.

## Enhancing business processes

### Traceability

Material tracing is one of the most crucial food and beverage processes. As a premium quality beef producer, Harris Ranch tracks everything that comes in contact with its products during production. Because its products are of random weights and perishable in nature, Harris Ranch is required to individually track the weight and shelf life of each case. Tracking this information helps Harris Ranch meet customer specifications for freshness and quality. Harris Ranch must also maintain both forward and backward traceability to meet optimum quality standards.

---

**"Infor is perfectly geared to the Food and Beverage industry. It allows us to track our production every day and provides key features like yield tracking, financials, variance reporting, etc. This information not only helps the managers on the floor to make informed decisions but also provides insightful information to the top management."**

**Randy Dehart**

CIO, Harris Ranch Family of Companies

### Business results and efficiencies



Increased margins by around \$1 million per annum with better production planning



Achieved both forward and backward traceability with sub-lot level tracking



Reduced the manpower required for planning, while increasing volumes



Integrated business applications to enhance productivity

### Planning production

Harris Ranch is a beef producer that specializes in the disassembly process. The production process starts from a beef carcass, where specific cuts are made on the desired value of the end-product. To optimize margins, Harris Ranch must closely track for the accurate separation of high-value cuts of beef from lower-value cuts. Yield analysis in Infor ERP compares the actual cuts to a standard yield by individual cut. If the yield variance is off, then high-value cuts of meat will not realize the full value. In addition to beef cutting, Harris Ranch also plans for its further processed products, including beef entrée cooking production, ground beef, and steak cutting production using Infor Advanced Planning.

## Improving business processes

### Enhancing profits through accurate planning

Harris Ranch runs production planning every day with Infor Advanced Planning. For ground beef production, one person is able to plan the production of more than 200,000 lbs. per day. Infor Advanced Planning creates the planned orders that are imported into ERP shop orders for the processing operation. Materials and labor are reported to the Adage shop order for accurate yield analysis, and production variances. The operation manager knows right away if the right materials were used in the right quantities. Infor Demand Planning is used to accurately forecast variety meat packing that are sold in a fresh vacuum pack or frozen bulk pack. Demand Planning also forecasts cattle supply by breeds and grades. This drives information back to the feeding operation to match demand, leading to better decision-making and increased profit.

### Seamlessly integrating applications

Harris Ranch currently performs preventive maintenance of its business assets using Infor EAM Business Edition, but is upgrading to Infor EAM Enterprise Edition v11 to leverage Infor ION® for integration to its Infor ERP solution. The integration will maximize the use of Infor EAM, while also providing the potential to add other third-party add-ons. Infor ION integrates applications in such a way that the integration remains intact when only one application is upgraded, eliminating the need to rebuild the integration. Infor Consulting Services helped Harris Ranch perform these complex implementations in a planned manner within the allotted time and budget. Harris Ranch believes that Infor is leading the technological transformation and wants to continue the collaboration.

[Learn more >](#)

**infor**

Infor builds business software for specific industries in the cloud. With 17,000 employees and over 68,000 customers in more than 170 countries, Infor software is designed for progress. To learn more, please visit [www.infor.com](http://www.infor.com).

Follow us: [!\[\]\(3e2231b1ad3ca8da8658228c00dd08e0\_img.jpg\)](#) [!\[\]\(96a82dd1250f57fd139c5f3b80c9d977\_img.jpg\)](#) [!\[\]\(3fd2f8db37e12aa5bbcaf4dfbd320f6c\_img.jpg\)](#)