



Innovative Thinking

Strategic Consulting

Superior Solutions

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Innovative IT Consulting, LLC



The World's Finest Cheeses.™

Case Study: Finlandia Cheese

How does a fast growing company with complex requirements find the right software solution?

The list of reporting requirements was 70 pages long. The challenge was to find the best available IT solution. Sound simple enough, yet six months into their research the client didn't have the information needed to make an education decision. Here's how we helped.

Challenge:

Remaining profitable in the highly competitive food business is challenging. Companies like Finlandia Cheese, the leading brand of Premium Imported Swiss Cheese, need to be responsive to increasing demands of customers for promotional support, marketing programs and shelf life management. Profitability requires being able to analyze P/L by customer and product, reflecting all costs such as freight, duty promotions, and other warehousing expenses.

Legacy system reaches its limits.

Finlandia's needs drove it to create a complex reporting environment using Excel. Generating the reports took countless hours; monthly closings were time consuming, and the information produced, while accurate, was stagnant, and not available for direct use by sales and other personnel. It was clear that the legacy system had reached the end of its useful life and could not support further growth.

Doing their homework to no avail.

Armed with a lengthy laundry list of requirements (70 pages!) Finlandia went to the market with the challenge of finding the best available IT solution for their needs.

Sounds simple enough yet six months into their research, the company didn't have the information needed to make an educated decision. Perplexed, frustrated and growing increasingly anxious for a result, Finlandia turned to Innovative IT Consulting to help answer the following questions:



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- How do we know that we have identified all the best possible vendors?
- How do we get vendors to engage with us in a meaningful way?
- How do we ensure that the vendors can meet our requirements, many of which are very specific to our business?

Solution:

What Finlandia didn't realize, but Innovative IT Consulting did, was that Finlandia's request for proposal required vendors to invest too much time to respond appropriately. By virtue of its highly outsourced model, Finlandia had a relatively modest user count to go along with its complex needs, making the project unattractive to many ERP providers. Innovative IT Consulting understood both Finlandia's requirements AND the vendors perspective. They were able to quickly build a bridge over the communication gap between the purchaser and vendors.

Innovative restructured the requirements document and created a clearly defined process for both Finlandia and the vendors, who only needed to participate in a rapid screening, followed by highly scripted demonstrations of very specific business scenarios. The vendors were able to invest appropriate amounts of time as they made it to the final rounds of the selection process.

Result:

Innovative's consulting services allowed Finlandia to quickly narrow their choices to two finalists and ultimately have the information and confidence needed to pick the one that was best for their needs and budget. After Innovative managed the project implementation, which was completed on time and under budget, ***Chris Franco, the President of Finlandia Cheese said, "This was not only the best run IT project I've ever seen, it was the best run project I've ever seen."***

Innovative IT Consulting helps small and mid-size companies use technology to facilitate growth and increase profitability through a unique combination of long term strategy and short term solutions.



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Call us at 631-549-1685 or email psita@innovativeitc.com for a free consultation.