

minerva



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Helps Hamé
in the production
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ABOUT HAME

The joint stock company Hame was established at the beginning of the 1990's and its primary goal was to privatize the state enterprise Biofruct Babice, the company which history dated as late back as the 1920's. The company expanded and gained control over several other competitive canning companies. Thanks to these acquisitions and modernization of production capacities, Hame enlarged gradually its offer with baby food, jams, cooled pâté, etc. The Hame Babice Group includes 5 manufacturing plants in the Czech Republic. At present, Hame with its production over 100,000 tons of finished products is the biggest Czech food producer. Products of the joint stock company Hame have their fixed place on the domestic market, but they are also well-known abroad where approx. 20% of production is exported. The export delivery destinations are mainly in the Slovak Republic, Russia, Romania, Poland, the Ukraine, Israel, Lithuania, Latvia, Cuba, New Zealand and other countries. Hame has already its subsidiary companies in the Slovak Republic, Poland, Russia, Romania, Hungary and the Ukraine, which were established to improve the quality of contacts and delivery of goods to business partners in these countries. In Russia and Romania, Hame has its own manufacturing plants ensuring deliveries of meat products in these countries. The company employs approx. 2000 employees. In the past fifteen years Hame ranked among the most quickly growing domestic food companies.

REQUIREMENTS FOR THE NEW INFORMATION SYSTEM (IS)

Naturally, the dynamic growth of turnover along with the gradual Hame's expansion through capital interconnections with other domestic canning companies led to a continuous growth of requirements for the total range and comprehensiveness of the operated information systems. It was difficult to manage more companies and moreover, information in the original IS was not reliable.

This development resulted in the decision to implement a new information system based on the MFG/PRO application from the American company QAD, Inc. The implementation started in the whole Hame Group in June 2000 and finished in June 2001.

IMPLEMENTATION

On the basis of a careful half-year evaluation of detailed offers, pre-implementation study and hard business negotiations, the Minerva company was selected as a supplier of the most suitable solution and its system integrator at the same time. Among other aspects of the selection of a particular solution in Hame there were expectations concerning the rate of integration of the selected solution, Minerva's total stability and reputation as well as the stability and reputation of QAD, Inc. as the producer of the implemented corporate application. Jointly with Hame employees, more than 300 MFG/PRO partial processes were designed, developed and tested up to their final graphical and electronic forms. At the end of implementation, the system was submitted to complex testing within the framework of a verification run before putting into a trial run. This demanding test resulted in the decision to start the trial run as the only system with Hame live data as early as 5 months after the project started. Besides a consolidated balance sheet, other significant specifics, such as consolidated data of individual fields for the needs of management and decision-making (internal consolidation and solutions of transfers between plants, their re-invoicing etc.), were treated. At the end of the trial run, guarantee tests were carried out with defined criteria and their performance. Thus, the process was closed successfully and Minerva's direct contractual support to the implemented work started. In 2002, Hame's consolidated balance sheet was successfully performed in MFG/PRO.

The MFG/PRO implementation in Hame includes the following areas: sales, purchasing, dispatch, procurement, technical preparation of production, production and sales planning, production itself and production records, economy and financing, including the Euroaccounting module, non-cash payment systems with banks, registration cash desks, consolidated balance sheets and data, invoicing, EDI, assets, controlling, etc.

With the gradual expansion to the east in the form of subsidiary companies, Hame decided to extend cooperation with Minerva and implement the same model of MFG/PRO in a newly built plant in Russia. Minerva implemented the system and trained Hame Foods' employees on the site, i.e. workers from the production as well as logistics and business workers. MFG/PRO version 8.6c is used in the whole group, including foreign agencies. In January 2005, Hame started its production in Romania where the company will continue the project to extend QAD applications jointly with Minerva. After conclusion of all implementations and the introduction of live operation, Hame will start a project to upgrade version eB2 in the whole group.

MFG/PRO BENEFITS FOR HAME

The implementation of the MFG/PRO system in Hame is mainly profitable in consolidation of financial results, automation of routine work, decrease in outstanding receivables by 5%, and stock decrease by 15%. The system provides current on-line information as well as more flexible pricing, communication with customers and faster responds to variations in demand.

„MFG/PRO is a strong tool supporting our company's management. The use of information provided by the information system enables managers to improve their decision-making. This can be proved by further MFG/PRO implementations in our domestic and foreign subsidiary companies,“ Stanislav Jancarik, CIO Hame says.

FACTS & FIGURES

Company:	Hame, a.s.
Registered office:	Babice
Branch:	Canning industry
Hardware:	HP Compaq ML 530
Database:	Progress 8.3c
Application:	MFG/PRO 8.6 including modules to support production planning & control
Number of users:	221 (159 - CZ, 27 - Slovakia, 35 - Russia)
Number of locations in CR:	6
Foreign agencies:	Slovakia, Russia, Poland, Hungary, Romania and the Ukraine

About Minerva

Minerva Czech Republic, closely focused on its customers, helps manufacturing and distribution companies improve their total company management with higher efficiency, control and productivity by implementing information systems. Minerva is able to offer comprehensive services to its customers, from software installations and consulting up to the system integration and world-class e-business solutions. Minerva's over ten-year experience on the ERP (Enterprise Resource Planning) market, ISO 9001 certification and more than 70 companies in the Czech Republic and the Slovak Republic using the MFG/PRO information system confirm the fact that customer's satisfaction is binding on Minerva.