Around the globe with VisionID

VisionID has been working with Kerry Group to increase efficiencies, as sales manager Andrew Daly explains

BY QUINTON O'REILLY

Andrew Daly, sales manager for VisionID

Manufacturing is rarely a one-location process. Usually the bigger a company is, the greater a footprint there is across the globe – and for good reason. Certain locations are best for certain processes and when you're trying to get the best and most affordable deals, you're going to look as far as possible.

That was the challenge faced by VisionID, a Tipperary company which specialises in real-time tracking and automated processes, when it started working with Kerry Group, which owns major brands like Dairygold, Charleville, Denny and LowLow.

Most of the time, these projects are designed to reduce inefficiency as a lack of connectedness can lead to unnecessary extra work and doubling up, making things unnecessarily convoluted.

"What we're all about is automating business processes," said the sales manager for VisionID, Andrew Daly. "There's often double, triple, even more manual entry of data into systems so this project, which was a global SAP project for Kerry . . . was to reduce hours and increase efficiencies, enhance operational efficiency and visibility across the supply chain so they could access real-time information."

While the project has been around since 2012, Daly estimates it is 70 per cent complete. It has already completed Asia, Australia, China and Britain, to name a few. The rollout will happen in Ireland next month while Latin America's will happen next year. The ultimate aim is to have all locations covered by 2019.

"We're providing solutions to improve operational efficiency so for us to do that, there has to be a return on investment for any project from a customer perspective," explained Daly.

There has to be loss of manual entry of data, it might be errors in data, it might be not enough real-time data, not giving operators on the factory floor the real-time information that they can make better, more informed decisions there and then.

"[For] large-scale projects like this, there has to be a return on investment over time for the end user . . . because we can say that we're saving so much time increasing operational efficiency and giving visibility across the customer's business. We can translate that back to time and say that we're now enabling the Kerry workforce [and show] there's an 8 per cent increase in efficiency in their warehousing environment. That 8 per cent of an operator's time to do something more value add for the Kerry business."

Part of its success is not being tied down to one hardware brand. While its major partner is Zebra, a major hardware company, it uses other vendors to help complete the task. For Kerry Group, it partnered with Xplore which offers rugged tablets and devices so they can survive drops and other situations that would usually result in a damaged or broken device.

"We describe ourselves as a mobile computing and data capture system integrator so by default [VisionID is] a company that brings things together to give the best customer experience possible. We are Zebra's largest partner in Ireland . . . but we do use other vendors as well."

VisionID has a number of projects in the works, with two major ones of note. One is with a major car hire company, which will see a rollout of mobile devices as well as offering out-of-office support from its support centre in Clonmel. Daly says it has the potential to be a global rollout similar to the size of its project with Kerry Group. Another is a colour label project with a major electronic component manufacturer across 28 locations across the globe.

"The aim here is to be the one-stop shop for design support. At the heart of all those decisions is enterprise mobility and data capturing so being able to manage projects, make changes and put them into action is important," said Daly.

CASE STUDY: KERRY GROUP'S ENTERPRISE

Meeting the challenges of real-time society

VisionID is Ireland's leading systems integrator, providing mobile computing and data capture solutions across multiple sectors

VisionID helped design, implement, manage and support the supply chain management and enterprise mobility solution integration with SAP to deliver real-time results.

VisionID is Ireland's leading system integrator, providing mobile computing and data capture solutions in today's real-time society to sectors such as manufacturing, retail, healthcare, field mobility, education and government organisations.

We partner with the world's leading hardware manufacturers such as Zebra Technologies, Cognex, Intermec and Xplore to create value by increasing product breadth and knowledge, opening new vertical markets and expanding service and support opportunities. VisionID delivers a seamless application for you and your end-user.

The customer – Kerry Group

Kerry Group was founded in 1972 in Listowel, Co Kerry. It employs 24,000 people and supplies more than 15,000 foods, food ingredients and flavour products to customers in more than 140 countries worldwide. Kerry Group is a world leader in the supply of food ingredients and nutraceutical solutions for the biotech, pharmaceutical and nutrition markets and had a revenue in 2016 of €6.1 billion.

Kerry Group also owns some of the biggest food brands in the chilled food sector, including the LowLow, Cheestrings, Dairygold, Charleville, Denny and Richmond brands. Kerry Group's €100 million Global Technology and Innovation Centre employs over 900 people in Naas, Co Kildare.

The solution provider – VisionID

VisionID is a leading system integrator of niche technologies encompassing barcode scan and print, enterprise mobility, RFID, wireless, professional services, IoT and software solutions. Formed in 2000 by Robert Jones, VisionID was established to provide barcode and data capture solutions to today's real-time society.

Whatever the industry sector, VisionID's data capture technologies can facilitate improved performance and efficiency by providing complete visibility of critical assets and information at all times.

VisionID connects clients' physical and digital operations, empowering one to act on issues in real-time, based

> **"** I began working with VisionID in 2013 for an international rollout of a rugged mobile computing and industrial label printing solution as part of our Kerry Connect program. Integrating our warehouse and production systems throughout our sites has provided us with real-time data intelligence and we have seen an increase in our warehouse efficiency by 8 per cent. VisionID is a valued solution provider to the Kerry Group and we look forward to working with them in the future.
>
> **Killian Lynch, EMEA ICT site services manager, Kerry Group**

on intelligent business decisions, increasing operational efficiency and delivering real results.

Challenge faced by Kerry

A crucial element of the International "Kerry Connect" programme was removing the manual process of data entry across all warehousing and production areas. Manual entry into various different systems resulted in low levels of traceability and visibility of assets throughout the supply chain.

The aim was to standardise systems globally, even across manufacturing sites that operate in hazardous environments. SAP was chosen as the common platform in which to "Connect Kerry".

Connecting the Kerry Group would be achieved by integrating all systems, data and processes with SAP worldwide – creating a common platform throughout the company.

Project overview

In 2012, Kerry Group approached VisionID along with a number of other potential vendors with the intention of finding one solution partner that could enable the Kerry Connect project and help to remove manual paper-based processes within their infrastructure. Kerry Group selected VisionID as their chosen systems integrator in the deployment of the Zebra MC9200 Warehouse Mobile Computer, Zebra ZT400 Series Industrial Label Printer, Bartec Intrinsically Safe Mobile Computer and Xplore Bobcat Tablet for the SAP – Kerry Connect Project.

These rugged enterprise devices provided the key features to support the SAP solution across the vast network of sites. VisionID worked in tandem with the Kerry Group to help design, implement, manage and support the supply chain management and enterprise mobility solution integrating with SAP, empowering Kerry's business and driving operational efficiency that delivered real-time results. VisionID provided a level of service that was "second to none" in enabling global configuration, implementation and management of enterprise devices.

A connected enterprise enabled consistent information-sharing and reporting for the benefit of the entire organisation, ensuring complete visibility of stock in real time. VisionID's key philosophy of "Connect, Capture, Analyse and Act" was a crucial influencer for Kerry Group in selecting VisionID as their partner of choice to deliver a game-changing project for global stock control measures.

Project implementation

Pilot sites were originally

> **"** We are delighted to be working with the Kerry Group as part of the Kerry Connect Project. Together with our leading industry partners – Zebra, Bartec and Xplore – we have provided an end-to-end globally supported solution to enable real-time data capture for Kerry. It is great to be gaining such respect as a trusted supplier to one of the world's largest food ingredients companies.
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> **Robert Jones, managing director, VisionID**

set up in Kerry Ingredients Germany and Kerry Foods Northern Ireland. VisionID provided both on-site and remote support for both go-live launches. Success in those sites led to further Kerry Connect implementations across Great Britain, EMEA, Africa, Asia and Australia. The Kerry Connect platform will continue to be expanded in sites within all continents by 2019. Seamless on-site configuration and integration of the new system was one of the impressive aspects of the project from a VisionID perspective and this was crucial for the Kerry Group to ensure little disruption to "business as usual" processes. Mobile devices were remotely deployed across each site by the VisionID Professional Services Department and managed via a remote device management tool.

Return on investment

In a global market, with constant industry and environmental pressures, every advantage is needed to stay ahead of the competition. In comparison to older paper-based process within the Kerry organisation, Kerry Connect sites have complete visibility across the supply chain and full accountability of stock management. VisionID provided an inventory control and enterprise mobility solution integrated with SAP which resulted in an increased warehouse efficiency of 8 per cent by removing errors and time wasted associated with the double entry and triple entry of data. VisionID facilitated the Kerry Group to stay ahead of the competition within the global food industry and food ingredients markets and has given a stable platform in which to build upon well into the future.

Why clients turn to VisionID

- Errors in data due to double or even triple manual data entry, often to paper
- Compromised quality control and traceability by inadequate data recording: limited productivity from static data capture protocols
- Timely process to manually harvest data and is susceptible to errors
- Poor visibility of assets which hinders inventory control and derails planning

How can we optimise your operational efficiency?

VisionID design and implement intelligent solutions that put real-time tracking, planning and control at your fingertips, working to maximise your plant's performance.

Take advantage of our learnings, insights and experience from partnering with national and international clients on implementing intelligent solutions, connecting to applications such as MES, ERP and WMS to improve and streamline processes along with reducing waste and operational costs.

Empower your business and its people with the very latest enterprise mobility technology, communications networks and remote device management technology.

For details, call 01 524 1586, email info@visionid.ie or visit visionid.ie, @VisionID, linkedin.com/company/visionid

Bartec Intrinsically Safe mobile computer and a Zebra MC9200 Warehouse mobile computer

The Zebra ZT400 Series industrial label printer