



SALCHICHAS Y JAMONES DE MÉXICO

SAVORING NEW PROCESS VISIBILITY AND CONTROL

QUICK FACTS

Industry

Consumer products

Employees

600

Headquarters

Cuautitlán Izcalli, Mexico

Web Site

www.saljamex.com

SAP® Solutions and Services

Qualified SAP® Business All-in-One partner solution from Crystalis Consulting México

Implementation Partner

Crystalis Consulting México

Salchichas y Jamones de México S.A. de C.V. (Saljamex) is a leading meatpacking enterprise in Mexico. Competing in an increasingly diverse market and selling a wide variety of products, the company needed a business solution to deliver accurate decision support information. By deploying Agroalimen-TI, a qualified SAP® Business All-in-One partner solution from Crystalis México, Saljamex quickly enhanced business process visibility and control.

Key Challenges

- Unify and link all business processes
- Streamline control points
- Enhance operational control with real-time process information
- Improve operational visibility to support rapid, efficient decision making
- Deploy a centralized software solution that addresses all business areas
- Minimize common operational errors

Implementation Best Practices

- Clearly defined project scope
- Gained support from company executives throughout the business
- Deployed preconfigured SAP® Business All-in-One solution, reducing implementation time
- Adapted business processes to SAP standards for enhanced efficiency
- Reorganized specific processes to minimize software customization

Financial and Strategic Benefits

- Increased business process visibility
- Improved execution through process reorganization
- Enhanced ability to track business activities and correlate outcomes with responsible employees
- Enabled operational growth without expanding organization
- Improved customer service through better visibility
- Enhanced customer satisfaction and retention

Why SAP Was Selected

- Leading provider of business software
- Reputation for reliability
- Support for industry best practices
- Ability to integrate all business areas, from finance to production
- Superior, tested business software that supports ongoing company growth
- Comprehensive yet affordable end-to-end business functionality

Low Total Cost of Ownership

- Rapid implementation in just 20 weeks
- Focus on key processes, with priority on production planning, materials management, sales and distribution, and financials
- Previous knowledge of SAP among company executives
- Minimal software customization, limited to essential changes only

Operational Benefits

Key Performance Indicator	Impact
Availability of financial statements	+80%
Availability of real-time inventory and related cost data	+90%
Inventory control	+90%
Purchasing process cycle time	-70%
Purchase order generation	-90%
Control of pricing and discounts	+50%
Process efficiency	+70%
Awareness of spending	+90%



“In choosing the qualified SAP Business All-in-One partner solution from Crystallis Consulting, we deployed affordable functionality that was implemented quickly while helping us grow.”

CEO, Salchichas y Jamones de México S.A. de C.V.

Gourmets generally relish culinary choice, but for leading Mexican meatpacking and processing company Salchichas y Jamones de México S.A. de C.V. (Saljamex), diversity created complexity. Headquartered north of Mexico City, Saljamex offers a wide variety of products and competes in an increasingly diverse market – conditions that created a hunger for rapid, current data to support smart decision making.

In business for more than 60 years, Saljamex formed discrete business units to support its participation in a variety of markets. Production control systems for each unit operated independently from one another, and process control points were distributed throughout the manufacturing facilities, with silos within each business unit.

“Each business unit managed its own control points independently,” says the CEO of Saljamex. “This made it difficult to get a centralized view of the data, which slowed down our decision making.”

Flavor of Change

To support the company’s continued growth, Saljamex needed to improve corporate production controls, increase knowledge about finished products, enhance waste control, streamline inventories, and minimize operational errors. Achieving these goals required a unified technology platform that could integrate and optimize business processes, streamlining control points and enhancing process control. Decision makers needed

real-time, online access to operational data through a centralized information repository.

Company executives began a search for a new business solution that could be implemented quickly. After considering several software offerings, the company chose Agroalimen-TI, the qualified SAP® Business All-in-One partner solution from Crystallis Consulting México. Saljamex was impressed with SAP’s reputation for reliability and its support for consumer products industry best practices. What’s more, the consultants’ deep industry knowledge was essential to the project’s success.

Tasting Success

Following a clearly defined project scope, the company deployed the software in just 20 weeks. To increase operational efficiency, Saljamex adapted its business processes to meet SAP standards and reorganized certain processes to minimize the need for software customization.

As a result, the company has achieved remarkable benefits while creating positive change in the business culture. Increased visibility and strong process controls have significantly reduced production losses while increasing profitability by decreasing expenses. The trusted data provided by the software enables fact-based decision making, which has helped Saljamex increase inventory management efficiency, finished goods control, price and discount control, and the traceability of each purchase. By reorganizing its business processes, the company has improved execution, which is

helping boost customer service, satisfaction, and retention.

Saljamex plans to continue expanding its SAP Business All-in-One solution as the company grows, potentially adding customer relationship management and business intelligence features in the future. “We always want to be a company that can quickly adapt to the changes in our marketplace,” says the company CEO. “With the SAP software, we are better positioned to innovate and to adopt the best practices that will support our growth.”

Implementation Partner

Crystallis Consulting México provides technological, strategic, and organizational solutions and consulting services to companies in a range of industries. Based on a trusted relationship with clients, Crystallis helps them improve their competitiveness.



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