



Customer Profile

Koch Equipment Implements XA in Less than 90 Days with Infor



Facts at a glance.

Solution: ERP
Products: Infor™ XA
Industry: Equipment
Country: USA

“With Infor, we were able to exceed our implementation goals and finally had our essential data in one place.”

—Cheryl Jones, Manager, Information Technology, Koch Equipment

About the company.

Kansas City, Missouri-based Koch Equipment LLC is a full-line manufacturer of equipment for meat production, food processing, packaging, and labeling. It is a one-stop shop for vacuum chamber packaging machines, skin packaging machines, modified atmosphere packaging machines, labelers, rollstock parts, accessories, and service, and a full range of processing equipment. For more than a century, Koch Equipment has been the name more packagers and processors trust for their equipment needs. To learn more, visit <http://www.kochequipment.com/>.

Challenges.

- Meet aggressive implementation schedule.
- Replace several disparate contact management systems.
- Consolidate information into one database.

Benefits.

- Exceeded implementation goals and went live in less than 90 days.
- Housed all essential data in one place.
- Allowed access for more users.
- Permitted tailoring of the solution to fit business requirements.
- Reduced number of returned products.
- Increased customer satisfaction.
- Allowed sales people to set realistic customer expectations with product images.
- Allowed for expansion within customer base and with new prospects.

“We were able to take advantage of the built-in flexibility in Infor XA to tailor the solution to fit our business requirements.”

—Cheryl Jones, Manager, Information Technology, Koch Equipment

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