



Company

• Name: High Top Products

• Location: Miami, Florida

 Industry: Meat Manufacturer and Distributors

• Revenue: US \$10 million

• Employees: 60

• **Users:** 10

• Web Site: www.hightop-products.com

Challenges

- Due to our company not having any previous software, we found ourselves losing valuable time and money
- Unprotected Data and less sense of control

Objectives

- To improve controls
- Enable easy access to data
- Earn more time towards vital aspects of our company that need attending to

Existing Environment

Legacy Software

Solutions and Services

- Infor10 Distribution Express (FACTS)
 Implementation Highlights
- Quick and easy implementation process
- Smooth transition
- Commission report
- Company data is safe and protected from outside sources with new system

Why Infor10 Distribution Express

- Easy to implement, easy to learn, and easy to use Easy to configure to be able to address specific requirements
- Industry-specific solution
- Ability to grow with business
- Commission Report

Benefits

- Improve quality, productivity, and profitability
- Fast and easy to use
- Excellent payroll system

Infrastructure

- Database: Providex
- Hardware: IBM
- Operating System: Linux

Infor10 Distribution Express Sealed the Package of Approval for High Top Products

High Top Products is a family owned business that began in 1963. We are dedicated to manufacturing and distributing quality meat products to our customers, which include; bakeries, grocery stores, cafeterias, and restaurants. Our organization always strives to surpass customer expectations through quality service and dedication while simultaneously maintaining the most important aspect of our company; our customer relationships.

High Top Products can supply a variety of products specific for meat consuming customers - whether it's Ham, cold cuts, or pork. High Top Products will have your "one stop" source for small to large projects.

With more than 50 years of experience, we have a dedicated team of experts that can provide you with any meat products you may need. Let us help you; challenge us with your requirements!

Integrating Processes

High Top Products decided it needed a new solution that would integrate the company's processes in order to improve the reconciliation of the accounts each month and increase the productivity.

Their non-existent software did not meet their needs.

Michell Consulting Group recommended Infor10 Distribution Express (FACTS) as the solution for their current and future needs.

With the implementation of Infor10 Distribution Express (FACTS), High Top Products was able to integrate business processes ensuring consistent data across all the functional departments and providing the level of oversight and control that is absolutely necessary to make sure that all the company resources are all working towards the same goal.

Smooth Transition

It was critical for High Top Products to achieve the minimal disruption possible while implementing the new solution. With Michell Consulting Group's implementation team, the expectation of a smooth transition became possible.

"We are proud to say we have a true business partner in Michell Group for over 10 years. In our industry we believe that there's no better program out there than Infor10 Distribution Express (FACTS). I would recommend Michell Consulting Group for any business, which I happen to do all the time. I feel that they are like a family who are always there when you need them. When we call with any questions they are always quick to reply and solve our concerns within the first day. Reliability has never been an issue. With this recommended system we have been able to reach our goals in a timelier and less cost effective manner. Michell Consulting has allowed us to exceed our expectations by increasing our productivity and performance. We will forever be grateful to Michell and their knowledgeable consultant's who recommended this program and led us towards a smooth transition."

Marilyn Vazquez, **President,** *HighTopProducts*



The transition to the legacy software, combined with the experience and knowledge of the Michell Consulting team, helped to minimize the disruption in the organization and allowed the possibility of data consistency.

New Technology

Working with new technology brings benefits that increase productivity, including; the commission report, less employees, more time, and an efficient payroll system that no longer requires outsourcing, evidently lowering our costs. These functionalities provide a new level of convenience and efficiency.



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