



**Infor10 Distribution
Express Spice-ups **Jamaican Food
Distribution Process in Miami****





Company

- **Name:** Kingston-Miami Trading Company
- **Location:** Miami, Florida
- **Industry:** Wholesale/Distribution;
Food Distributor
- **Revenue:** Over 10MM
- **Employees:** 38
- **Users:** 10
- **Website:** www.KingstonMiami.com

Challenges

- Smoothly transitioning from legacy software to new solution
- Employees may resist adapting to the changes the technology requires
- Ensuring data from legacy system is sorted out and organized before being transferred into new solution

Objectives

- Streamlining processes to become faster and more efficient
- Improve ability to manage customer data to provide better customer service
- Enable ease access to data to allow for better sales and inventory analysis which will help to identify opportunities for growth

Existing Environment

- Legacy Software Solutions and Services
- Infor10 Distribution Express (FACTS Implementation Highlights
- Achieve minimal disruption

- The conversion of all of their customer information from legacy software into the new solution ensured continuity of information
- The ease of learning and ease of use allowed the users to improve the learning curve

Why Infor10 Distribution Express

- Ability to satisfy all immediate Requirements with existing functionality
- Ability to transfer all our old data
- Cost-benefit advantages compared with other technology
- Support growth
- A flexible and open architecture allows customization to specific needs.
- Industry proven solutions

Benefits

- New insights into business processes
- New levels of data accuracy
- Ability to provide previously unavailable management reports very quickly
- Heightened visibility into new sales opportunities
- Grater inventory control for improving turnover and profitability

Infrastructure

- **Database:** Providex
- **Hardware:** DELL
- **Operating System:** Red Hat Linux

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Kingston-Miami Trading Co. (KMT) is a leading distributor of quality Caribbean Food products in the Southeast United States. Our company is owned and operated by real Jamaicans who want to bring the authentic flavors of Caribbean cuisine to the domestic and international markets.

KMT carries an extensive line of food products to wet your appetite, including sauces, seasonings, beverages, syrups, coconut milk, jams and jellies, canned fruits and vegetables, and many other fine items. Our products are made with the best ingredients from around the world and formulated by our very own Caribbean-born food technologists to ensure authenticity. In short, they just taste “right!”

Every working day of the week our dedicated staff delivers and ships products across the U.S. and throughout the Caribbean. Our customers range from small to large establishments and include chain supermarkets, food clubs, restaurants, hotels, cruise ships, and a host of “mom and pop” stores.

With offices in Miami, Florida and Kingston, Jamaica, we are a company on the move. Be sure to look out for our products, coming soon to a store near you!

Best Fit

It is not uncommon for a growing company to reach a point where its existing business processes and information technology become insufficient to support current and future needs.



Their legacy system caused issues with control of data and integrity of the business processes. “Our Inventory was always out of balance, we needed a system we could trust” said Priscilla, Controller at KMT.

KMT management was concerned about the transition to a new software because of the learning curve and complexity of the data transfer into the new solution.

With the help of Michell Consulting Group providing their Safe Passage Program to companies using legacy systems, KMT felt comfortable moving into Infor10 Distribution Express (FACTS) as it ensured them the risk of disruption in the organization was going to be minimized, KTM knew Michell and Infor were the best solution for their current and future needs.

New Visibility

Infor10 Distribution Express (FACTS) provides so many technical advances allowing management to spend more time working on the business instead of dealing with software issues.

Integrating the company’s processes within a single software solution makes it easier to reconcile the account each month and significantly reduces the time required for financial reporting. The result is increased productivity.

“With Infor10 Distribution Express (FACTS) we can instantly access accurate, integrated information to improve inventory control, customer service and profitability.”

Priscilla Cha Fong, **Controller,**
Kingston-Miami Trading Co.



KMT can instantly access the accurate, integrated information to improve inventory control, customer service and profitability.

Easy Access To Customer Information

Infor10 Distribution Express (FACTS) gives KMT with the information they need, when they need it allowing them to provide better customer service, ship their products more accurate and faster, keeping them ahead of the competition.

The Michell Team provided KMT with a world-class system, but more importantly was the business expertise and experience they brought to us. The implantation processes was smooth and on time and on budget, furthermore helping our company to streamline processes, improve customer service and distribute our products more efficiently.



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