



# **FEED PRODUCER SELECTS NEW ERP *for* MULTI-COMPANY GROWTH**

## **CASE STUDY**

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Your project's success is our mission

# FEED PRODUCER SELECTS NEW ERP FOR MULTI-COMPANY GROWTH

How Pemeco Consulting helped Kalmbach Feeds negotiate a **23% reduction** in the cost of its ERP software and services.

## COMPANY

Based in Upper Sandusky, Ohio, Kalmbach Feeds is a family-owned company that manufactures custom nutritional products for livestock and poultry. The company distributes its feed in a region that includes the majority of states east of the Mississippi. For 50 years, Kalmbach Feeds' responsive, quality service has made it stand out in the crowd. The company employs a staff of 600.

## SITUATION

Kalmbach Feeds was growing through acquisitions and increased sales. But its home-grown, legacy ERP system couldn't keep up as it scaled its business. "As we started acquiring businesses, we couldn't pull their different business models into our inflexible system," says company president Paul Kalmbach. "And we couldn't pull clean sales data for reporting and forecasting. We needed an ERP system so we could see the data in real time to make decisions in an appropriate timeframe."

## SOLUTION

Kalmbach Feeds hired Pemeco Consulting to help it choose an ERP system and provide implementation oversight. We conducted a comprehensive transformation roadmap and requirements assessment that included solutions architecture, systems requirements, business systems selection, business process reengineering and project implementation plans and risk management.

## RESULTS

“Pemeco helped us craft a process for selecting a system based on what they discovered about our business. They got our team involved. And they helped us interpret the hype from the vendors,” says Kalmbach, adding that Pemeco managing director Jonathan Gross “probably saved us around 23% of the total cost of the project by negotiating with the vendor we chose. He helped us negotiate 190 changes to the one-sided service agreement contract and the ongoing maintenance contract.”

“*If you want to pick the right ERP system and if you want an approach that’s tailored to your business, hire Pemeco. They give you an absolutely tailored approach to your business and they deliver a ton of value in negotiating with vendors. I don’t know how you can find another firm that does what they do.*”

**Paul Kalmbach**, President

## ABOUT PEMECO CONSULTING

Pemeco is an independent consulting firm that specializes in ERP and enterprise technology transformation projects. Your project’s success is our mission, and success is what we’ve routinely delivered since 1978.

We lead our manufacturing, distribution, and retail clients into the next phase of their evolution. We partner with our clients through the entire transformation lifecycle: solutions architecture, system selection, project implementation, and ongoing optimization. We take a holistic approach to your helping you build your future; an approach that covers organizational design, business processes, technologies and data.

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Learn more at [www.pemeco.com](http://www.pemeco.com) and let us know if you’re ready for a successful transformation.

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