# Bringing it all together

Valley Proteins consolidates 26 locations on SAP to enable business growth, insight, and efficiency.

"We have a solid infrastructure for SAP, enabling greater business insight than we've ever had before."

*– Brad Wilton, Director of IT, Valley Proteins*

Millions of pounds of materials cross the scales every day. Critical operations are conducted at all hours of the day and night. Any systems downtime equals money lost.

| Challenges | · Centralize data from 25 remote locations |
|---|---|
| | · Better understand the profitability of each customer |
| | · Track materials and maintenance in real time |

Valley Proteins specializes in the recovery and recycling of restaurant grease and animal byproducts, servicing a 20-state area from New York to Georgia to New Mexico. Its 25 processing and transfer facilities are located in remote areas, where connectivity is often a challenge. Although financials were centralized, there was a lack of standardization among business divisions. To gain a holistic view of customer profitability, supplier pricing, and individual factory performance, Valley Proteins decided to implement SAP as the cornerstone of its business.

"Our goal was to improve efficiency and profitability by tracking materials, inventory, and vehicle location and maintenance in real time," says Brad Wilton, director of IT.

To get maximum value from SAP, Valley Proteins needed to standardize on a reliable, scalable, and secure infrastructure. "We wanted to source from a single manufacturer to simplify management and support," says Wilton.

## Case Study | Valley Proteins

| Size: 1,900+ Employees | Location: Winchester, Virginia | Industry: Recovery/Recycling |
|---|---|---|

![CISCO]

# An end-to-end Cisco® infrastructure at two data centers supports SAP to centralize business data and operations.
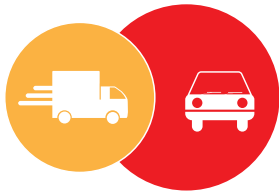
| Solutions | • Installed Cisco servers, switches, routers, and firewalls |
| | • Consolidated business data in SAP |
| | • Deployed Cisco Unified Contact Center for customer calls |

## Improved profitability

Centralized business data now flows through a single SAP instance. Fast and accurate insight into customer profitability and inventory levels improves overall profitability.

"We can make better business decisions without employing an army of analysts," says Wilton.

## Real-time visibility

The business now has visibility into the location of trucks and materials at any time. Fleet and plant managers are automatically notified when maintenance is due.

## Modular scalability

Valley Proteins can provision servers and networking services as needed, without major infrastructure changes.

"We have lots of room to grow and add more protection and analytics," says Wilton.

## Better customer service

A centralized phone system keeps quality high by measuring response times to customer requests. It also reduces call center TCO.

## Business continuity

Data centers are fully redundant, providing high availability for SAP and call center traffic.

| Results | • Improves overall profitability and business insight |
| | • Enables real-time tracking of vehicles and materials |
| | • Supports growth with modular scalability |

## Keeping business moving

To keep data flowing even in the case of a supplier failure, Valley Proteins is conducting field trials of Cisco Intelligent WAN (IWAN).

"Cisco IWAN will allow us to redirect network traffic through a 3G or 4G connection if our primary connection fails," says Wilton.

To view all Cisco customer stories, visit: http://www.cisco.com/go/customerstories.

## Products & Services

**Cisco Unified Computing System™ (Cisco UCS®)**
- Cisco UCS 5100 Series Blade Server Chassis
- Cisco UCS B200 Blade Server

**Unified Communications**
- Cisco Unified Contact Center Express
- Cisco Unified Communication Manager
- Cisco Unified IP Phone 7900 Series s
- Cisco IP Phone 8800 Series

**Wireless/Mobility**
- Cisco Aironet® 3700 Series Access Points
- Cisco Aironet 1550 Series Outdoor Access Point
- Cisco 5508 Wireless Controller

**Security**
- Cisco ASA 5500-X Series Next-Generation Firewalls
- Cisco ASA CX module
- Cisco Email Security Appliance

**Routing and Switching**
- Cisco Catalyst® 4500-X Series Switches

- Cisco Catalyst 4510R Switches
- Cisco Catalyst 3850 Series Switches
- Cisco Nexus® 5000 Series Switches
- Cisco 1100 Series Virtual Services Appliances
- Cisco Nexus 1000v Series Switches
- Cisco ASR 1000 Series Aggregation Services Routers
- Cisco 3900 Series Integrated Services Routers
- Cisco 2900 Series Integrated Services Routers

**SAP Solutions**
- SAP ERP Central Component (ECC) 7.0
- SAP Business Warehouse

**Database**
- SQL Server

**Storage**
- EMC

**Operating System**
- Microsoft Windows Server