



NEWS RELEASE

PHOENIX Business Consulting Partners with Del Monte Foods In a Successful Product Traceability Upgrade Initiative

GREENSBURG, PA (July 1, 2008)—PHOENIX Business Consulting, Inc., a premier provider of business consulting services and solutions, recently completed its key role in helping Del Monte Foods [NYSE: DLM] achieve a successful company wide, Product Traceability Upgrade implementation.

The Product Traceability Upgrade initiative began in earnest in September 2007 and its key objectives were to:

- Improve the speed and ease with which Del Monte conducts its forward and backward product tracing requirements by ensuring that all necessary data is captured and maintained within the Del Monte ERP system. This ERP system (BPCS) is to be the go-forward single source system providing the ability to rapidly execute product recalls if necessary, while continuing to meet or exceed FDA criteria.
- Increase the level of inventory accuracy of finished goods and work in process at all locations storing Del Monte inventory
- Enhance the ability and efficiencies of rotating stock, resulting in reduced old age inventory levels

The scope of this project encompassed tracing Finished Goods and Work in Process inventory stored globally in all business units at over one hundred physical locations including 22 Distribution Centers (both Del Monte and Third Party owned), over 60 Co-Packer facilities and all of the Del Monte manufacturing plants & warehouses. Additionally, the project required being able to more quickly identify all customer shipments and ship to locations that may have been affected.

While Del Monte has historically been conducting these activities successfully, inventory had been traditionally tracked in several different systems and one of the many challenges was to integrate and maintain all inventory transactions and dynamic balances in a single, central repository being BPCS (Infor's **B**usiness **P**lanning and **C**ontrol **S**ystem). BPCS is the Del Monte corporate 'system of record' that resides on an IBM iSeries in Pittsburgh, PA. Enhancements were made to some of these other business systems and their integration with BPCS resulting in improved data accuracy, more timely production reporting and integration with the planning systems.

Several strategically planned initiatives came together during this project increasing the business benefits to Del Monte. Del Monte recently completed standardized operating procedures at the Distribution Centers which was expanded to include all the Manufacturing sites and diverse product lines. Standardized corporate wide product pallet labels were also introduced to facilitate standard data exchanges.

The many systems enhancements, improved interfaces, introduction of new standardized operating procedures and the broader and more extensive use of the core business applications posed significant cultural challenges throughout the organization. PHOENIX played a major role in allaying these fears and challenges by providing seasoned professionals with the business, industry, project management and systems expertise to develop comprehensive User Guide materials and dispatching them to the many locations to work with the local personnel. This was critical to getting the full support of personnel at all locations and to having them properly trained and ready for the implementations.

“PHOENIX was very instrumental in the success of our product traceability effort. I was able to align a key Del Monte business representative from each of the critical business areas of the project with a PHOENIX Business Consulting team member. These sub-teams worked together to develop initial project awareness throughout their area, conduct process reviews, introduce the new process training and provide go-live/post go-live support,” explained Tim Toothman, the Del Monte Project Manger.

Due to the number of locations involved and the seasonal nature of certain Del Monte business units and product lines it was decided to implement the final solution in two different phases, the first being in Del Monte’s Consumer business unit and the second phase in its Pet business unit . The two phases were implemented four weeks apart during March of 2008. The actual implementations required very extensive data conversions as the Finished Goods and Work in Process inventories were being migrated and validated from the different systems including those of third party distribution centers.

Marc Brown, Senior VP Corporate Service Center & CIO at Del Monte adds, “PHOENIX was critical to our overall project execution. We were fortunate to have them on the ground from day one to assist in the development of our project plans, identify and mitigate risks, effectively communicate with all levels of the business. PHOENIX brought a wide skill set to the project that complemented our internal staff. Some of the key traits used were their experience conducting this type of implementation with other companies, visibility into other contingency plans and alternative ways of working with BPCS”

PHOENIX very aptly supplemented the Del Monte Project Management Office and provided additional leadership and support in the Del Monte Consumer and Pet business units as well as the business areas of Co-Packers, Distribution Centers, Inventory Accuracy and Technical Project Management for Custom Development, Data Conversion and Implementation.

PHOENIX Business Consulting, Inc.

PHOENIX Business Consulting successfully matches what’s new with what already works in ERP business systems. Our nationwide team of proven application, technical and business consultants provides “value-add” business services and solutions enabling clients to achieve maximum return on investment. With over 18 years of demonstrable success in the ERP manufacturing and distribution business sector, our clients place high value on our ability to quickly and cost effectively provide solutions to their evolving business requirements. We promote manufacturing/business education and training with our innovative Fast Track Education Program(sm) leading to CPIM (certified in production and inventory management) certification in months, not years, while helping both employees and companies benefit from immediate ROI. For more information on Greensburg, PA-based PHOENIX, visit our website at www.phoenixbcinc.com

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Contact:

Sean Kissane
PHOENIX Business Consulting, Inc.
(630) 512-0343
skissane@phoenixbcinc.com