



ABP Food Group

i-UG Presentation

“Building capability for the future”



ABP Food Group



Core business: Beef Production

Geography: UK

Revenue: circa £1.5bn



Core business: Beef Production

Geography: Ireland and Poland

Revenue: circa €900m



C&D Foods

Core business: Pet Foods

Geography: Pan-European

Revenue: circa €500m



Core business: Renewables

Geography: UK and JV in Ireland

Revenue: circa £30m



Core business: Animal Proteins

Geography: UK and Ireland



# Business drivers and values

## quality

To enhance the value of British and Irish beef in the market place

To drive value for the 35,000 farmers we partner with

## efficiency

To maximise ABP's return on capital

To deliver for our customers in Retail and Hospitality

## traceability

To ensure that ABP Beef is the most trusted in the market

To lead in global food compliance standards

## sustainability

To reduce the environmental impact of the beef industry generally

To reduce the impact of ABP operations

**Integrity**

**Customer Focus**

**Service**

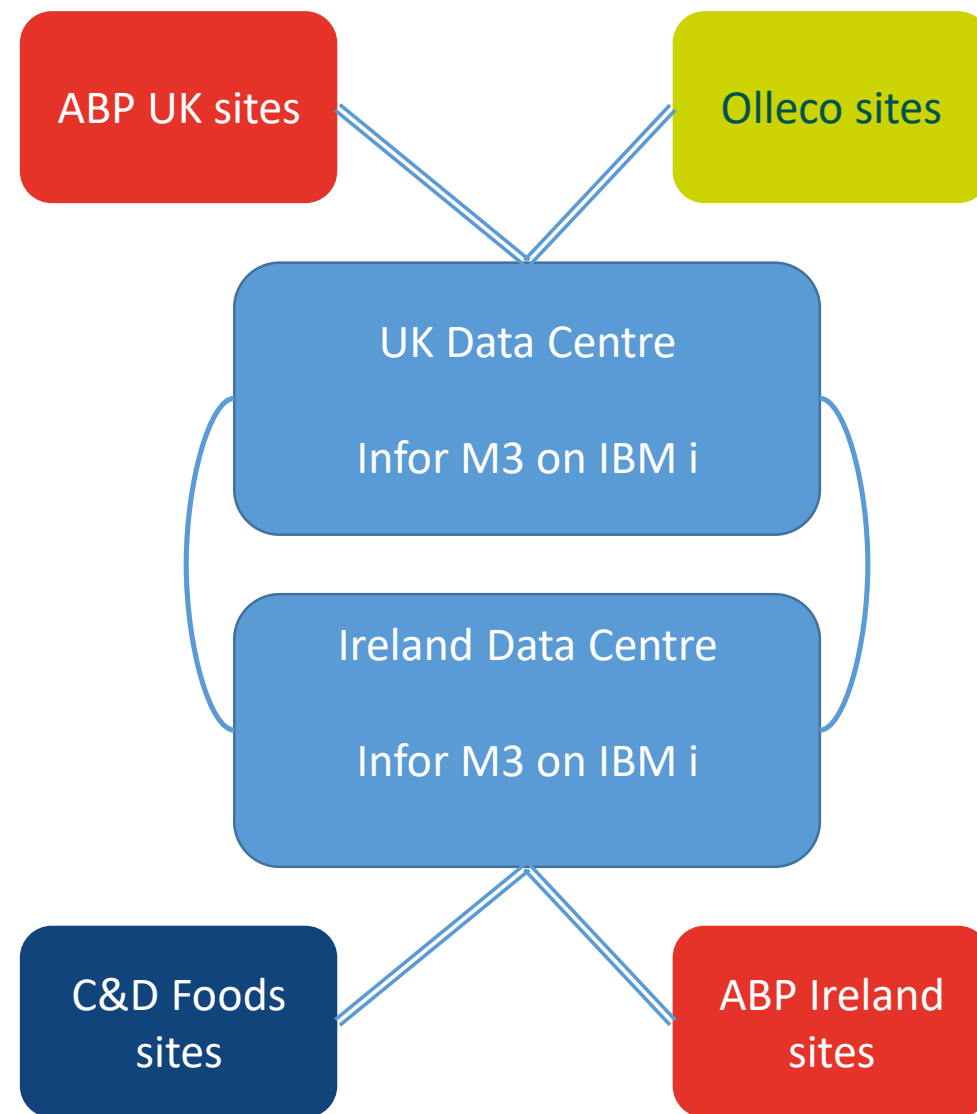


# IBM i at ABP

- All ABP divisions use Infor M3 on IBM i Power systems, some partially
- Upgrades of Infor planned for C&D Foods and ABP UK
- Olleco moving to Infor Cloud
- ABP Ireland and C&D both planning extensions to more sites in 2020 | 2021 | 2022

**Infor M3 is the standard ERP system choice for ABP Food Group**

**IBM i and Power systems are the standard for hosting**





# Supporting ABP through Covid-19

- ABP UK, ABP Ireland and C&D Foods are essential suppliers to key food retail and wholesale businesses
- Staff are designated key workers
- Olleco is in shutdown / furlough, as its customers in hospitality and leisure are closed
- Consumer behaviour transformed overnight
  - Panic buying due to perceived shortages -> shortages
  - Eat out -> Eat in
  - Take away -> Cook at home
  - Online & top up shopping -> One big shop per week
  - Social distancing meant lower footfall inside supermarkets and more even spread of shopping through the day
  - Hot weather during lockdown
- Logistics disrupted across Irish sea
- Lots of people working from home, especially for IT teams and information workers



# Supporting ABP through Covid-19

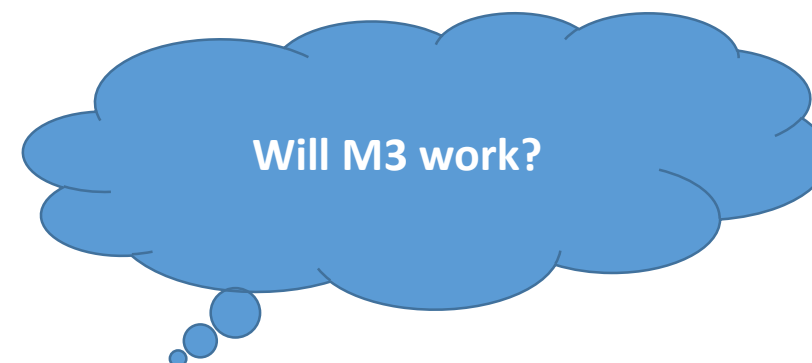
From	To
No or limited working from home	Majority of non-production colleagues working from home full time
Reducing demand for Beef	Huge increases in demand, followed by drop by 20%, followed by huge increases in demand
Retailers negotiating heavily on price	Retailers fighting for supply
Predicable demand	Spikes in demand
High worker availability	Lower availability due to isolation needs
Proven processes	Innovating new processes overnight, e.g. colleague temperature checks
Businesses delivering to plan	Some businesses thriving, others crashing



# What are people thinking about?



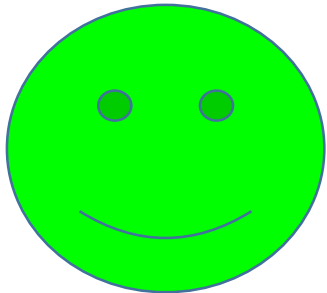
**Nobody has asked ...**



# Results



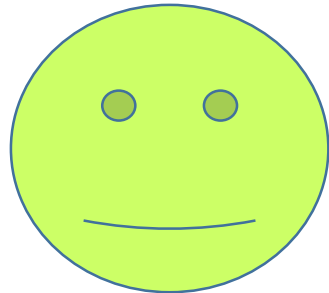
Consumer



“I can eat pretty well at home”

“Great barbecue during the hot weather”

Shopper



“Stock levels are patchy”

“I need to go early to get exactly what I want”

Customer



“ABP are working hard to keep up with demand and they talk to us frequently”

“They can’t always deliver”

ABP

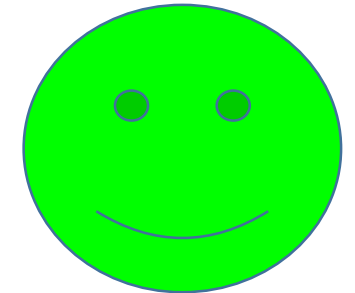


“Incredible job in the situation”

“IT supported us well”

“This has been relatively BAU”

IT

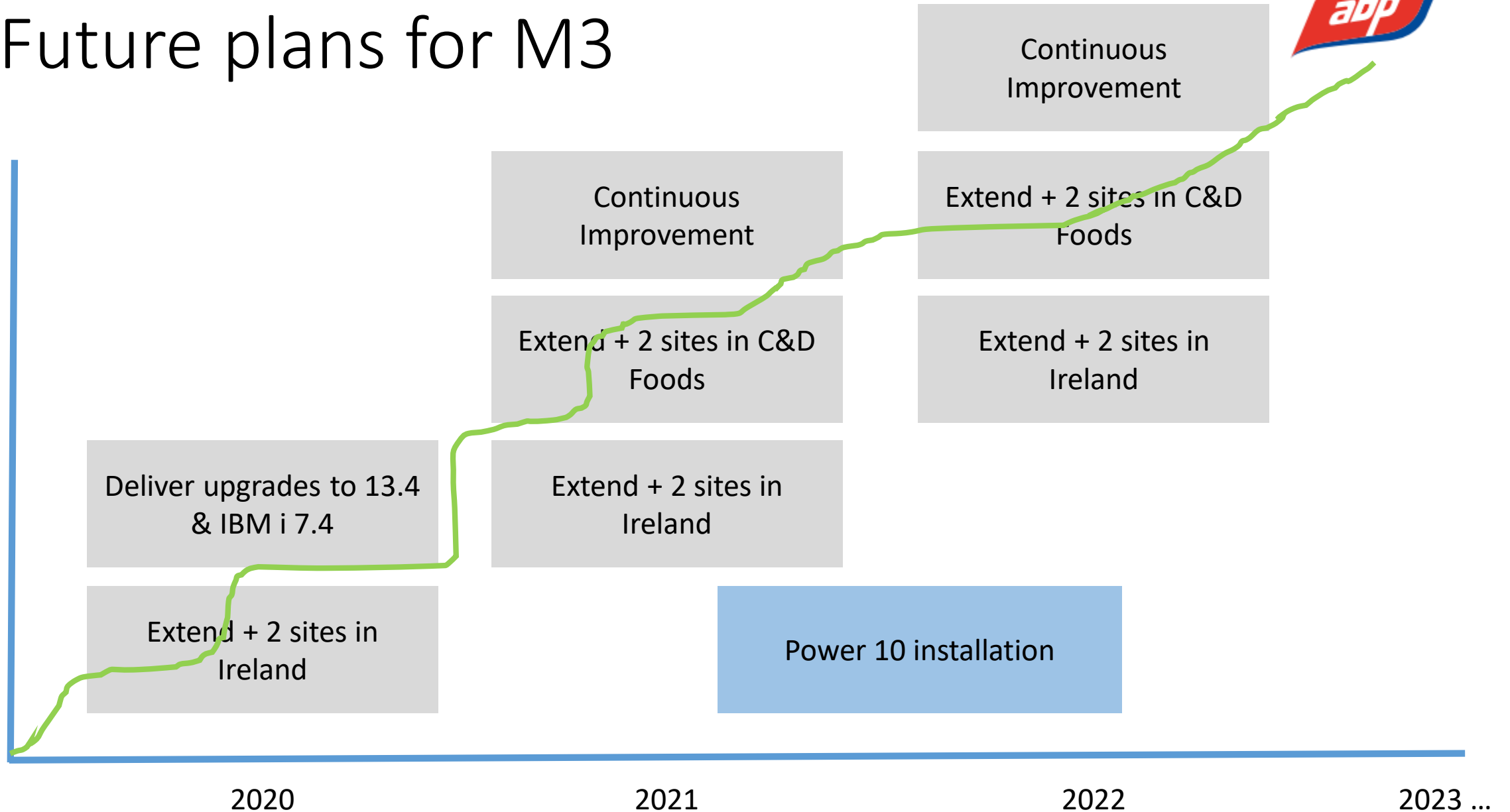


“Systems were robust”

“Very few projects delayed”

“Met the remote working need”

# Future plans for M3





# Key messages for IBM i

- This system is here to stay in ABP
- We need colleagues and partners that can lead the development of the system over the long term
- Digital innovation on the platform is now possible, so how do we drive that?
- Where are the new IBM i Digital Information workers going to come from?

... we need to build capability



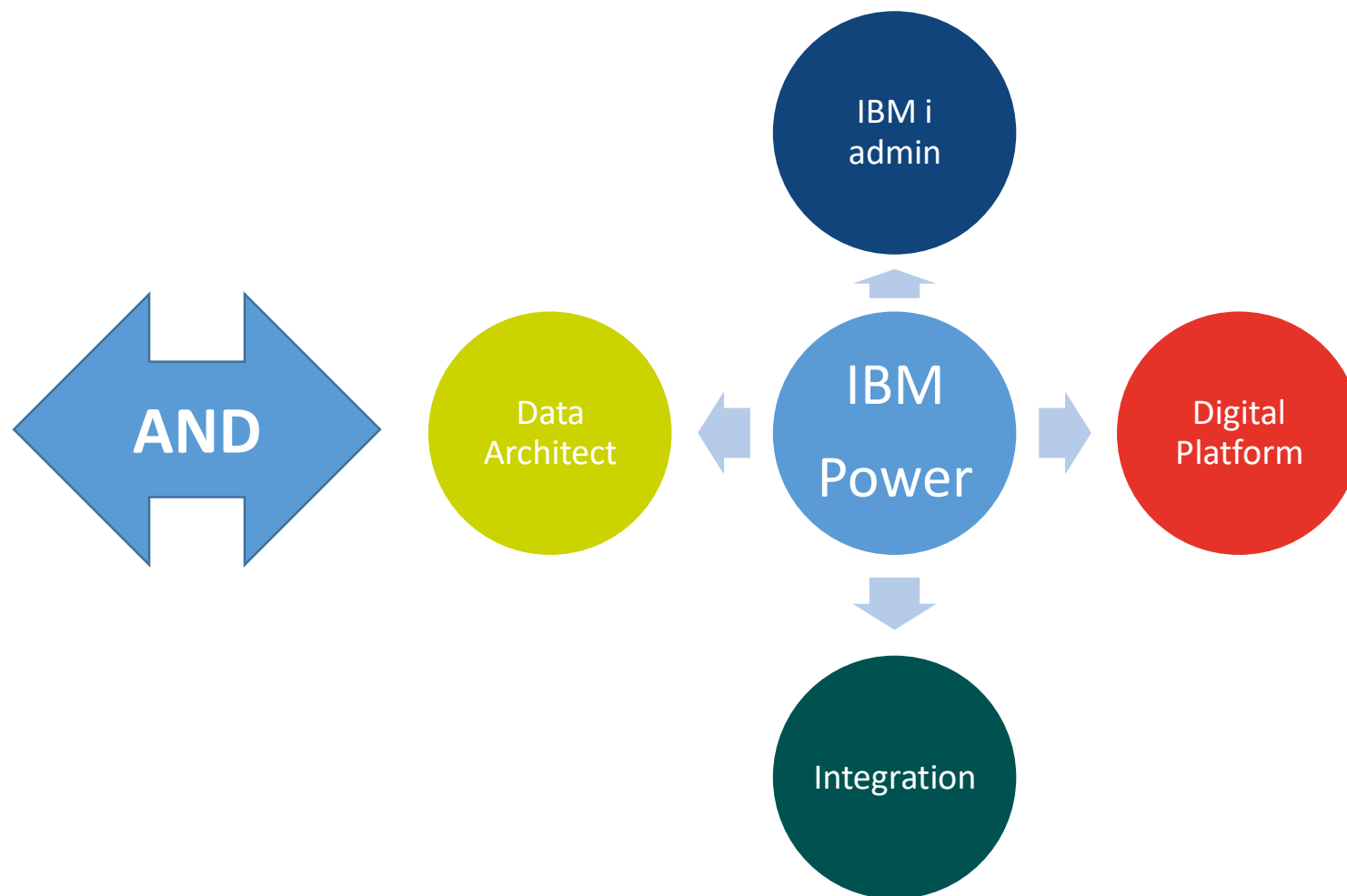
# Some questions

- What does DevOps mean for IBM i?
- What does collaborative innovation look like for a distributed organisation?
- How can our support partners cover more support, so that businesses can focus on innovation?



# What we need

- Wintel admin
- EDI and XML
- Database admin & SQL
- Full stack development
- Supplier Management
- IT Security
- Data Protection





# How can we get there?



**BIRMINGHAM CITY**  
University

- Work with undergraduates on projects
- Work experience
- Placement roles
- Define specific ABP projects

## Marketing the possibility

- Use our consulting and service provider network
- Work with i-UG, M3UA and other user groups
- Discuss directly with software vendors (Infor, IBM)

## On the job training

- Career discussions with colleagues
- Adjust internal team objectives
- Invest in training
- Ensure use of skills

A single vision: Platform importance | Investment in skills | Long term future | Great opportunity



# What might the future look like?

IBM i Part of  
University  
curriculums

Everyone has a  
mentor and a  
mentee

School  
Ambassadors for  
Tech and IBM i

“nth”-wave of  
IBM i as an  
industry

Platform  
selection not a  
consideration in  
Digital Innovation

Tier 1 & Tier 2  
supply chain can  
innovate as fast  
as anyone else

