

# CUSTOMER SUCCESS STORY

## J&B GROUP



### HIGHLIGHTS

#### Industry

Foods production and distribution

#### IT Challenge

- ▶ Strategic plan for growth
- ▶ Reduce operating costs
- ▶ Increase efficiencies for employee productivity and core application performance
- ▶ Reduce downtime

#### Solution

Improved operational efficiency with better infrastructure and application performance.

#### Bottomline

On the path toward Business Efficient IT.

### J&B Group

J&B Group is a family owned company located in St. Michael, MN. Employing over 675 people, they are a leader in perishable food manufacturing and distribution, serving the retail and food service industry across the Midwest and beyond. The company offers a combination of custom food service cutting, wholesale branded products, cold storage and transportation of a variety of meat, poultry, seafood and deli food products through a highly orchestrated distribution process that relies heavily on IT.

### The Challenge

J&B Group had an ambitious growth plan – double their revenues in 5 years. The company had major technology goals as well. They had substantial ERP system performance issues that needed attention and their aging storage platforms were underperforming and out of capacity. Of equal importance, J&B Group needed to reduce their recovery time on all business critical applications.

The company's operational goals were equally ambitious:

- Reduce operating costs and increase efficiency
- Improve employee productivity and core application performance
- Reduce downtime and business interruption risk
- Remove internal barriers to growth

In essence, J&B Group was ready to take the next steps toward Business Efficient IT (BEI) or the optimal combination of people, process, and technology that will enable them to operate more efficiently with reduced operational expenditures on IT.

**Featured Technology  
Solutions for J&B Group**



# CUSTOMER SUCCESS STORY : J&B GROUP



*We have helped*

*hundreds of clients like*

*J&B Group*

*get on the path to*

*Business Efficient IT.*

*Our dedicated Client*

*Representatives can*

*help your organization*

*take the first step.*

## **Moving Toward BEI**

Xigent has partnered with J&B Group for several years, helping to build efficiency and effectiveness into their IT operation. Xigent has led many IT improvement initiatives with J&B Group, including infrastructure architecture and design assistance, storage subsystem design and implementation, core infrastructure design and implementation and core systems support services.

## **Driving Business Outcomes**

Working with J&B Group team members, Xigent created a backup/recovery/availability strategy focused on the business and IT risks and issues associated with limited system availability and provided desperately needed interim performance improvements through core system and storage upgrades. J&B Group also employed Xigent's support services for their core systems, storage and virtual platforms. As a result, J&B Group realized significant business outcome improvements including:

J&B Group began their journey toward BEI with strategic planning emphasizing storage availability and system performance. They took additional steps to operational effectiveness by engaging Xigent's Support Services. J&B Group has positioned itself to take additional steps toward their Business Efficient IT environment through our ongoing relationship.

## **Backup/Recovery Strategy Outcomes**

- Plan to reduce downtime and business interruption risk
- Alignment across the organization with respect to required recovery capabilities and plans
- Lowest total cost of ownership solution

## **Support Services and Project Outcomes**

- Operational cost reduction
- Greater IT operating efficiency
- Better infrastructure and application performance
- Improved user productivity and satisfaction

We have helped hundreds of clients like J&B Group get on the path to Business Efficient IT. Our dedicated Client Representatives can help your organization take the first step.

Contact us today to learn more.

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