



CASE STUDY

Asset Essentials helps CS Beef Packers increase efficiencies, cut costs

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Scott Dixon, leadership trainer and technology supervisor at CS Beef Packers, spoke to sales reps a few years ago about implementing Asset Essentials, but company leaders were happy with their current software. By mid-2022, that existing software program began causing issues for CS Beef.

Dixon convinced the general manager to let him look at other software programs — and he knew Siemens was the right software for their organization's needs.

Gaining visibility

For CS Beef, one of the most valuable components of Asset Essentials is its basic reporting. Dixon runs a weekly maintenance report from the platform that includes work orders completed, time spent, as well as the top five parts used from each department. The report goes to all departments to help leaders see how much they're spending on parts to help plan for future inventory orders and to keep track of the parts required by individual assets. "If an asset is constantly needing more parts, it may be time for a replacement," Dixon says.

For example, after a plant engineer noticed that a certain part was replaced on the same piece of equipment every week for 12 weeks, his team investigated and determined that the equipment was wearing out the part. Because the new part cost \$20,000, it was more cost effective to purchase a new piece of equipment for \$100,000 than to keep replacing the part on a weekly basis. "In five weeks, that new piece of equipment paid for itself," Dixon says. "And we caught it just through this simple method of tracking the top five most-used parts through Asset Essentials."



Customer: CS Beef Packers

Location: Kuna, Idaho, U.S.

Vitals: Farm-to-market manufacturer of beef products with:

- 1,700 cattle processed daily
- Beef products marketed worldwide
- Over 800 employees
- \$4 million in average annual revenue

Results: After transitioning to Asset Essentials, CS Beef Packers was able to:

- Gain visibility into parts usage to predict inventory needs and potential equipment failures
- Increase efficiencies and better track labor and asset effectiveness
- Benefit from working with a knowledgeable partner and a product that is continually evolving to better meet their needs

Boosting Efficiencies

In addition to better keeping track of parts, Asset Essentials also allows CS Beef to more effectively track individual assets and labor. By tracking the work performed on each asset and the asset's productivity, Dixon can stay informed about the cost effectiveness of each piece of equipment.

He also tracks labor effectiveness "not only using our time clock, but also by tracking work order times," Dixon says. "We weren't able to track that quantitative data with our prior software."

The ability to effectively track labor efficiency is especially important as CS Beef faces a cost crunch in the beef and cattle industry. "The price of cattle has increased significantly, while the price of selling beef has gone down significantly, and it's becoming difficult to wade through that," Dixon says. "We expect these conditions to continue for another three years, so we have to keep a close eye on our costs."

Partnering with Siemens

After a disappointing experience with a previous software platform, Dixon was looking for a product and a team that would be trustworthy and reliable. "Our Siemens sales reps didn't have to sell much, they just had to be honest about what the program could do and could not do," he says.

"We didn't have any false expectations. They are some of the most trustworthy people I've been around. Anytime I have a question, I can call my sales rep and he's quick to answer a call or an email."

After CS Beef committed to Asset Essentials, Dixon worked to input the company's data while a Siemens consultant came on site and trained his staff for a little over a week. The company transitioned completely from one software to another within three months.

Although Dixon says the process was simple and his team was able to quickly gain expertise in using the product, Siemens remains involved and available when CS Beef needs help. "What really sold us on Asset Essentials was the customer service behind the sale," Dixon says. "Not only does the customer success team help you out on the spot, but if it takes more than five or 10 minutes, they'll follow up with an email."

Learn more: assetmanagement.siemens.com

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