



SOLUTION

Protein Optimize

FOR RED MEAT PROCESSORS



foodsconnected.com



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Foods
Connected: The
Meat Industry
Professionals



Protein Optimize at a Glance

Our innovative buy sell tools aid sales-driven production planning

With Foods Connected's innovative suite of software tools, meat processors can match sales forecasts with expected sales returns to calculate break-even points for livestock procurement and gain better insight of forward profitability and maximum value.

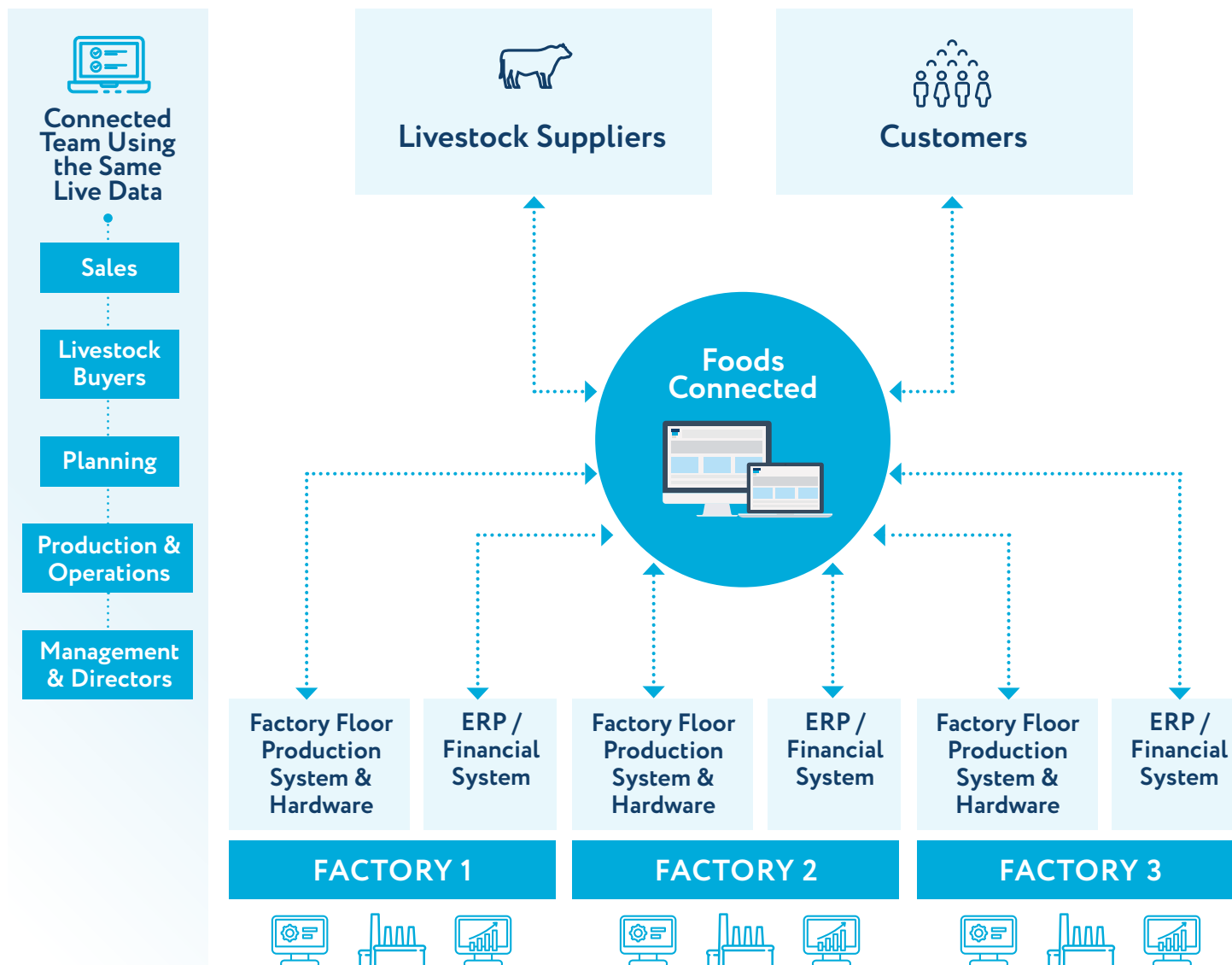


These valuable carcass, offal and by-product modeling tools empower meat processing management teams to optimize job selection, improve decision-making speeds and ultimately deliver enhanced carcass return and improved profitability.





Foods Connected and your Existing Systems



The Foods Connected solution complements the software & hardware that you already have in your factory.

It connects your sales decisions closer to the planning of your production, helping to maximize profitability through faster, more insightful decisions with alignment across all your teams.

It also provides large companies with multiple locations a 'birdseye view' of performance across all factories allowing for enhanced group performance management and knowledge sharing.

Being a cloud-based solution, it also provides the capability for information to be digitally shared with your livestock suppliers such as their orders and harvest data reports or your customers receiving their sales order details and shipment confirmations.



PROCESSOR CHALLENGES



Processor Challenges



Understand which primal specifications deliver the best results in terms of profitability and cost.



Communicate the production plans (fabrication area and harvest) to the shop floor in a user-friendly way.



Easily review and reconcile a day's fabrication area and offal production against the plan, taking into consideration different product specifications, cattle types and carcass grades.



Use sales forecasts to understand forward sales return to allow cattle buyers to procure livestock profitably.



Use sales forecasts to understand the impact on future stock levels and cash flow.



Communicate purchase orders and contracts to farmers and link those contracts to factory intake procedures.



Collate previous supply and demand data to proactively manage supply and demand volatility.





LIVESTOCK PROCUREMENT



Livestock Procurement

Livestock Pricing Grids

Using our tools, you can create livestock pricing grids for both internal and external use. This makes the whole livestock procurement and payment process a lot easier.

Clear, easy-to-use configurable grid templates mean you can create multiple grids for different livestock types. These can be shared with suppliers such as feedlots and farmers for confirmation of contracts and livestock prices.

You can also set up penalties for deviations from the animal specifications. And if the livestock doesn't meet the expected quality criteria, you can use our new master child grid functionality to move an animal from one grid to another on a cascading scale basis.

This all ensures you are not overpaying for livestock that are out of specification.



Deadweight Steers Beef Pricing Grid

Company Site:	Demo Group Co (Group)
Species:	All
Company Product(s):	Car 605 - Beef Carcass Steer/Heifer
Date Range:	09/09/2025
Status:	Active

	Yield Grade 1 ⓘ	Yield Grade 2 ⓘ	Yield Grade 3 ⓘ	Yield Grade 4 ⓘ	Yield Grade 5 ⓘ
Prime ⓘ	\$0.05 ⓘ	\$0.10 ⓘ	\$0.10 ⓘ	\$0.10 ⓘ	\$0.05 ⓘ
Branded ⓘ	\$0.05 ⓘ	\$0.10 ⓘ	\$0.10 ⓘ	\$0.10 ⓘ	\$0.05 ⓘ
Choice ⓘ	Agreed Price ⓘ	\$0.05 ⓘ	\$0.05 ⓘ	\$0.05 ⓘ	Agreed Price ⓘ
Select ⓘ	-\$0.05 ⓘ	Agreed Price ⓘ	Agreed Price ⓘ	Agreed Price ⓘ	-\$0.05 ⓘ
Ungraded ⓘ	-\$0.10 ⓘ	-\$0.05 ⓘ	-\$0.05 ⓘ	-\$0.05 ⓘ	-\$0.10 ⓘ

Generated by foodsconnected.com



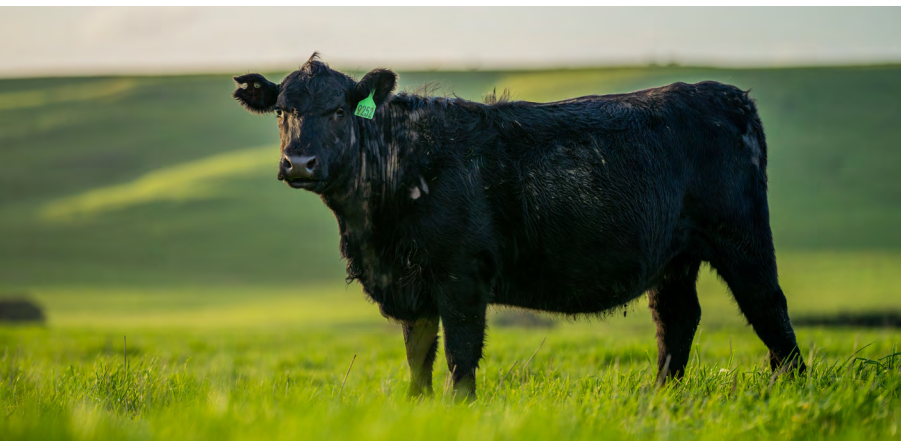
Livestock Procurement

Livestock Contracts

For contracts and longer term deals, you can use our contract management tool to create contracts for larger numbers of livestock. This is ideal for large farmers, farming groups and feedlots.

As livestock is ordered and delivered to the factory, animals are subtracted from the contract, with the live status available at all times.

This gives the livestock procurement team greater forward planning visibility and reduces administrative tasks.



Purchasing Inquiry - Closed - Deals Agreed

Cutout Value (\$/CWT)

	Yield Grade 1	Yield Grade 2	Yield Grade 3	Yield Grade 4	Yield Grade 5
Prime	\$182.50	\$183.00	\$181.00	\$177.00	\$173.00
Branded	\$167.29	\$167.29	\$165.79	\$161.79	\$157.79
Choice	\$163.64	\$164.14	\$162.14	\$158.14	\$154.14
Select	\$161.26	\$161.76	\$159.76	\$155.76	\$151.76
Ungraded	\$156.17	\$156.67	\$154.67	\$150.67	\$146.67

Cutout Premium and Discounts (\$/CWT)

	Yield Grade 1	Yield Grade 2	Yield Grade 3	Yield Grade 4	Yield Grade 5
Prime	\$20.36	\$20.36	\$18.86	\$14.86	\$10.86
Branded	\$5.15	\$5.65	\$3.65	-\$0.35	-\$4.35
Choice	\$1.50	\$2.00	\$0.00	-\$4.00	-\$8.00
Select	-\$0.88	-\$0.38	-\$2.38	-\$6.38	-\$10.38
Ungraded	-\$5.97	-\$5.47	-\$7.47	-\$11.47	-\$15.47

\$/Head Cattle Cost

	Yield Grade 1	Yield Grade 2	Yield Grade 3	Yield Grade 4	Yield Grade 5
Prime	\$3,553.42	\$3,558.17	\$3,539.17	\$3,501.17	\$3,463.17
Branded	\$3,408.93	\$3,413.68	\$3,394.68	\$3,356.68	\$3,318.68
Choice	\$3,374.25	\$3,379.00	\$3,360.00	\$3,322.00	\$3,284.00
Select	\$3,351.64	\$3,356.39	\$3,337.39	\$3,299.39	\$3,261.39
Ungraded	\$3,303.29	\$3,308.04	\$3,289.04	\$3,251.04	\$3,213.04

Grading Premium and Discounts (\$/Hd)

	Yield Grade 1	Yield Grade 2	Yield Grade 3	Yield Grade 4	Yield Grade 5
Prime	\$193.42	\$198.17	\$179.17	\$141.17	\$103.17
Branded	\$48.93	\$53.68	\$34.68	-\$3.32	-\$41.32
Choice	\$14.25	\$19.00	\$0.00	-\$38.00	-\$76.00
Select	-\$8.36	-\$3.61	-\$22.61	-\$60.61	-\$98.61
Ungraded	-\$56.72	-\$51.97	-\$70.97	-\$108.97	-\$146.97



Livestock Procurement

Livestock Ordering

To process the order for your suppliers, you can create order templates for livestock and attach agreed pricing grids to orders.

Suppliers can access the order through our platform as well as receiving an email notification. They can then confirm the order back to you to ensure that the correct availability of livestock is guaranteed for the day of production.

This ensures the correct service levels are met and does away with extra correspondence and time-consuming paperwork.

For larger scale operations, our multiple order functionality allows for multiple orders and their associate grids to be sent in one batch, saving time and eliminating unnecessary admin.



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Order Manager - Issue Order

Order Manager - Issue Order

Step 1: Order Details

Order Name

Prime Beef Livestock Order (DR)

Order Number

2013

Supplier

Farm 1

Contact

John Farmer

Linked Trading Template

Prime Beef Livestock Contract (DR)

Link Pricing Grid

US - Deadweight Prime Beef

Link to Contract

Prime Beef Livestock Contract (DR) - July to Sep

Purchase Date

02/08/2025

09:00

Currency

USD

Quantity Tolerance (%)

Single Tolerance

Tolerance Per Item

0.00

%

General Notes

This is a livestock order for prime beef

Requested Information

Please advise number of lots to be delivered

Step 2: Delivery Parameters

Delivery Tolerance (Days)

Single Tolerance

Tolerance Per Item

0

Days Early

0

Days Late

Delivery Date

Single Tolerance

Tolerance Per Item

02/08/2025

09:00

Delivery to Company Site

Democo (Group)

Expected Kill Date

02/08/2025

Step 3: Products

Q Auto Find Prices

+ Add Products

Product	Price	VAT	Quantity	Comment	Issue	
CAR606 - Steer FQA U30 months	4.85 /Lb	5.2 %	30 Head	Comment		

Issue Order

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Livestock Procurement

Holding pens Management

Use our tools to set up a receivals itinerary at factory level, organizing the orders and delivery of livestock into the processor. Based on forward agreements and expected delivery days from contracts and orders, this creates a clear harvest schedule, providing clarity around what is expected and what has been received.



Receivals and Agenda - Prime Beef Bookings

[← Back to Receival Templates](#)

Expected Kill Date

07/18/2025



Location

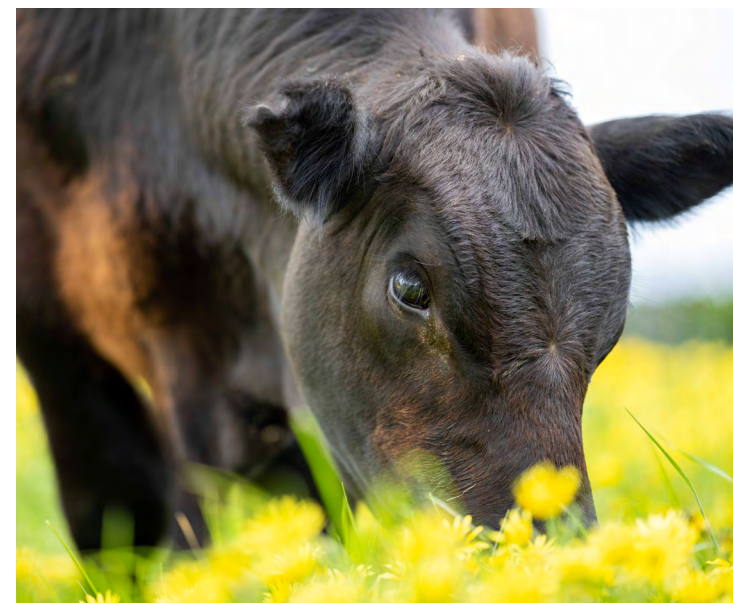
All

Filter

Clear Filters

Export to PDF

Expected Kill Date	Order No.	Supplier	Product Quantities	Location	Test Required / Comments	
07/18/2025 07:00:00	2003	Beef Farmer	CAR606 - Steer FQA U30 months - 80	Processor		Edit Delete
07/18/2025 09:00:00	2002	Farm 1	CAR606 - Steer FQA U30 months - 20	Processor	No Test Required - Livestock Courier L1 - Tel 0800 XXX 000 if any concerns with delivery time. No Test Required - Livestock Courier L2 - Tel 0800 YYY 000 if any concerns with delivery time. No Test Required - Livestock Courier L - Tel 0800 LLL 000 if any concerns with delivery time. No Test Required - Livestock Courier L4 - Tel 0800 TTT 000 if any concerns with delivery time.	Edit Delete
07/18/2025 09:30:00	2001	Beef Farmer	CAR606 - Steer FQA U30 months - 15	Processor		Edit Delete
07/18/2025 10:30:00	2000	Farm 1	CAR606 - Steer FQA U30 months - 30	Processor	No Test Required - Livestock Courier L1 - Tel 0800 XXX 000 if any concerns with delivery time. No Test Required - Livestock Courier L2 - Tel 0800 YYY 000 if any concerns with delivery time. No Test Required - Livestock Courier L - Tel 0800 LLL 000 if any concerns with delivery time. No Test Required - Livestock Courier L4 - Tel 0800 TTT 000 if any concerns with delivery time.	Edit Delete





MEAT PROCESSING MODELING TOOLS



Meat Processing Modeling Tools

Yield Trees

With our software solutions you can build yield trees for all your livestock types – from the carcass and its sub primals, through to offal, hides and by-products.

Here are some of the benefits:



Track multiple specifications of the same primal as well as multiple yield levels within a yield tree.



Capture all the yields and sub-yields including the key primal cut, offcuts, such as trimmings, bones and fat, and any by-products.



Build in sales values and assign them to line items using our product price file functionality. Discover the expected returns on the individual primal, offal item and the overall value or value per pound of the animal.



Deliver a target and benchmark that the factories can measure their performance against.



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Product Tree

Car 606 - Beef Carcass Standard - Beef Cost Model Demo - Yield: 100.00%

BCM17 - Top Round - Yield: 6.54%

BCM13 - Bottom Round - Yield: 6.28%

BCM18 - Knuckle - Yield: 3.85%

BCM32 - Core in Knuckle - Yield: 100.00% (3.85%)

BCM32 - Core in Knuckle - Yield: 100.00% (3.85%)
Offcuts
BCM20 - 85 vl - Yield: 1.42%
BCM21 - Fat - Yield: 0.28%
BCM19 - 95 vl - Yield: 4.33%
BCM56 - 98 vl - Yield: 14.00%

BCM32 - Core in Knuckle - Yield: 100.00% (3.85%)

BCM16 - Sirloin Butt - Yield: 3.82%

BCM12 - Loins - Yield: 4.15%



Meat Processing Modeling Tools

Yield Tree Combinations

You can combine yields trees into the same model to account for:

- Carcass yields
- Primal and sub primal yields
- Offal yields
- By-product yields
- Yield loss

This gives you the power to pull all the buy sell elements together into one model. You can assess the profitability of each type of animal, as well as facilitating the creation of break-even points for livestock procurement.



**FOODS
CONNECTED**

Product Tree

➖ **BEEF STEER CARCASS STANDARD - MEAT YIELD - Yield: 100.00%**

➖ **BEEF STEER CARCASS STANDARD - OFFAL YIELD - Yield: 7.30%**

➕ 107 - Tongue - Yield: 0.38%

➕ 107 - Tail - Yield: 0.40%

➕ 107 - Tongue Root Fillet - Yield: 0.04%

➕ 107 - Omasum - Yield: 0.16%

➕ 107 - Omasum Cap - Yield: 0.05%

➕ 107 - Tendons Hinds - Yield: 0.06%

➕ 107 - Tendons Fore - Yield: 0.09%

➖ **BEEF STEER CARCASS STANDARD - BY PRODUCTS YIELD - Yield: 24.42%**



Meat Processing Modeling Tools

Yielded Pricing and its Benefits

Our yield trees will highlight for you the most cost-effective product mixes based on the chosen market, sales price and specification.



The yielded price functionality in the yield tree tool enables your sales team to evaluate which production runs are most profitable for the factory, while optimizing carcass return.



You can rank the jobs by primals cut from best to worst by creating product and sub product yields, including all of the offcut valuations and yields.



These features enable you to make better, more profitable choices, speed up decision making and encourage a more collaborative way of working between sales and operations teams.



It reduces the time lost with spreadsheets and removes the risk of manual errors.



Product Information

Overview ← Costing Scenarios **Product Confirmations**

Product Information

Tree(s) 500:Car 606 - Beef Carcass Standard - Beef Cost Model Demo (Hot Weight: 325.0000 Cold Weight: 323.0000)

		Primary Yield	% of Scenario	Volume	Price (\$)	Yielded Price (\$)
+	BCM17 - Top Round	6.54%		0.00		
	BCM26 - Cap on Top round	6.54%	75.00	7,922	5.20	\$5.20
	BCM24 - Top round Cap Off PAD	4.29%	25.00	1,731	\$8.50	\$5.05
			100.00	9,653.00	4.27	
	BCM13 - Bottom Round	6.28%	100.00	10,142	0.00	
+	BCM18 - Knuckle	3.85%		0.00		
	BCM32 - Core in Knuckle	3.85%	50.00	3,109	0.00	\$4.00
	BCM31 - Core out Knuckle	3.08%	50.00	2,486	4.80	\$4.03
			100.00	5,595.00	2.13	



Meat Processing Modeling Tools

Carcass Modeling

You can model the animal value by pulling in livestock costs either manually or as an API to a third-party livestock price website.

All the processing costs broken down by department - eg harvest, deboning - and cost type - eg labor, energy, utilities - can be included here. You can then calculate the expected buy sell of the livestock you are processing.

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Purchasing - Retailer Beef Costing - May

OverviewCosting ScenariosProduct Confirmations

Livestock Prices - 06/19/2025 - 07/16/2025

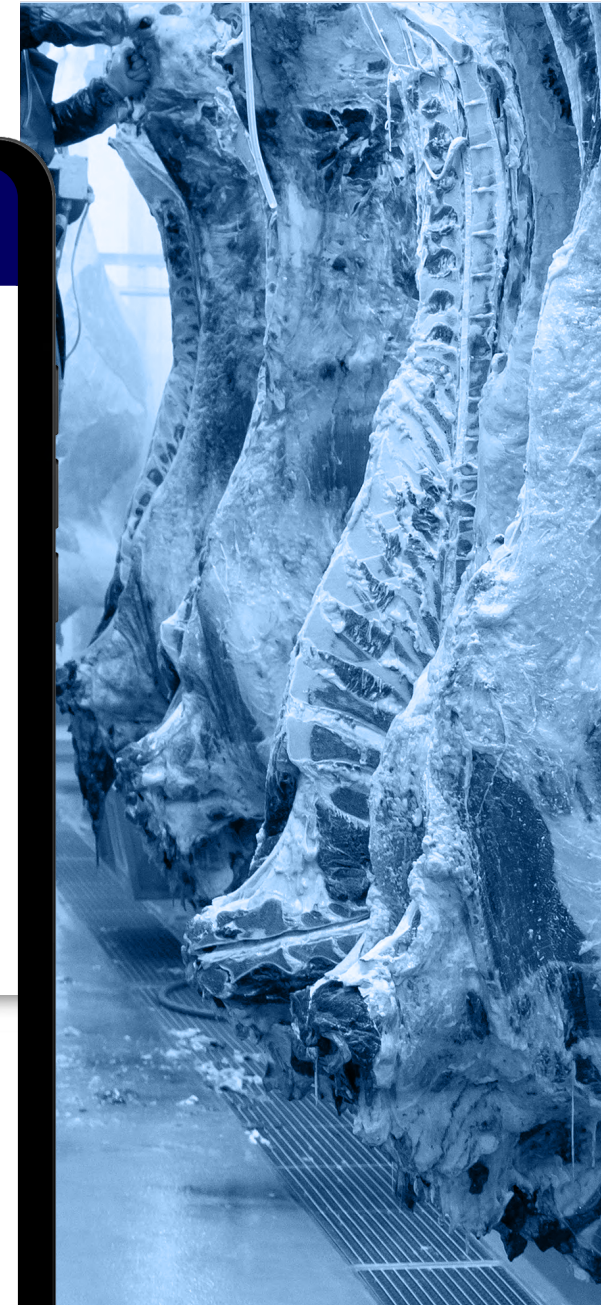
	Average Price	%
US Reference Prices Steers R3 - USA	\$ 5.01	70.00
US Reference Prices Steers R4 - USA	\$ 4.97	30.00
Average	\$ 4.98	Avg. Rate: N/A

Costs \$/lb

Cattle Price	4.63	\$ 1,504.74 / Unit	
Harvest Charge	0.31	\$ 100.75 / Unit	
- Labor Charges	0.11	\$ 35.75 / Unit	i
- Packaging	0.04	\$ 13.00 / Unit	i
- QC Costs	0.02	\$ 6.50 / Unit	i
Deboning charge	0.64	\$ 217.60 / Unit	

Credits \$/lb

Offal Credits	0.0258	\$ 8.77 / Unit	i
- Liver	0.0125	\$ 4.25 / Unit	
- Heart	0.0105	\$ 3.57 / Unit	
- Kidney	0.0028	\$ 0.95 / Unit	
Cost Per Lb: \$5.554		Total Cost: \$1,888.43	
			1 Units





Meat Processing Modeling Tools

Production Plans & Forecasts

Using our tools, you can use the associated models from the yield tree to create daily, weekly and forward-looking production plans. Forecasting and planning can be linked (through API) to factory and stock control systems. This can then determine how much of a particular product needs to be produced over a predetermined time period, taking existing stock, expected production and future orders/demand into consideration.

FOODS CONNECTED		Sales Forecast			
→ Send Volumes to Template		+ Export to PDF			
Product	Stock	07/10/2025 - 07/16/2025			
		Price	Required	Assigned	Required Remaining
☐ chuck	4536	6.5	12000	4536	7564
☐ sirloin flap	2100	7.5	5000	2100	2900
☐ tenderloin	1500	28	2600	1500	1100
☐ loin	5600	18.3	8900	5600	3300
☐ bottom round	8744	7.5	6700	8744	-2044
☐ shin	2376	5.2	6000	2376	3624
☐ heel	3764	5.8	5432	3764	1668
☐ sirloin butt	6523	8	12000	6523	5477
☐ top round	10345	6.5	14000	10345	3655
☐ knuckle	9033	5.7	15000	9033	5967
☐ 90% trim	24000	5.4	45000	24000	21000





Meat Processing Modeling Tools

Production & Financial Reconciliation

Having created the plan you can pull actual daily data from a factory's weights and measure system, covering actual production, and compare this to the production plan. By doing this you can identify differences and areas of deviation.

Factors that impact performance are:

- The over or under production of a particular item by the production hall to the detriment of another more profitable item.
- A job taken on by the sales team, which is not profitable, forcing the production hall to produce more of it.
- Excessive trimming by the deboners and trimmers leaving a below par yield performance.

This gives your site management team an overview of the full production and financial reconciliation, including piece counts in the fabrication area. It reveals where the deviations have taken place right down to the individual product level and measures the impact against the original plan.

This gives operations teams the power to identify which areas need corrective action and improvement.



Production : Reconciliation

Production Example 07/14/2025 (DR) Reconciliation: 103 Units - Average Weight 320Lb

		Expected				Actual				
	Scenario %	Yield	Volume	Pieces	Piece Weight	Yield	Volume	Pieces	Piece Weight	Yielded Price ①
Top round										
Cap on Top round	10.00%	6.54%	178.37 Lb	21	8.66 Lb	6.95% +0.41%	92.00 -86 Lb	10.00 -11	9.20 Lb +0.54 Lb	\$6.75
Top round Cap Off	80.00%	5.17%	1,127 Lb	165	6.84 Lb	5.28% +0.11%	1230.00 +103 Lb	176 +11	6.99 Lb +0.15 Lb	\$7.88
Top round Cap Off PAD	10.00%	4.29%	116.90 Lb	41	2.84 Lb	4.13% -0.16%	112.00 -5 Lb	41 +0	2.73 Lb -0.11 Lb	\$7.62
Totals			1,422 Lb	227	6.27 Lb	1,434 Lb		227	6.32 Lb	
Bottom round										
Full Bottom round	85.00%	6.28%	1,456 Lb	175	8.31 Lb	6.29% +0.01%	1440.00 -16 Lb	173 -2	8.32 Lb +0.01 Lb	\$6.51
Bottom round Flat Fat On	5.00%	3.99%	54.40 Lb	10	5.28 Lb	4.11% +0.12%	54.40 +0 Lb	10 +0	5.44 Lb +0.16 Lb	\$5.48
Bottom round Flat PAD	10.00%	3.47%	94.68 Lb	41	2.30 Lb	3.49% +0.02%	94.68 0 Lb	41 +0	2.31 Lb +0.01 Lb	\$5.63
Totals			1,605 Lb	226	7.10 Lb	1,589 Lb		224	7.09 Lb	
Knuckle										
Core in Knuckle	65.00%	3.85%	682.52 Lb	134	5.10 Lb	3.85% 0.00%	682.52 0 Lb	134 +0	5.09 Lb 0.00 Lb	\$5.46



Meat Processing Modeling Tools

Profitability Forecasting Tools

This suite of carcass models, offal yields, by-products, sales and production forecasts, helps you determine how much you can pay for livestock in the short term and further into the future.

Plus, it allows the processor to quantify how much extra margin they can generate by buying livestock below a certain price point.

Unfortunately the same holds true if the livestock market is expected to rise.

No matter what the market does, our tools give you the foresight to **make better decisions** – from how much you should process to how much you should procure from external sources.



Profit and Loss Reconciliation

Title: JUL 25

Site Name: Democo - Beef Exports

Date Range: 07/16/2025 - 07/22/2025

Created By: Steve Jones

Misc Cost: \$

Model Title	Break Even	Buy Price	Scenario Units	Scenario Weight	Profit/Lb	Profit/Head	Total Profit	Total Cost Livestock
YOUNG BULL (U24)	\$4.99	\$5.05	80	320 Lb	\$0.06	\$19.20	\$1,536.00	\$1,616.00
STEER (U28)	\$4.96	\$5.08	100	320 Lb	\$0.12	\$38.40	\$3,840.00	\$1,625.60
HEIFER (U28)	\$4.98	\$5.10	100	320 Lb	\$0.12	\$38.40	\$3,840.00	\$1,632.00
COW U	\$4.27	\$4.53	90	290 Lb	\$0.26	\$75.40	\$6,786.00	\$1,313.70
COW P	\$4.03	\$4.23	60	290 Lb	\$0.20	\$58.00	\$3,480.00	\$1,226.70

ORGANIC VALLEY	\$5.59	\$5.65	30	320 Lb	\$0.06	\$19.20	\$576.00	\$1,808.00
HEREFORD	\$5.40	\$5.52	50	320 Lb	\$0.12	\$38.40	\$1,920.00	\$1,766.40
ANGUS BLACK GOLD	\$5.35	\$5.54	50	320 Lb	\$0.19	\$60.80	\$3,040.00	\$1,772.80
GRAIN FED HEIFER	\$5.40	\$5.57	70	320 Lb	\$0.17	\$54.40	\$3,808.00	\$1,782.40

	Planned Units	630
	Total Cost of Livestock	\$14,543.60
	Total Profit Excluding Cost	\$28,826.00
	Additional Cost	-
	Profit/Loss	\$28,826.00

Save



Meat Processing Modeling Tools

Negotiations

Need top-up volumes over and above your stock and production for your retail packing facility? Not a problem. You can use our negotiation functionality to automatically generate negotiation events, sending tenders to other suppliers for top up volumes.



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Product Purchasing

Beef Products Purchasing August 2025

Purchasing Inquiry - Closed - Deals Agreed

Originally Sent From:

Leah Sloan - Democo

Originally Sent To:

PURE BEEF ADMIN - PURE BEEF INC

Must Respond by:

07/06/2025 05:50

Priced to be Agreed by:

07/06/2025 05:50

Delivery Terms:

Delivered

Delivery Dates:

Period 1: 07/31/2025 05:50 (Week 31) - 08/27/2025 05:50:00 (Week 34)

Currency:

US Dollar

Accepted line items

Agreed line item

Countered line item

Declined line item

Product	Quantity 07/31/2025	Price (\$)	Change from Last Agreed	Comments
9001 - Top round Spec:	ss: Agreed ss: 1400 Lb PA: 3400 Lb LS: 8400 Lb	ss: Agreed ss: \$ 7.86 / Lb PA: \$ 7.86 / Lb LS: Quote us (Lb)	\$0.20/lb	Please ensure delivery on time
9002 - Bottom round Spec:	ss: Agreed PA: 7800 Lb LS: 25800 Lb	ss: Agreed PA: \$ 2.12 / Lb LS: Quote us (Lb)		Check spec
Totals	9200 Lb			

Declined line items

Product	Quantity 07/31/2025	Price (\$)	Change from Last Agreed	Comments
9001 - Knuckle Spec:	ss: Declined ss: 0 Lb PA: 5000 Lb LS: 20000 Lb	ss: Declined ss: Quote us (Lb) PA: \$ 6.50 / Lb LS: Quote us (Lb)		



Foods Connected: The Meat Industry Professionals

Our team of industry experts brings with them a wealth of experience built up over many years in meat production and processing. We have literally done the job from the shop floor up and have translated this knowledge into the suite of software tools that we offer today. This means that our solutions are built by **meat industry professionals for meat industry professionals.**

THE SERVICES WE OFFER INCLUDE:



Moving Cost Models from Excel spreadsheets to an automated platform



Helping sales and production teams work collaboratively together to achieve the best financial and commercial results



Industry information gathering to help your team benchmark their own performance



Best practice advice on approaching retailers and other customers to achieve strategic targets



Helping create correct specifications for shop floor communication



Working with teams to improve the accuracy of forecasting to ensure best outcomes on P&L



Get in touch



For UK, EU and US enquiries contact:



Mike McCarthy
HEAD OF SUPPLY CHAIN
& PROCUREMENT



Mike McCarthy has over 19 years experience in the red meat industry. Prior to joining Foods Connected he worked extensively within the McDonald's Global Supply Chain network as the Global Beef & Pork lead for OSI Group. Prior to this he spent 14 years in the Irish primary processing industry developing business and building strategic partnerships with leading Retail and Foodservice customers across EU and N.A.



Sharon Scott
PROJECT LEAD & CLIENT
DEVELOPMENT MANAGER



Sharon has been with Foods Connected for over 6 years and brings a wealth of experience to our Protein Optimize & Procurement team having previously worked in both the red meat and poultry processing industry. Sharon works closely with our customers to ensure that the implementation of our tools into their businesses runs seamlessly to deliver improved processes and measured benefits.



Jacob Einberger
HEAD OF CUSTOMER
SUCCESS – PROCUREMENT
AND PROTEIN OPTIMIZE



Jacob Einberger has over 25 years of experience in the protein industry with Smithfield Foods and JBS USA. He has real-world experience leading Operations, Business Analysis, Supply Chain Management, Process Alignment, and Continuous Improvement teams.

He obtained a degree in Meat and Animal Science from the University of Wisconsin and has dedicated his career to finding yield and efficiency opportunities across operations floors. He has a true passion for finding solutions to complex issues that impact the safety and availability of the world's food supply.



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