TechNoir and **Del Monte** worked together to grow an extranet that nourishes productivity and collaboration.

Del Monte Food Company

One of the US's largest manufacturers and distributors of branded canned fruit, vegetables and meats, brands include Del Monte, Contadina, Orchard Select, S&W, Heinz, Star-Kist and Sunfresh. Del Monte also produces tomato-based condiments and foods such as ketchup and tomato sauce. Its main products (corn, green beans, peas, peaches, pears, pineapples and tuna) are purchased mostly from US farmers and fisheries and are sold worldwide.


Corporate Extranet

▫ Product Certificates
▫ Product Specifications
▫ Product Database
▫ Business Tools
▫ Sales Tools

Business Challenge

With thousands of distributors and partners worldwide Del Monte needed a solution that would slim down its business processes bringing order and efficiency. Del Monte envisioned an information portal uniting the efforts of their various departments, distributors and partners with a system that would quickly bring them up to date on product changes, sales campaigns and branding initiatives.
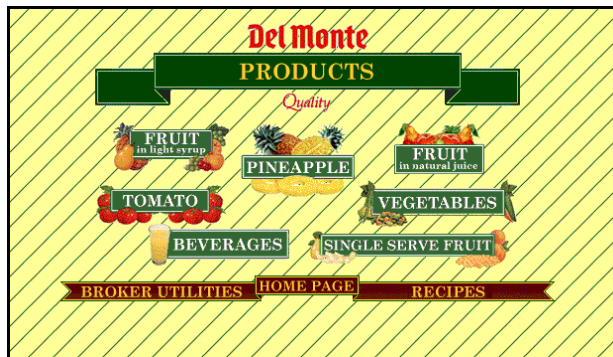
Order Purchasing System

□ Order Entry

□ Order Tracking

□ Integration to Legacy Systems

TechNoir Solution

At the time TechNoir and Del Monte formed their collaboration Del Monte's primary way of encouraging business and communicating with distributors and partners was through fax transmissions. TechNoir developed a customized strategy smoothly upgrading Del Monte's operations from an outmoded paper based infrastructure to an efficient operational process enhanced by the efficiency of web based technology.

Del Monte has a catalog of over 1,000 products, making product selection and purchasing complicated and time consuming. TechNoir developed an online order processing system, including a product search engine enabling multiple search options and allowing quick, easy online order transactions. This order processing system has an additional function. It enables Del Monte to more effectively determine purchasing trends worldwide empowering Del Monte's manufacturing branch to compensate and reduce warehousing costs. To encourage sales the finished search engine features product specification search, a certificate information library and a recipe data base allowing sales personal to suggest new product uses. The extranet TechNoir built led to a shift in the way Del Monte does business allowing a level of management unprecedented in their long history.

In addition to the extranet TechNoir designed and developed Del Monte's first public site including a searchable recipe database and interactive games for kids.

Services Provided	
Development:	All development of the website was performed by TechNoir, including webpage layout, programming and database design.
Hosting:	TechNoir hosted and maintained Del Monte's site while under development.
Technologies used	
Microsoft IIS, ASP, Javascript, MS SQL Server, C+	