

## DAIRY FARMERS OF AMERICA CHOOSES DENOVO, ORACLE JD EDWARDS 9.2 AND ORACLE CLOUD INFRASTRUCTURE AS THEIR GO-FORWARD STRATEGY



[Dairy Farmers of America](#) (DFA), Fluid Milk and Ice Cream division, selects [Denovo](#) as their business partner for an Oracle JD Edwards migration from , a move to [Oracle Cloud Infrastructure](#) and ongoing [Denovo Managed Services](#). The combination of the projects will provide all of the Fluid Milk and Ice Cream divisions a single ERP and hosted platform.

[Dairy Farmers of America](#) (DFA) represents over 14,000 dairy farmer members. The 46 plants nationwide make well-known, quality brands of ice cream, cheese, butter, dairy ingredients, fluid milk and other items. There was real need to modernize their platform and to have a single ERP strategy to accelerate company growth.

Kemps and the Fluid Milk and Ice Cream divisions are Cloud forward strategists. They will implement cloud solutions where they make sense, functionally and financially. They reviewed Oracle Cloud ERP and Oracle [JD Edwards EnterpriseOne](#) at length. JD Edwards Enterprise One was the clear leader in the evaluation. It has best of breed core functionality and low total cost of ownership for their investment. The movement from JD Edwards World to Enterprise One will include an expansion of their JD Edwards product footprint to eliminate several third party solutions across many locations, which is a core piece of their go forward strategy.

The project will include a move from private cloud with another provider to Denovo and Oracle [Cloud Infrastructure](#). The move establishes an Oracle on Oracle strategy for their ERP and infrastructure and gives them a new, flexible, modern cloud environment. Denovo will own the technical and hosting managed services so DFA can focus on other initiatives for the business.

Denovo won the project by demonstrating a clear understanding of the Kemps and Fluid Milk and Ice Cream divisions' requirements, bringing a level of collaborative creativity and recommendations to help them achieve their goals.

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*“Denovo’s expertise across Cloud ERP, JD Edwards, and Oracle Cloud Infrastructure was the differentiator that made our partner and solution selection easy. Denovo demonstrated their expertise and worked closely with us on developing a long-term strategy. We have used JD Edwards World products for years; we are looking forward to the move to EnterpriseOne to improve efficiencies, speed our financial consolidations and close, and improve our distribution processes. Being in the Oracle Cloud modernizes our legacy iSeries platform and helps to gain a more robust infrastructure that will be able to support our company growth in the years to*

come.”

*Jeff Hurley, Vice President Information Technology, Dairy Farmers of America*

“Denovo’s engagement with Jeff and his DFA team, centered around clear communication, listening to their needs as they evolved through the project planning process, and a strong partnership with our Oracle counterparts. DFA brought very skilled and knowledgeable resources to assist with their selection. Denovo had multiple opportunities to demonstrate our extensive experience with similar projects from World to EnterpriseOne Migrations, ERP functionality, Oracle Cloud Infrastructure implementations and successful Managed Services engagements. Ultimately, we were able to show value in a bundled solution that included both the consulting project, as well as our longer-term Managed Services offering. It was a pleasure to work with a fully engaged team and we are looking forward to a long, successful future.”  
Sara Piscitiello, Sr. Director, Denovo

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#### **About [Dairy Farmers of America](#)**

Dairy Farmers of America Inc. is a national milk marketing cooperative in the United States. It is owned by and serves more than 14,500 dairy farmer-members representing more than 8,500 dairy farms in 48 states. DFA markets members’ raw milk and sells milk and derivative products to wholesale buyers both domestically and abroad. Net sales in 2016 were \$13.5 billion, representing about 22 percent of raw milk production in the United States.

#### **About [Denovo](#)**

Established in 2003, Denovo Ventures, LLC is a full-service Enterprise Hosting/Cloud Computing, Application Managed Services, Managed Disaster Recovery and Professional Services firm with extensive expertise in designing, implementing and supporting enterprise software. Denovo has provided services to over 1,500 customers. Denovo delivers bundled solutions from their enterprise data centers located in the United States or through several public cloud environments. As the most experienced mid-market Oracle Platinum Partner, Denovo’s team of over 300 Oracle resources have a combined 3,600+ years of Oracle experience. This includes successfully completing JD Edwards, Oracle E-Business Suite, and Oracle ERP Cloud implementation projects for a wide variety of commercial and public-sector clients. The company is headquartered in Boulder, Colorado. For more information on who Denovo is, please visit our website at <https://denovo-us.com/>.