



Preserving a Family Legacy Through Modern Manufacturing

How Andrea Foods Partnered with Vicinity Software to Replace Paper-Based Processes, Improve Traceability, and Build a Foundation for the Next Generation of Growth.

Project Snapshot

As a fourth-generation family manufacturer, Andrea Foods had outgrown its paper-based production processes and custom-built legacy manufacturing system, which limited visibility and constrained future growth. The company partnered with Vicinity Software to modernize manufacturing while maintaining seamless integration with Microsoft Dynamics GP. Through a phased implementation and hands-on guidance from Vicinity's team, they digitized production, standardized formulas, improved traceability, and created a scalable manufacturing platform for the future.

Highlights

- Eliminated paper-based manufacturing records
- Replaced a legacy custom manufacturing system
- Standardized manufacturing formulas and improved production visibility
- Strengthened lot traceability and audit readiness
- Integrated manufacturing directly with Microsoft Dynamics GP
- Built a foundation for Quality Control and future MRP planning

About Andrea Foods

For more than six decades, Andrea Foods has remained true to the vision of its founder, Andrea Savignano, who immigrated from Italy and opened a neighborhood deli in New Jersey. What began as a small family business has grown into a leading manufacturer of frozen Italian specialties, producing ravioli, tortellini, gnocchi, lasagna, stuffed shells, pasta sheets, and other products for both the Andrea brand and private-label customers across the United States.



Today, Andrea remains family-owned and has grown from a neighborhood deli into a regional manufacturer that ships multiple truckloads of frozen Italian food each week. Alex Orlando, the founder's great-grandson, is helping lead the company's next chapter through its digital transformation.

“Although we are a pretty small business in nature, we do leave a lasting impact on the industry.” — Alex Orlando, Project Manager & Financial Supervisor, Andrea Foods



The Challenge

As production volumes increased, Andrea found itself relying on processes that hadn't kept pace with the business.

Manufacturing records were maintained primarily on paper, making production reporting, inventory updates, and audit preparation both time-consuming and labor-intensive. At the same time, the company depended on a heavily customized manufacturing application built into Microsoft Dynamics GP 2010. While the custom solution had served the business for years, it prevented software upgrades and made future growth increasingly difficult.

According to Alex, reducing the burden of paper-based processes and gaining better access to manufacturing data became top priorities. "We were looking for a way to really address the pain points, primarily time savings, because of the amount of paper. It was just too much, on top of wanting the ability to actually go back and assess our data."

The company needed a manufacturing solution built for food production that could support its continued growth while remaining tightly integrated with Microsoft Dynamics GP.

The Solution

They selected Vicinity Food to replace its legacy manufacturing system with a purpose-built process manufacturing solution.

With guidance from Vicinity's team, Andrea modernized its operations by standardizing formulas, digitizing production records, integrating manufacturing with Dynamics GP, and implementing lot traceability across the operation.

Vicinity's phased implementation approach gave the team flexibility to coordinate with other major technology initiatives, including a Dynamics GP upgrade, while keeping the project on track.

As the implementation progressed, Vicinity Implementation Manager Robert Cosio encouraged the Andrea Foods team to think beyond simply replacing software. He explained that implementing a purpose-built manufacturing system would often reveal opportunities to improve existing processes, something Alex admits he was initially skeptical about.

That mindset shaped the project from the start. Rather than simply automating existing processes, the team used the implementation to refine them. With Vicinity's hands-on guidance and training, they gained the confidence to manage the solution independently while aligning it more closely with how work was actually performed on the plant floor.

"At first, I wasn't very convinced of Robert's saying that Vicinity might uncover areas we could improve. Looking back, it definitely highlighted a lot of opportunities to strengthen our processes."

— Alex Orlando



The Benefits

Moving Beyond Paper

Production information is now captured electronically rather than on paper, giving the team faster access to manufacturing data and simplifying reporting and audit preparation.

Standardized Manufacturing Processes

Instead of confusing formulas expressed only in fractional pounds, Vicinity enabled Andrea to create them using meaningful units of measure that operators can easily understand. "Now everything actually looks like a real formula." — Alex Orlando



Improved Visibility & Traceability

Integrated manufacturing and lot traceability provide greater confidence in inventory, production reporting, and quality documentation while improving the team's ability to investigate production history when needed.

Built for What's Next

With Manufacturing and Quality Control now live, they established a solid foundation for future initiatives, including MRP and its planned migration to Microsoft Dynamics 365 Business Central.

A Partnership That Went Beyond Software

Alex credits Vicinity's team with making the project far less stressful than expected. Despite coordinating alongside a complex GP upgrade, he described the Vicinity portion of the project as "the easiest part" and was grateful for the team's hands-on guidance and collaborative approach throughout the implementation.

Reflecting on the experience, he said, "The whole implementation process went really smoothly. They were very flexible about the go-live date; we still had the hand-holding process, and Robert and Beth helped a lot."

Today, Andrea Foods has a modern manufacturing foundation that supports the company's continued growth while preserving the family legacy.

For Alex, the transformation goes well beyond replacing paper and legacy technology. What began as a software implementation ultimately changed how Andrea approaches manufacturing, from the processes their team follows to the way they manage the operation each day.

"Vicinity is a great product... it has revolutionized how we do business."

— Alex Orlando



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