

# Blue Harbor Limited Harvard Case Solution & Analysis

## The Organization

- 7 salary employees
- 10 wage employees
- 10 Million in 2005
- 35 Million in 2012
- Hardware upgrade \$11,000
- Service contract: Dell



## Harbor Blue Seafood

Harbor Blue Seafood is a water front unloading facility, processing plant, and seafood distributor. Commercial fishing vessels unload at Harbor Blue's dock and Harbor Blue purchases fish, and sells it around the country.

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## The Organization's Decisions

### Story

- Decision Statement: Find a solution to their communication problems within the company.
- Decision Maker: Sal Ingrande
- Decision Time Frame: May 2009 - November 2009
- The Issue: Theft
- Solution: All sales must be approved by Sales Manager
- Did they feel this was a satisfactory solution? Yes
- Do we agree? Yes

### Ethics

## The Organization's Software

- Data Management: Quick books 2013 combined w/MS Office 2010
- Telecommunications: Verizon Wireless - Comcast / ISP - via email
- Satellite communications : Boatracs / Boatrac BT Connect
- Security System Software: Q-SeeQT

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4 Washington St. Fairhaven, MA 02719

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