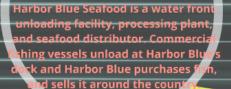
### Blue Harbor Limited Harvard Case Solution & Analysis

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

- 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: Thieft
  - Solution: All sales must be approved by Sales Manager
     Did they feel this was a satisfactory solution? Yes
  - · Do we agree? Yes





#### <u>Software</u>

- 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

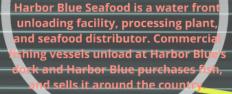


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## Harbor Blue Seatood

4 Washington St. Fairhaven, MA 02719

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



## Blue Harb

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# on & Analysis Decisions

### Story:

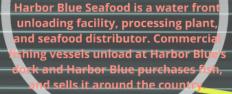
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