

The Benefits of Cloud ERP

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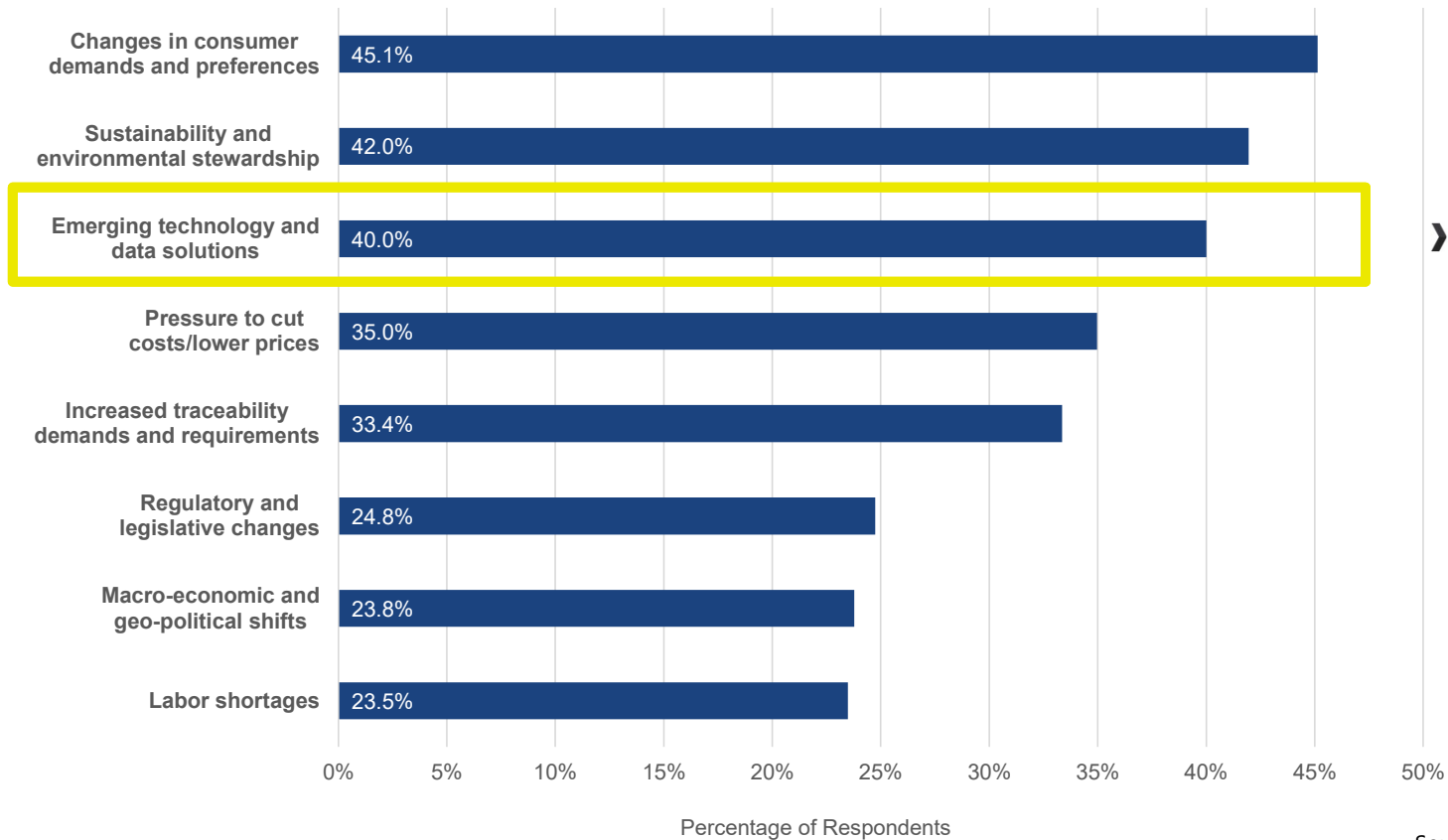
Topics



- › **Food & Beverage Trends**
- › **Enterprise Resource Planning (ERP) and Benefits**
- › **ERP and Digital Transformation**
- › **Cloud ERP and Benefits**

The Future of the Food and Beverage Industry

Question: *In your opinion, what is going to impact the food industry the most in the next 5 years?*



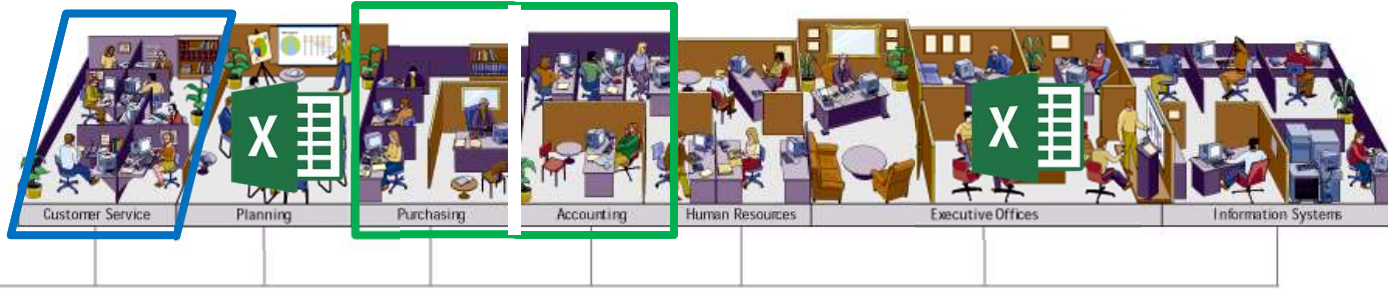
› **Technology is the solution.**

Source: IDC/Aptean Food & Beverage Survey, July 2021, N=711

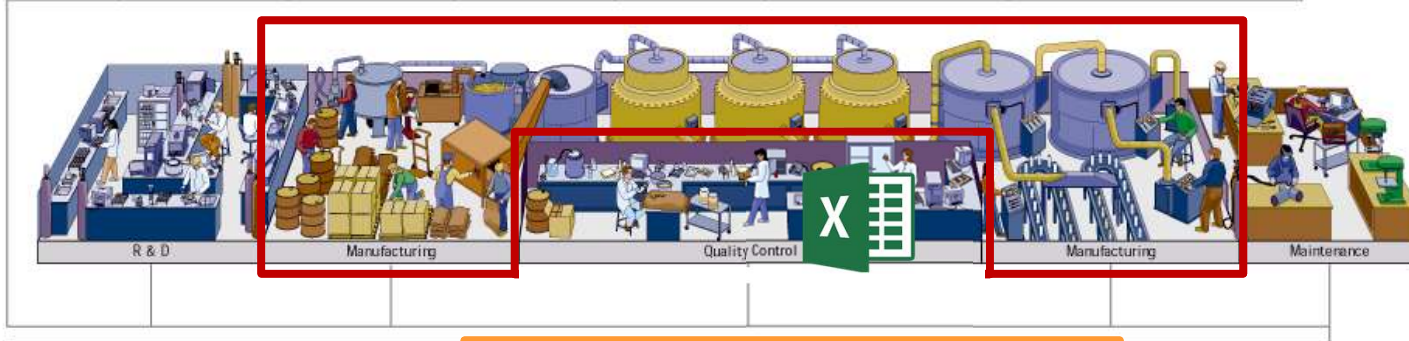


Typical Food and Beverage Company Technology Solutions

Offices



Factory



Receiving
Warehouse
Shipping





Typical Food and Beverage Company Technology Solutions

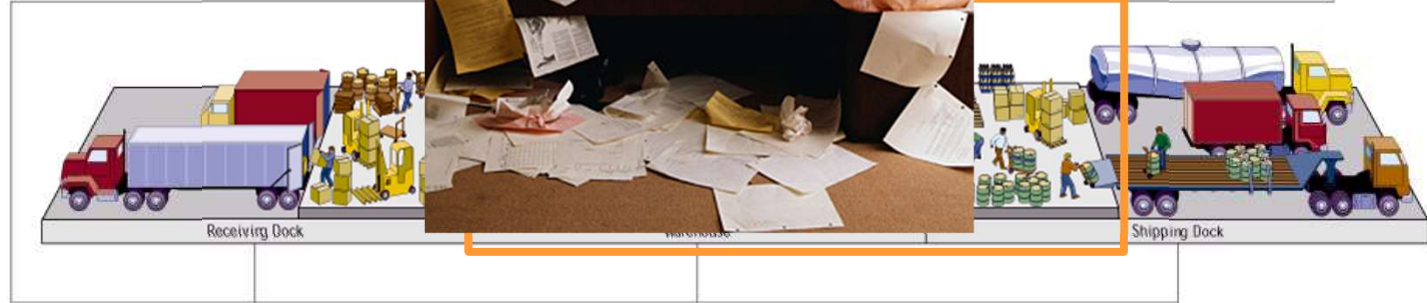
Offices



Factory



Receiving Warehouse Shipping





Typical Food and Beverage Company ERP Implementation

Offices



Factory

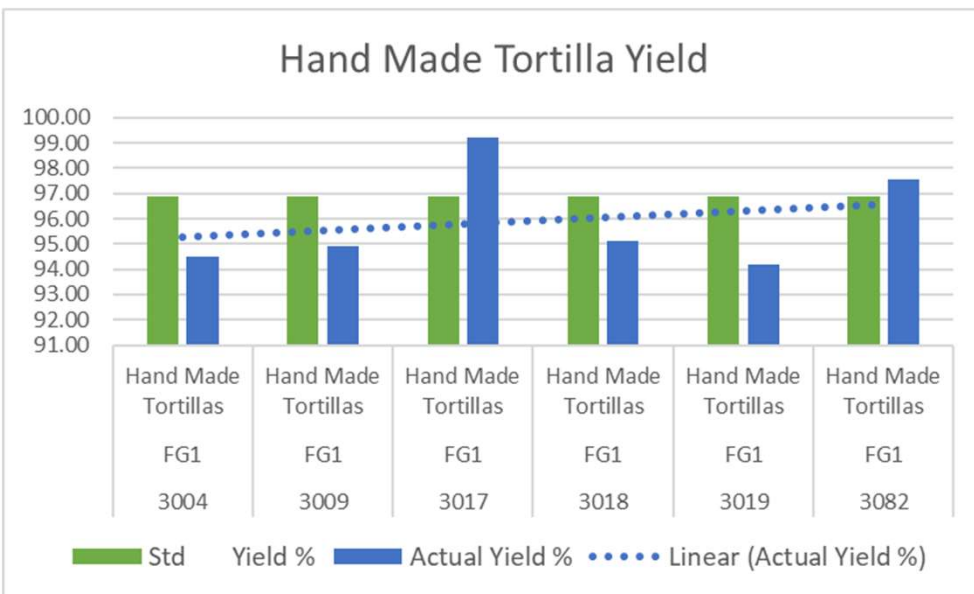


Receiving
Warehouse
Shipping



ERP Actionable Information

Yield and Cost Trendline



ERP Trace Forward

Item Tracing

ITEM TRACING

GENERAL

Item Filter r100590 ...

Variant Filter

Lot No. Filter PO0023330 ...

Serial No. Filter

Show Components Item-tracked Only

Trace Method Origin -> Usage

Serial No.: , Lot No.: PO0023330, Item: r100590, Variant: , Trace Method: Origin->Usage, Show Components: Item-tracked Only

Manage Process Actions Navigate Less options

DESCRIPTION	LOT NO.	SERIAL NO.	ITEM NO.	ITEM DESCRIPTION	QUANTITY	REMAINING QUANTITY	LOCATION CODE	SOURCE TYPE	SOURCE NO.	SOURCE NAME	ENTRY TYPE	POSTING DATE	DOCUME... NO.	CREATED
Purch. Rcpt. Header PR133037	PO0023330		R100590	CASHEW OIL ROASTD UN...	5,110	4,001.99	MAIN	Vendor	V16440	John B Sanfilippo & Son Inc	Purchase	12/8/2013	PR133037	IBDEMO
Finished Production Order C...	PO0023330		R100590	CASHEW OIL ROASTD UN...	-1,108.01	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	PO0026015-1		F200750	DRD FRUIT CRNBR BLUBR	-20,248	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	PO0026015-2		F200750	DRD FRUIT CRNBR BLUBR	-20,248	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	1215SG0A		R100590	CASHEW OIL ROASTD UN...	-33,810	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	1137SG0A		R100590	CASHEW OIL ROASTD UN...	-511	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	133523		R100540	ALMONDS OIL ROASTED ...	-16,000	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	PO0026014-1		R100540	ALMONDS OIL ROASTED ...	-17,328.01	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	133214		R100540	ALMONDS OIL ROASTED ...	-2,101	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	PO0026012-1		R100360	SALT NAFL FLAKE 20KG	-4,900	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	PO0026012-2		R100360	SALT NAFL FLAKE 20KG	-3,440.4	0	MAIN	Item	W100430		Consumpti...	12/8/2013	MR114350	IBDEMO
Finished Production Order ...	3224NP		W100430	SALT PND CSH ALM	116,000	0	MAIN	Item	W100430		Output	12/8/2013	MR114350	IBDEMO

ERP Mock Recall Notification

Recall Segments > RECALL000001 · Product Recall

SEGMENT

RECALL000001 · Product Recall

Process Show Attached Page Actions Navigate Less options

General Show more

Description: Product Recall Date: 3/7/2015

Salesperson Code: No. of Lines: 1 No. of Criteria Actions: 3

Lines	Manage	More options
CONTACT NO.	CORRES. TYPE	CONTACT COMPANY NAME
95		C&S Wholesale - Tops
		CONTACT NAME
		DESCRIPTION
		SA CO
		RIC

Interaction

Interaction Template: RECALL Information Flow: [v]

Language Code (Default): [v] Initiated By: [v]

Subject (Default): [v] Unit Cost (\$): 0.00

Attachment: [v] Unit Duration (Min.): 0

Ignore Contact Corre...: [v] Send Word Docs. as...: [v]

GOODFOOD
Company

GOODFOOD Company
12257 Sweet Dr.
St. Louis 63131

Costco Wholesale
P O Box 34622
Seattle, WA 98124
USA

Alby Anything 02/11/21

Dear Mr. Alby Anything,

We recently discovered that our product # MSG 101 – Chocolate Chip Cookies needs to be recalled. Our records indicate that we shipped 15 PLT of this product to you on 12/29/2020. Please refer to our shipping documentation with ID# SS140614 for further details.

Please fax back this document with the following information detailed:

do
do not
have any stock of # MSG 101 – Chocolate Chip Cookies, Lot # 3224NP on hand.

We have requested our customers to return any of this product to us.
We currently have _____ of this product on hand.

Name: _____
Address: _____
City: _____
State/Province: _____
Post/ZIP Code: _____

Sincerely,

Ron Elvis
555-555-1212

Putting Real Numbers on the Impact of ERP

Business Area	On-Prem ERP (% Improvement)
Inventory/Warehousing (turns/efficiency)	75.8%
Logistics efficiency (shipping, accuracy, costs)	77.1%
Supply chain operations (demand forecasting, supply shortages)	78.4%
Sales/Customer Service On-time in-full (OTIF)	77.1%
Production (OEE, throughput, Clean-in-place (CIP))	76.7%
Quality/Food Safety (waste, quality holds, recalls)	81.8%
Procurement (efficiency, reliability)	79.5%
Maintenance/Equipment utilization (unscheduled downtime, MTTF, MTBR)	76.0%
E-commerce/Direct to Consumer (DTC) (revenue per channel, cost to serve)	78.2%
Analytics and Business Intelligence	74.3%

Source: IDC/Aptean Food & Beverage Survey, July 2021, N=711

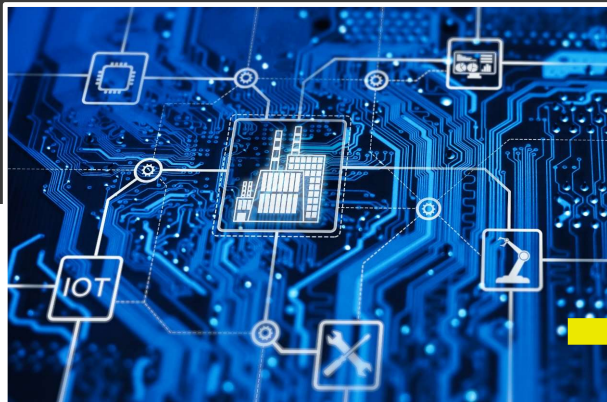


Digital Transformation

The Solution to Food & Beverage Challenges



Digital Transformation Fundamentals



**Real-Time, Paperless,
Digital**

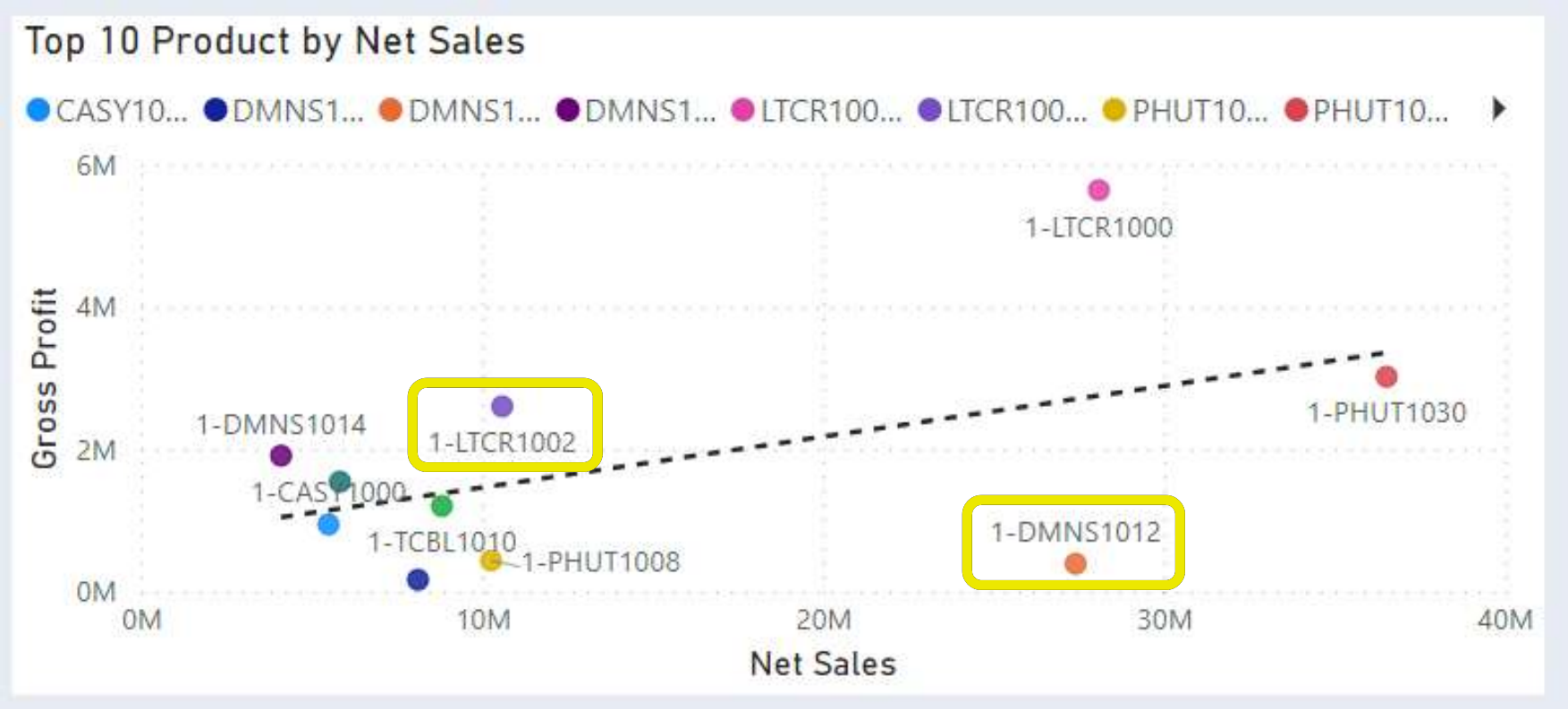


ERP Business System



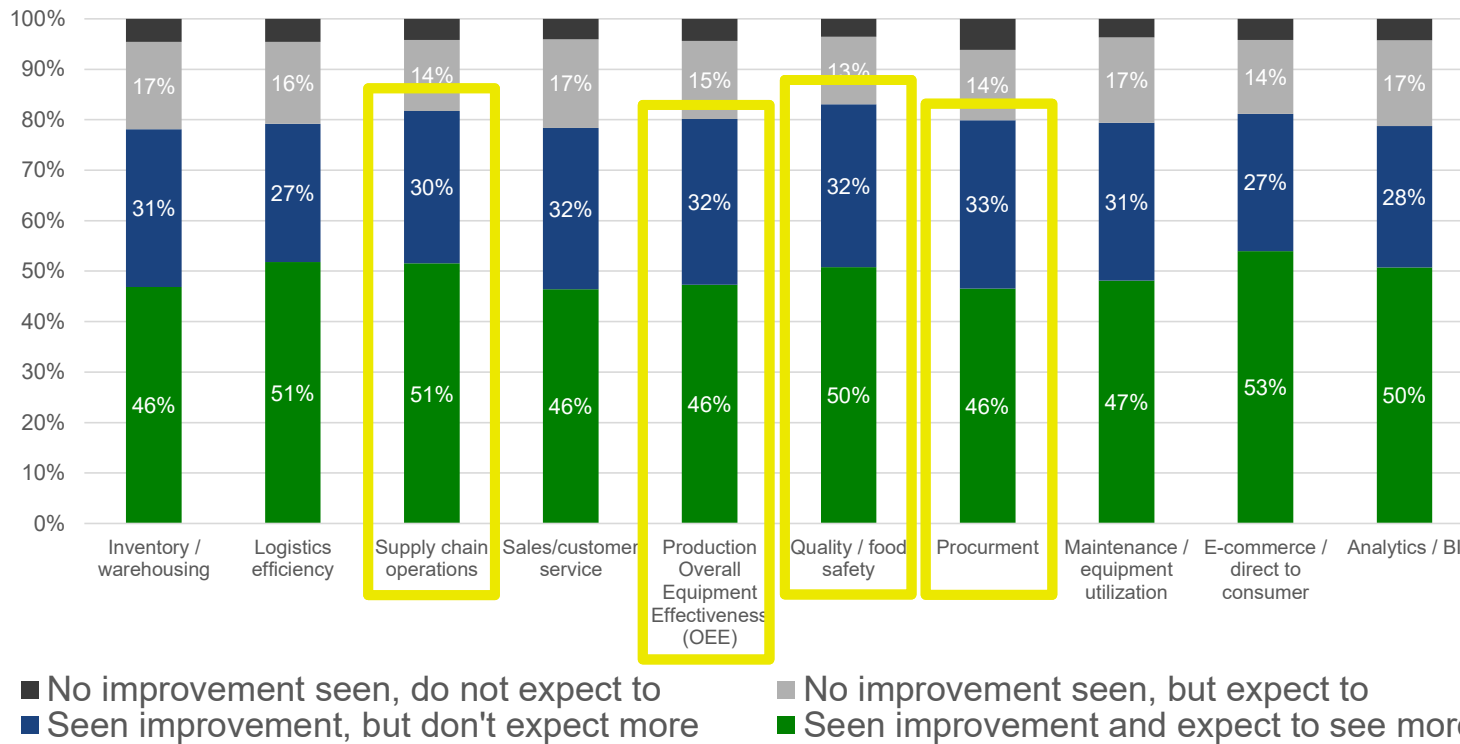
**Alerts, Analytics &
Actionable Information**

Actionable Information: Product Profitability



KPI Performance from Digital Transformation

Approximately 80% of all respondents have seen improvements in KPIs from digital transformation initiatives in every area of business surveyed.



Source: IDC/Aptean Food & Beverage Survey, July 2021, N=711

What is Cloud ERP



Why are Food & Beverage Companies Moving to the Cloud?



**Prevent
Business Disruptions**

Natural and Manmade disasters



**Overcome
Resource Limitations**

Need to do more with less



**Future Growth &
Continued Success**

Modernize and stay ahead of curve

What is included with Cloud ERP (SaaS) ?



Technology Infrastructure

Hardware and Support Staff
Scalable as your grow



ERP Solution and Support

Stay Current on Releases



Always Availability

Access anytime with internet connection



Business Continuity

Disaster Recovery and Cybersecurity Prevention



Eliminate Capital Expenditures



Have to over-buy now to support future growth plans

Ensure Business Continuity



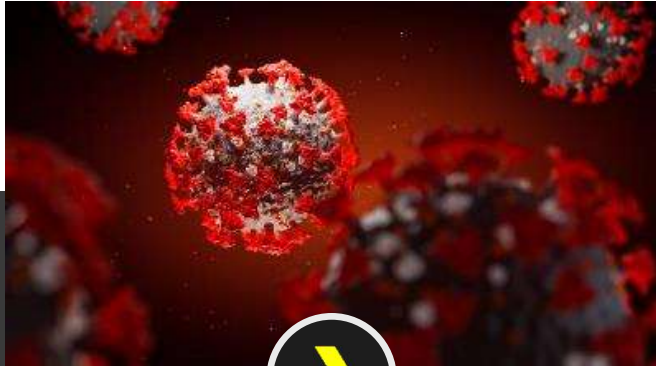
Hardware failures, power outages from traffic accidents/construction

Hours or Days to recover



Natural disasters – tornados, earthquakes, snowstorms, wildfires, etc.

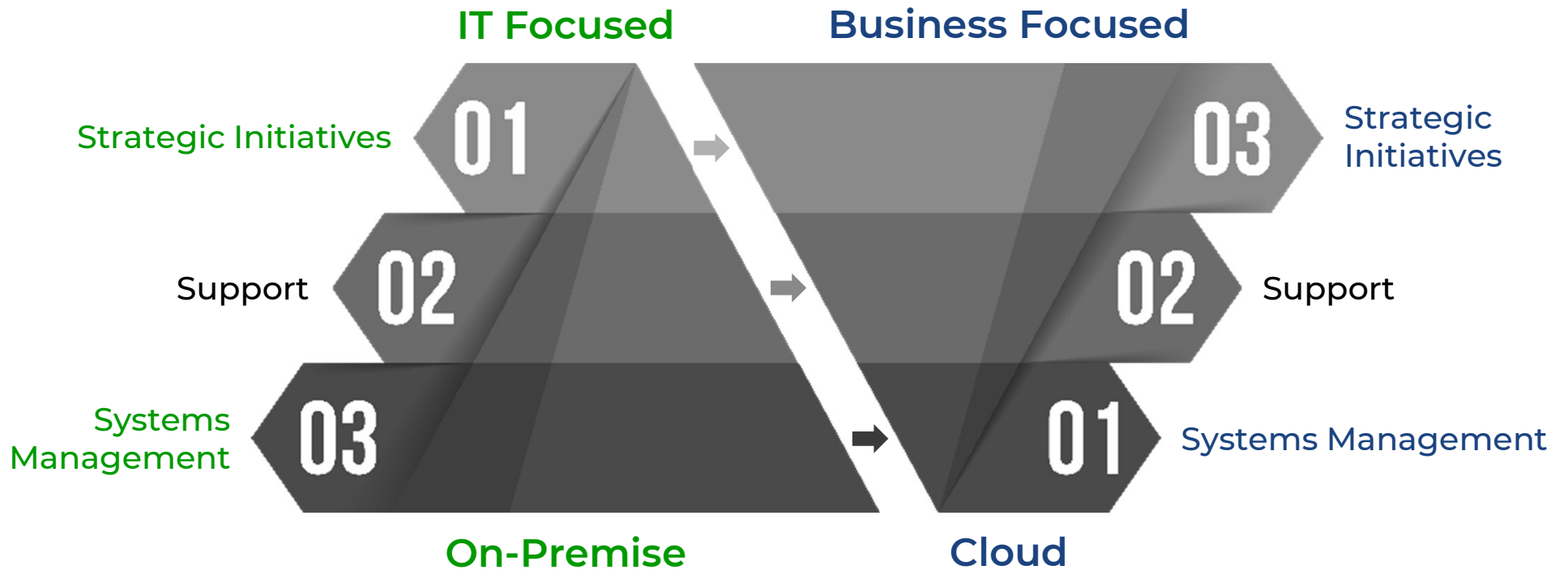
Days or Weeks to recover



Pandemic

Unknown disruption to business

Innovation by focusing Resources on Strategic Initiatives



Putting Real Numbers on the Impact of Cloud ERP

Business Area	On-Prem ERP (% Improvement)	Cloud ERP (% Improvement)
Inventory/Warehousing (turns/efficiency)	75.8%	83.4%
Logistics efficiency (shipping, accuracy, costs)	77.1%	95.4%
Supply chain operations (demand forecasting, supply shortages)	78.4%	94.2%
Sales/Customer Service On-time in-full (OTIF)	77.1%	93.5%
Production (OEE, throughput, Clean-in-place (CIP))	76.7%	94.3%
Quality/Food Safety (waste, quality holds, recalls)	81.8%	93.4%
Procurement (efficiency, reliability)	79.5%	90.1%
Maintenance/Equipment utilization (unscheduled downtime, MTTF, MTBR)	76.0%	89.5%
E-commerce/Direct to Consumer (DTC) (revenue per channel, cost to serve)	78.2%	96.3%
Analytics and Business Intelligence	74.3%	90.7%

Cloud ERP has Average
15% Greater Improvement

Source: IDC/Aptean Food & Beverage Survey, July 2021, N=711



Questions?

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aptean