

20

technology 
management

Ways

an integrated business system
stops you wasting **time**
& **money** in the
Food industry

Contents

Time 6-9

- 1** Don't drown in admin during product recalls or traces
- 2** Get the management information you crave at your fingertips
- 3** Respond instantly to customer queries on product availability
- 4** Automatically receive EDI orders and pass them straight to the warehouse
- 5** Guarantee that the price is always right for your customers

Money 10-13

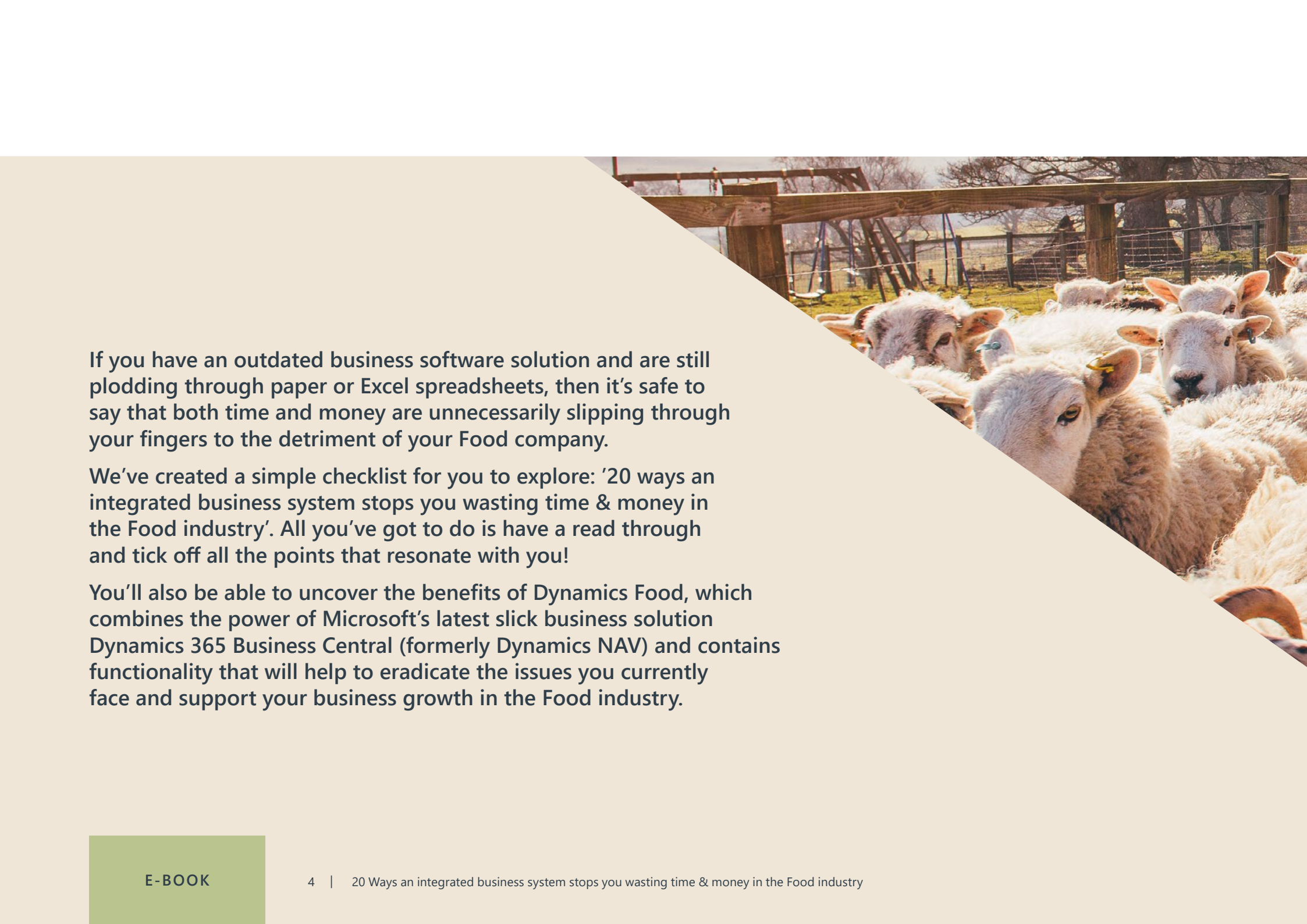
- 6** Exude confidence when the traceability spotlight is on you
- 7** Streamline your accounts receivable process to optimise your cash flow
- 8** Crystal clear visibility of customer orders in the last 12 months
- 9** Capture the additional or hidden costs to imports across your supply chain
- 10** Say cheerio to the chaos of poor shelf life management

Product 14-17

- 11** Accurately measure catchweight to boost your profitability
- 12** Gain valuable insight into the warehouse of your 3PL's
- 13** Eliminate the risk of cross contamination of your products
- 14** Tailoring your delivery requirements will make your life easier
- 15** Reduce the amount of product that is lapped up by the discount houses

People 18-21

- 16** Software so easy to use that everybody can quickly get up to speed
- 17** Leave behind the paper trail that creates errors across your business
- 18** Click one button to gain important data about any of your customers
- 19** A holistic view of your customers will breed confidence in your customer service
- 20** Easily respond to issues in production - and still keep everyone happy!



If you have an outdated business software solution and are still plodding through paper or Excel spreadsheets, then it's safe to say that both time and money are unnecessarily slipping through your fingers to the detriment of your Food company.

We've created a simple checklist for you to explore: '20 ways an integrated business system stops you wasting time & money in the Food industry'. All you've got to do is have a read through and tick off all the points that resonate with you!

You'll also be able to uncover the benefits of Dynamics Food, which combines the power of Microsoft's latest slick business solution Dynamics 365 Business Central (formerly Dynamics NAV) and contains functionality that will help to eradicate the issues you currently face and support your business growth in the Food industry.



20
Ways





Time

Critical Process Capabilities for Food and Beverage Manufacturers

69%

61%

"69% of Leaders identify traceability of ingredients and items throughout the purchasing, manufacturing, and sales processes as critical."

Aberdeen, October 2018

1.

Don't drown in admin during product recalls or traces

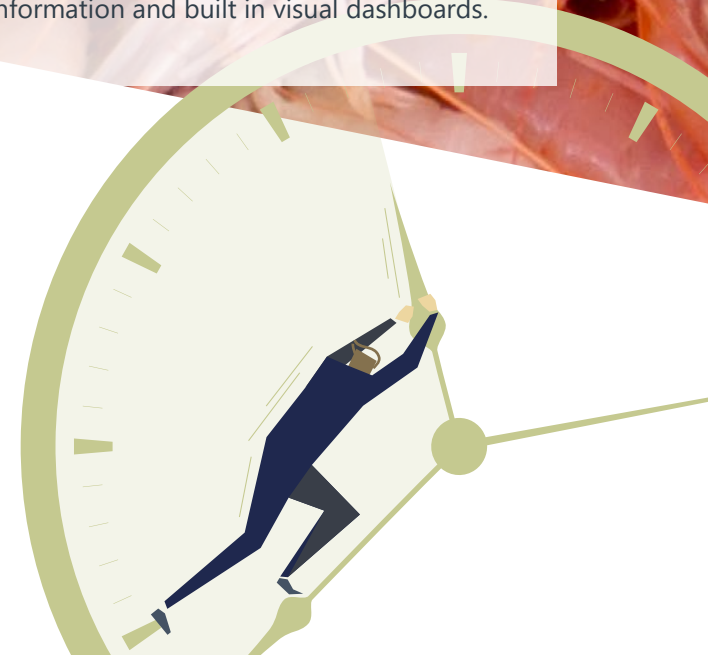
Any food production company needs to be able to demonstrate they can trace their product at each level of the supply chain if they want to maintain any shred of respectability. Don't let your paper-based traceability processes escalate into an administrative burden that is difficult to manage and causes unnecessary stress during BRC audits.

Dynamics Food is the one centralised system that will ensure your Food business can maintain farm-to-fork traceability, whilst enabling you to complete an end-to-end reverse trace in seconds not hours on your raw ingredients and packaging.

2.

Get the management information you crave at your fingertips

You simply shouldn't have to wait days or weeks for monthly management reports to gain valuable insight into your business. With Dynamics Food, you can check your business performance and developing trends at any point during the month with real-time information and built in visual dashboards.



3.

Respond instantly to customer queries on product availability

“Do you have it in stock at the moment?” If this simple question is leaving anyone within your business in a panic, or you have to quote standard lead times that leave you uncompetitive, it’s crystal clear that you need to improve visibility on your stock availability for the benefit of both your staff’s nerves and your customers patience.

Our end-to-end business solution provides you with real-time stock availability and movements with sell-by dates, shelf life and catchweight all considered. Gain instantaneous access to accurate data that will empower your staff to make informed decisions when liaising with customers.

4.

Automatically receive EDI orders and pass them straight to the warehouse

Remove the need to manually print out and rekey EDI orders, as well as the manual creation of invoices, ASNs and bar code labels. Being more responsive to the changing demands of the retailers will only help to elevate you above the competition.

Dynamics Food has fully integrated EDI which will leave your business ready to ship out to your customer in less time than it took to print the original EDI order and evaluate the changes. EDI of all your invoices and delivery notifications will result in lower admin, fewer lost orders and less human errors.

5.

Guarantee that the price is always right for your customers

Most food promotions split across seasons, whether that be Easter, Summer or Christmas. Inevitably, these periods are the peak times for you to provide a limited time offer to your customer.

If you struggle to track the progress on all the offers you have live, then your customers could be having additional pricing benefits at the expense of your bottom line. Dynamics Food eliminates all the hard work from managing your pricing, as you can guarantee your customer gets the correct price every time with one centralised hub.

20 Ways





Money

6.

Exude confidence when the traceability spotlight is on you

Customer audit! If the thought of this is making you shudder, then there should be cause for concern. Dynamics Food will give you complete faith when the spotlight is truly on when identifying all raw material batches, packaging and equipment used to manufacture your finished products.

Failure to do this could leave you staring down the barrel of losing a customer or in fact your entire business! Tracking vital information in an Excel spreadsheet seems to work when you are small but as you grow the pressure of these systems soon begins to show.

7.

Streamline your accounts receivable process to optimise your cash flow

It's one of the most critical processes in any business, as poor account receivable processes can ultimately lead you to having an unhealthy cash flow. Alternatively, Dynamics Food will help you to optimise cash flow by streamlining your accounts receivable processes and tracking customer payments, you can even automate the whole process if you have thousands of entries.

8.

Crystal clear visibility of customer orders in the last 12 months

The most essential life source of any business are the customers who love your product and just keep coming back for more. You shouldn't just blast out generic emails to them whenever you've got a new deal on the go.

With Dynamics Food, you can identify the habits and interests of your customers with one easily accessible holistic view. You can see exactly what they've ordered over the last 12 months to help generate upsell opportunities that will appeal to each individual customer.

Falling behind on the latest technology or current release may mean that the level of integration slips, causing visibility and/or traceability to suffer. F&B businesses must constantly stay in compliance and remain vigilant to maintain a highly-integrated technology environment, providing essential visibility and compliance.”

– [Aberdeen Group, November 2018](#)

9.

Capture the additional or hidden costs to imports in your supply chain

Without employing landed costs there is no way of capturing both the hidden and obvious costs of the imports across your supply chain. Our Dynamics App, Landed Costs will help your finance team create financial accruals so that you have visibility of expected costs and can apportion additional costs as appropriate, meaning the item card will reflect the true cost.



10.

Say cheerio to the chaos of poor shelf life management

Huge value can be added by optimising your warehouse management, simply by considering the remaining shelf life of a product and matching it to the requirements of the next part of the handling chain.

Dynamics Food will underline the importance of keeping your fast-moving and short-use inventory near the front of the facility, so your fork lift drivers aren't wasting valuable time and money driving to the deepest depths of your warehouse to retrieve a product.

20
Ways





Product

11.

Accurately measure catchweight to boost your profitability

If you work in a market where your food product naturally varies in weight, shrinks or is sold in one unit of measure whilst priced and costed in another – you need a catchweight solution that will accurately measure your margins and profitability.

Dynamics Food will help you manage shrinkage/wastage from goods receipts to production and shipping at a variety of different stages in your business processes.

12.

Gain valuable insight into the warehouses of your 3PL's

With the increasing use of Third-Party Logistics (3PL's) companies, the need to keep track of the stock in these warehouses grows alongside this. Your stock movements need to be controlled and directed by your ERP system and those of your 3PL – so the stock movements can be executed. Fully integrated EDI will ensure that information is passed directly between both systems.

“The catchweight functionality in Dynamics Food is fundamental to our business. We can now purchase more accurately with better visibility of stock consumption and rotation which feeds through to improved production planning.”

– Andy Robey, Faccenda Foods



13.

Eliminate the risk of cross contamination of your products

You need to get your product to run through your supply chain as smoothly, accurately and safely as possible, otherwise you will be leaking cash before your products have even left your warehouse.

It's a schoolboy error, but allergens and smelly products need to be kept apart from other products to prevent-cross contamination. Dynamics Food can automatically generate optimised bays, directed put-away sequences and clear labelling directly to handheld devices to ensure your product is always put-away safely and quickly.

14.

Tailoring your delivery requirements will make your life easier

With increasing fuel costs, intelligently automating your most efficient delivery routes may have a noticeable impact on helping to protect your profitability. The weight and volume of product you deliver to a customer may also vary, so Dynamics Food enables you to match the suitable delivery vehicle to each case.

Our end-to-end solution also considers any special circumstances that apply to each delivery location, such as allocated delivery times or unloading requirements. In turn, you have the flexibility to manage your delivery routes in the most productive way to suit your business.

15.

Reduce the amount of product that is lapped up by the discount houses

You don't have the luxury to keep your short life stock in the darkest depths of your warehouse and reel it out whenever you need it. Clearly, your stock will go out of date and then there's no chance you can sell it to anybody, this inevitably means the discounts houses or pigs on a farm will benefit and your bottom line will feel the pain.

With Dynamics Food, you can maintain a record of the stock you use, expiry dates, how long it takes to produce, the resulting shelf life and full visibility of the transportation and delivery to the retailers. As a result, you can reduce the amount of money you lose when selling off your product to the discount houses.

20 Ways





People

16.

Software so easy to use that everybody can quickly get up to speed

Sure, your current software isn't the best, but everyone where you work is used to it, so you don't fancy changing it? It's a re-occurring theme we hear, but rest-assured Dynamics Food looks like, and works with, the tools your staff use every day with Microsoft Office meaning that it's simple for your team to get to grips with. Familiarity means the training requirements become lower and the cost to your business are better.

17.

Leave behind the paper trail that creates errors across your business

There is zero benefit to paper in your supply chain even starting with the costs of printing and your environmental footprint. Not all of us are blessed calligraphists, which leaves paper liable to breeding inaccuracies through poor readability. Insistence on using paper will only devour the precious time of your staff and leave them frustrated. Our software solution will help you become faster, more efficient, less error-prone and leave your people customers happier.

18.

Click one button to gain important data about any of your customers

Finding information about your customers shouldn't be reliant on the brain power and memory of John or his countless spreadsheets. Dynamics Food enables you to quickly access information regarding any of your customers with a single search and click. If you want, you can even export all this information directly into Excel with another click of a button.



19.

A holistic view of your customers will breed confidence in your customer service

It's plain as day, when a customer gives you a call, they expect an accurate answer in return. Fair enough, not every company can employ the Rain Man, but this isn't what it takes for you to give your customer a straight answer. You can achieve greater business outcomes by providing your customer service team with a holistic view of your analytics and business data with Dynamics Food.

20.

Easily respond to issues in production - and still keep everyone happy!

Managing your production schedule is a consistently evolving process that requires efficient planning and implementation. If you feel that you contently need to reinvent the wheel to reduce bottlenecks from your processes, then you are seriously wasting your staff's efforts. With our visual Production Scheduler you can see the issues and take immediate corrective actions to your processes with a few clicks of the mouse.

Keeping with our philosophy of good things inside and delivering great outcomes, it was a no-brainer to put Microsoft Dynamics into our business."

**Mark Tanous,
Co-Founder, Bounce**

Begin your journey

Dynamics Food (previously Dynamics NAV) is our tailored offer of Microsoft Dynamics 365 Business Central to provide a complete end-to-end business software solution for Food & Beverage manufacturers and distributors.

As a Gold Certified Microsoft Partner for Microsoft Dynamics, we have a strong track record and unrivalled pedigree.

Some of our key Food industry clients include Bounce Foods, Copernus, David Berryman, Faccenda Foods, Forza Foods, Gressingham Foods, Kent Foods, Laila's Fine Foods, Nantwich Cheese, Neal's Yard Dairy, Pipers Crisps, Rondanini and Zeina Foods.



Contact Us

We help businesses in the Food and Beverage industry transform their processes and operations with Microsoft Dynamics 365 Business Central (formerly Dynamics NAV), Dynamics 365 Customer Engagement and Office 365.

Having delivered over 6,000 successful projects, we've plenty of experience implementing business systems, Microsoft Dynamics solutions and the technical infrastructure to support them.

We are a Microsoft Gold Certified Partner. We can deliver Microsoft Dynamics solutions on your own IT infrastructure or in the Microsoft Cloud. Based in the Midlands and North East, we support clients across the UK and further afield.

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