

WEBCAST:

How to choose an ERP for Food and Beverage Manufacturing

September 17, 2020

food
BUSINESS
ERP



Introductions

...a bit about today's presenters



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Baked by Melissa



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Head of Vertical Business Solutions



Agenda



How to choose an ERP for Food and Beverage Manufacturing

- About Baked by Melissa
- Challenges
- Selecting an ERP
- Finding a Partner
- Solution and Implementation
- Results
- About NexTec and FoodBusiness ERP
- Q&A

About Baked by Melissa



- Baked by Melissa began with a passion for cupcakes and has grown into a boutique multi-million-a-year company with 14 locations
- They ship their mini-cupcakes and baked goods nationwide and have a growing ecommerce market
- B2B and corporate gifting business practice
- Based in NYC with 200+ employees



What were some of your challenges?

Challenges

- Evolving out of growth phase
- Antiquated proprietary system, inefficient
- Lack of visibility into operations
- Fast growth (ecommerce) made it difficult to keep up with orders and accuracy (increasing exponentially due to COVID)
- Ordering process inefficiencies
- Production, ingredient, inventory management
- Confusion over inventory calculations and shipping statuses

How did you select an ERP?

Selecting an ERP

How to determine what ERP is right for your business



- Looked at other ERPs with Magento integration
- Manufacturing, lot traceability, inventory functionality essential
- Support for compliance
- Need for scalable applications to meet growth
- Full, integrated financial system
- Features built for food manufacturing
- Reports to provide insights and share across business units
- Familiar with Sage X3

Why did you select NexTec to deliver FoodBusiness ERP
on Sage X3?

Selecting a Partner

The right partner fit is critical

- Experience with Food businesses/understanding my business
- Whether customization or out of the box, need someone with knowledge
- Good development team, available execs and responsive to problems
- Referenceable with demonstrated expertise in food manufacturing
- Features purpose-built for food manufacturing
 - Production planning and scheduling
 - Inventory control
 - Quality and Compliance
 - Purchasing & Sales
 - Distribution
 - Product Recall

How was the implementation?

The Solution



- Phased implementation
 - Ecommerce integration
 - Full financials
 - Supply chain management and manufacturing
- There are always on-the-fly adjustments, need a flexible/agile team
- Brought ERP into retail stores (pickup/delivery workbench)

How did you measure success?

Results

- Revenue grew by millions in 2 years
- 20% more orders could be processed
- Keep up with growth demand
- Eliminating fulfillment issues
- Lot tracking/BOM – better understanding of inventory
- Manufacturing output increased with better insights and analytics

About FoodBusiness ERP



FoodBusiness ERP

Built to make food better

Built on Sage X3, FoodBusiness ERP runs your entire business through manufacturing, tracking, inventory, sales, finance and quality

Streamlines financial and operational management

Supports quality and safety (GMP, HACCP, SQF and BRCGS standards)

Improves manufacturing and inventory management

Increases inventory accuracy and provides insight to actual costs



Single Platform Solution

...to manage your food and beverage business

Finance & Operations

- Enterprise financials
- Multi-Company
- Language
- Currency
- Legislation
- Ledger

Quality & Compliance

- Support for GMP, HACCP, SQF and BRCGS standards
- Robust quality control and hold functionality
- Full lot/serial traceability and product recall
- Allergen tracking

Production

- Real-time access to operational insights
- Production sequencing
- Batch processing
- Accurate production costing
- Track waste and improve efficiency

Purchasing & Sales

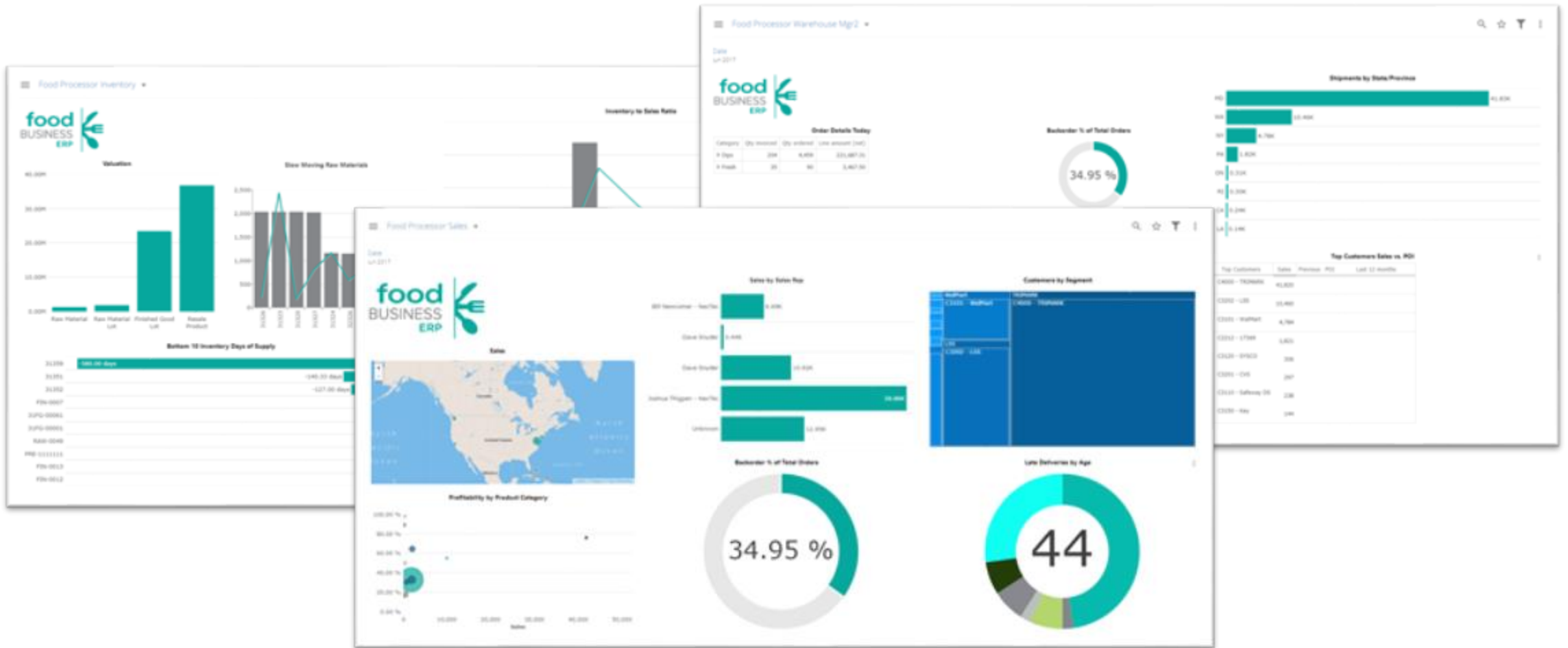
- Vendor management and performance
- MRP for purchase planning
- Advanced pricing
- Relationship management

Distribution & Inventory

- Warehousing & logistics
- Real-time visibility to inventory levels and cost
- Manage multiple locations
- Expiry date and shelf life management

Bringing it all together

ERP + BI



About Us



About NexTec

An award-winning business technology consultancy



ERP, CRM, BI, cloud and on-premise solutions for small and mid-sized businesses

Over 600 customers

26 years implementing business technology in highly regulated industries, such as:

- Food and beverage
- Cannabis
- Agriculture
- Pharmaceuticals / nutritional supplements
- Chemical



Doing business in
12 countries
10 Canadian provinces
and **50 US states**

ESTABLISHED IN

1994

600+

Acumatica, Microsoft,
Sage and Salesforce
customers

25+

years helping
mid-sized business
with ERP, CRM
and BI software



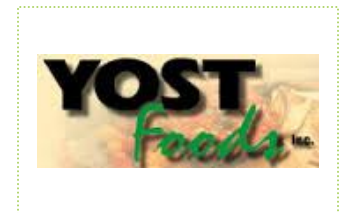
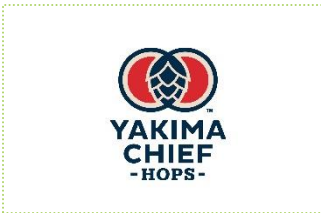
95%
annual client
retention rate

50%

of clients
chose NexTec
after working with
another provider

Proven Expertise in F&B

Customers who trust us to build food better



Q&A



Use the console to enter your questions

Thank you

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