



FIVE MINUTE GUIDE



How to maximise profit margins in Food Manufacturing with an industry-specific ERP software system

Selecting an ERP vendor is a critical first step in implementing software that can dynamically change and influence the future of your business.



An ERP system can reduce waste, improve production, automate processes and provide a real-time view of information and data throughout your organisation. Food Manufacturing creates a unique and challenging set of requirements for ERP software. The industry is subject to high levels of **UK and EU legislation**, increasing **consumer and retailer demands** as well as other **unique food manufacturing challenges** – many generic ERP systems are not able to cope with the fine level of detail, specific process handling and customisation that this requires. This can result in delays in implementation, project failures, and an inability to truly maximise the opportunity for the business.

Capabilities Checklist

Integreater®

Production Management

Managing production processes and KPIs in real-time is important to any food manufacturer. With the right combination of data capture software and hardware a business can manage production more effectively such as reducing giveaway on fixed weight products, improving yield and ensuring all production is done on time.



Stock Management

ERP systems must manage stock in the right way. Often, foods are perishable with short shelf life and managing this is challenging. An ERP must be able to cope with different stock ages and validate multiple factors when used in production or picked and despatched for a specific customer. This avoids costly recalls and customer credits. The factors include shelf life, dates and product specifications. Other stock related challenges also exist such as product that matures and changes state over time (e.g. cheeses) or frozen products that need to be tempered over a specific amount of time before being issued into production.



Shop Floor Data Capture

An effective system should work with specialist hardware to handle barcode scanning, weighing and labelling variable products. Therefore automating data capture and flow to ensure accurate business reporting and analysis from the shop floor.



Sales Order Processing

Food Manufacturers in the UK are often split between those who service the large multiple retailers and others that are in the food service sector. For the retail sector, who deal with low quantities of very large orders that are often received via EDI. On the other hand, food service can have very high quantities of orders with low volumes of product (often with high product proliferation). Businesses can also have telesales teams taking orders or calling clients to try and sell more product so a CRM (Customer Relationship Management) to schedule calls is also very useful.



Recipe Control Management

Transparency of information and data for a bill of materials (BOM) is key to managing food manufacturing practices. The system needs to handle two types of product; 'reduction specification' products – e.g. a block of cheese cut and sold as wedges, or combination/recipe products – e.g. ready meals or sausages. Everything needs to be tracked – raw materials, WIP, Finished Goods, Packaging, etc.



Traceability and Labelling Demands

The system needs to have the ability to design labels as well as print all labels on the shop floor for products. Usually food manufacturers require an end of line labelling solution or OCM (Outer Case Marker) solution which should have weigh and non-weigh options. Traceability should be a bi-product of the system if processes are followed. As data is being captured for raw materials through to finished goods all information related to that product should be captured efficiently. Every business wants to 'see' their traceability in a different way. Having customisable reporting services will ensure that traceability is visible and automated.



Quality Control

TQM – QA control data capture and management is a key part of traceability and compliance. The system needs to manage complex paperwork/checks/procedures and manage non-conformances.



Choosing the right supplier

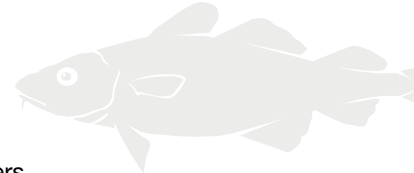
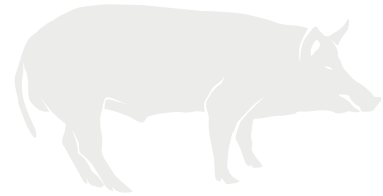
A Specialist ERP will provide a 100% fit to the business ensuring full visibility, traceability, supply chain management, quality control and production management.

- ▶ Modular system with the flexibility to meet ALL your needs
- ▶ Understand best practise in the Food industry and the UK and EU legislation
- ▶ Products that manage sector specific challenges such as cheese grading / abattoir processes
- ▶ UK based teams with Food industry experience
- ▶ Tailored solutions, no generic add-ons, proprietary modules, built in flexibility
- ▶ An experienced Implementation team who will get your Food Manufacturing ERP system delivered to suit your needs, on-time, and first time around



Benefits of a Food Manufacturing ERP software system

- Minimal disruption to staff
- Accurate visibility of costs
- Reductions in give-away
- Full tracking of life validation
- Caters for Multiple and varying Units of Measure (UOM)
- Real-Time Business intelligence and reporting
- Improved reaction time
- Reduction in down-time
- Hit order deadlines
- Manage large volume orders
- Real-Time production management
- Reduce errors
- Maximise profitability
- Keep ahead of the competition
- Manage seasonal demand
- Complete handling of a process



To discuss your specific requirements, speak to a specialist call Systems Integration on +44 (0) 1543 444555 or email us at info@siltd.co.uk

"We spoke to several suppliers in the market place and found that the rest had generic IT solutions they were offering to put into our food manufacturing business. They failed to understand our processes and what we are trying to achieve."

Stephen Sweeney, Financial Director, Campbells Prime Meat Ltd, Systems Integration Customer