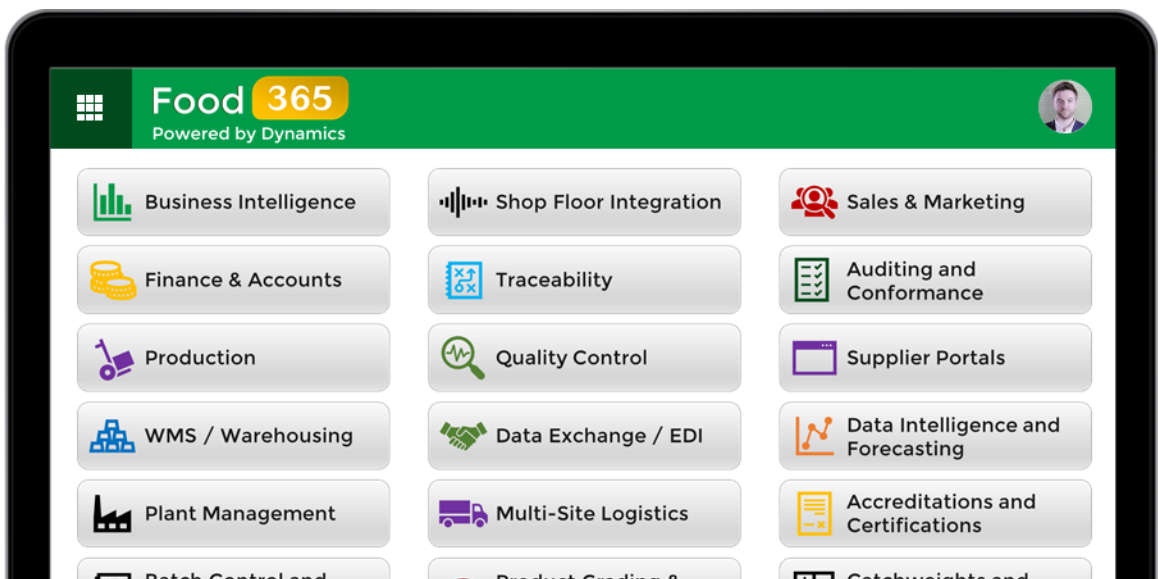




# Food 365

Powered by Dynamics

ERP & CRM solutions built for the  
Agri-Food Industry



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# Food 365 – Powered by Dynamics

Food 365, developed on **Microsoft Dynamics 365 Business Central** by Sysco Software Solutions, is a secure and scalable platform with ERP and CRM functionality.



Optimise Manufacturing and Production

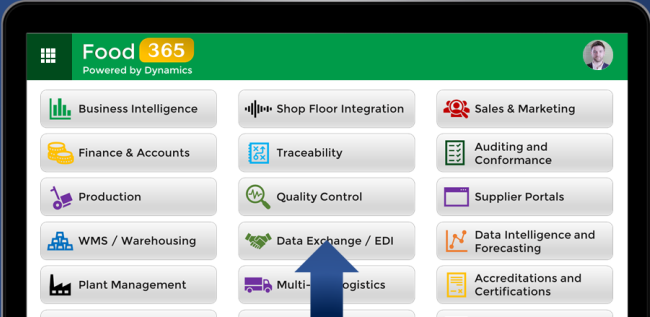
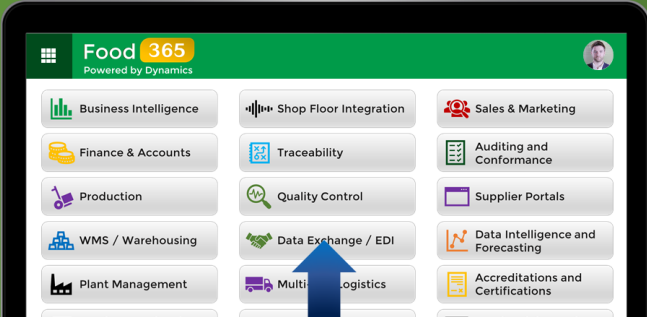
Build Sales and Market Effectively

Streamline Stock Management, Distribution and the Supply Chain

Provide Vendor Procurement Portals and Customer Service

Integrated Finance and Business Intelligence

Using DataFlex, information can be passed seamlessly from your ERP applications through to Sales and Marketing CRM functions.



Built upon the Microsoft Business Applications Stack for Enterprise Businesses – **9 Billion USD Annual R&D**



# Why Dynamics 365 for Food & Beverage?

Driven by consumers seeking lower prices and more choice, Food and Beverage distributors and processors face having to manufacture, sell and distribute fast moving, often perishable goods in increasingly competitive markets.

To successfully maintain and build market share in an industry ever more dominated by a few key players, companies in this sector recognise they need to continually evaluate their processes to drive down costs whilst meeting the demands of retailers and food safety regulations.



**Information Technology supports a strategy of continuous improvement. Sysco with Microsoft Dynamics ERP support Food and Beverage distributors and processors with a flexible business system to drive up profitability and build strong business relationships.**

## Sales Order Processing

Speedy and accurate sales order processing is an essential part in building long-term customer satisfaction. Dynamics 365 Business Central can handle orders from multiple channels, empowering your users with the information they need to confidently support customers in the buying process.

- Fast Order Entry
- Product Promotions
- Linked and Alternative Products
- Catalogue Look Up & Fast Search
- Easy Up-Selling
- Multiple Templates
- Limitless Support Information on Products
- Automatic Emailing

### Order Entry

Best Before Date Visibility

### Catch Weights

Track items with multiple units of measure that have a variable relationship.

Sell or Buy in one unit, price in another.

### Multiple Channels

EDI, Field Sales Electronic Orders from Mobile Devices, Emails, Online Order (3<sup>rd</sup> Party Addon)

*More than 390,000 companies across the world are using Microsoft Dynamics 365 solutions every day*

## Pricing and Promotion

With razor thin margins for many Food and Beverage distributors managing multiple price lists, discounts, contracts, promotions and offers is vital to get the right to ensure the business remains profitable. Microsoft Dynamics 365 Business Central takes the hard work out of managing the entire process, ensuring each customer automatically gets the correct price – whatever the arrangement.

- Master Price List
- Contract Pricing
- Date Controlled Price Lists
- Override Pricing Discounts
- Customer Price Lists
- Track how a price has been calculated
- Customer promotions and volume discounts
- Quantity break discounts
- Pricing by Weight



## Lean Manufacturing



Food processors must balance the demands of meeting fluctuating customer needs with Food and Beverage safety compliance and traceability. Microsoft Dynamics 365 Business Central enables your business to exploit product innovation while giving you complete “farm to shelf” supply chain visibility; ensuring you develop profitable customer and retailer relationships.

*Work easily with the everyday tools by sharing data between Microsoft Dynamics 365 Business Central and Office 365.*

## Delivery Planning

With rising fuel costs, intelligently automating the most efficient delivery routes can have a significant impact on protecting profitability. Microsoft Dynamics 365 Business Central can match the right delivery vehicle against the calculations for each delivery location (e.g. customer allocated delivery times, unloading requirements.) Picking documents and driver's instructions can all be sorted by route / delivery drop, with the flexibility for transport managers to be able to easily move orders to different routes.

## Stock and Distribution

Every Food and Beverage distributor understand the importance of stock accuracy. Microsoft Dynamics 365 Business Central handles the added complexities inherent in the Food and Beverage industry, where shelf-life, sell-by dates and catch weights add to the challenge of setting the right stock levels. Microsoft Dynamics 365 Business Central provides real-time visibility of stock movements empowering the management team and users to make better decisions and advise customers of more accurate delivery times.



- Load Management
- Available Vehicle Lists
- Route Planning
- Delivery confirmation by load
- Weight and volume control
- Consolidated invoices

**Disparate systems can be complicated and lead to employees utilising old or redundant data; therefore Food and Beverage manufacturers look for one single source of truth to run their business from end-to-end.**

*Work easily with the everyday tools by sharing data between Microsoft Dynamics 365 Business Central and Office 365.*

## Purchasing

Meeting customers' demands while avoiding over or under stocking is a continual challenge. Microsoft Dynamics 365 Business Central builds logic into the process by helping you to avoid over or under investing in inventory. The solution can help you in setting realistic reorder levels while continually monitoring the performance of suppliers.

- Order Progress Management
- Unlimited Supplier Items
- Integrated Purchase Ledger
- Supplier Price List Management
- Automatic Purchase Order Creation
- Landed Costs
- Faster receipt and put-away with optional hand-held mobile devices.

## Returns and Product Recalls

Microsoft Dynamics 365 Business Central establishes efficient routines and controls to promote accuracy and higher customer satisfaction.

- Create collection notes
- Workflow to track return goods from pick-up request through to credit
- Protection against double crediting
- Fast search to find previous invoices
- Full audit trail and traceability for rapid, easy management of product recalls.



**Through ERP, organisations can communicate best practices to ensure that products achieve consistent quality no matter which plant they are produced in.**

## Financial Management

Microsoft Dynamics 365 Business Central provides accounting and finance solution to help you track and analyse your business information. With end-to-end integration, you can effectively manage your general ledger, payables, receivables, inventory analytical accounting, fixed assets and cash flow, in addition to performing bank reconciliations and collections. You can even manage your financial processes across multiple currencies, locations and companies.

- Comprehensive, up-to-date financial information makes it easier to spot trends and gain insight so you can capitalise on your knowledge and identify new opportunities
- Monitor fiscal performance, meet business and regulatory requirements and help reduce the time and effort your people spend on accounting tasks
- Control and manage the entire life-cycle of your fixed assets from acquisition to disposal.
- Help drive efficiency and maximise case resources with flexible, integrated accounts payable capabilities.
- Optimise cash flow by streamlining accounts receivable processes and tracking customer payments.
- Multi-currency support in Microsoft Dynamics 365 Business Central can help you expand into international markets and reduce the complexity of global transactions.

## Business Reporting and Intelligence

Microsoft Dynamics 365 Business Central is built on industry-standard Microsoft Technology and integrates with other Microsoft Business Intelligence products and technologies. The ability to export into Microsoft Excel at the touch of a button means your people can work with the software that they are already familiar with.

# Our Clients

Food 365 has a growing list of clients actively building and optimising their finance, production, warehousing, distribution, sales and marketing activities with Food 365.



and growing...





# Sysco Foods: Meat, Pork & Game

Microsoft Dynamics 365 from Sysco Software Solutions can improve efficiencies in the production process, reduce costs and ensure compliance with food regulations.

In an industry with increasingly tight margins, rigorous regulations and demanding customers, Sysco provides a comprehensive suite of Microsoft Dynamics modules designed specifically for the meat industry to give you greater visibility of the business functions.

## Key Features include...

Comprehensive Analysis and Reporting for Meat Processing companies across Finance, Producer Payments, Supply Chain and Production.	Items can be set up to have a different cost per Inventory Location
Full traceability from gate to plate and recall at the touch of a button.	Integrated EDI module for automatic processing of multiple message types including sales orders, ASN's, sales invoices, delivery confirmation and price lists.
Integrated Producer Payments module configurable to multiple species including beef, lamb and pork.	Optimise Production with yield management targeting process improvements.
Supply chain processes can be configured for multi company and multi-plant scenarios with intercompany and inter-depot movements and transfers.	Integrations with leading primary meat shop floor data collection systems available.
Catch Weight functionality allows Inventory to be recorded and tracked with multiple units of measure including cases, cuts and Kg's.	



# Sysco Foods: Meat, Pork & Game

## Management Module

Business intelligence (BI) can be used to give management and employees an overview or snapshot of the business. All data across financial ledgers, producer payments, inventory and production is accessible.

Dashboards and charts can display metrics that show the status of different departments, product groups, plant locations, people and processes.

Built upon the standard Microsoft Business Intelligence platform including SQL Server, SharePoint and Office, users can interact with published information centrally and remotely.

## Sales Module

Manage your sales process more effectively. Sales funnels, top customers, inactive customers are all easily accessed with embedded charts and dashboards.

Achieve a higher return on investment with your marketing by using our CRM module to build strategies and campaigns, targeting existing and potential customers.

The FoodCare module developed to record complaints within the food industry helps you manage trends and escalate unresolved issues

## Producer Payments Module

Producer payments functionality is fully integrated with core financial ledgers.

Real time data is passed directly from the kill line and payments to producers are created subject to validation and error checks.

The producer payment module is capable of producing remittance advice notes, per producer, species or combination printing supplier cheques and or electronic payments.

## Financial Module

Accurate and up to-date financial management is at the heart of any company's "back office" systems for management and shareholders alike.

Flexible Chart of Accounts structures allow for single entities or multi-company group structures.

Consolidate companies at group level automatically pulling transactions from subsidiaries.

Create comprehensive budget models against chart of accounts structures and model and report with Microsoft Excel and Forecaster fully integrated with Dynamics.



# Sysco Foods: Meat, Pork & Game

## Production Module

Sysco's Meat industry solution supports the required batch control and track and trace functionality for quality and compliance with associated recall for defective batches.

Analyse product contribution margins and profitability based on direct manufacturing costs and overheads.

Margin contribution per product can be calculated and utilised in future sales planning strategy with key accounts.

Using Microsoft Dynamics technology we can provide a complete process manufacturing solution.

In addition, we can integrate 'out of the box' solutions with leading specialist livestock shop floor systems.

## Supply Chain Module

Using Microsoft Dynamics, our Meat industry solution supports demand and supply chain management as well as efficient collaboration amongst livestock producers, production plants, value-added processors and customers.

Efficiencies gained from an integrated system can substantially reduce inventory levels and transaction costs whilst improving customer service and profitability.

Advanced Warehousing allows for single, multiple or centralised distribution.

Manage goods and space more effectively, reduce costs and waste, and gain control over warehouse operations.



# Sysco Foods: Fresh Produce

Our Microsoft Dynamics solution provides a single point for all company information and process control from order management, through production, to pack & despatch and invoicing.

Stock movement can be traced from origin to usage, controlling grades and yield optimisation through the operations from receipt to pack. All costs within this process, including service and haulage charges are managed producing clear visibility of profitability to the lowest level throughout seasonal fluctuations.

## Key Features include...

Meet customer challenges and delivery expectations.	Supply chain manages receivables, invoicing, pricing, discounts, shipping agents, sales tax, payables, sales/purchasing order & requisition management.
Reduce product and packaging waste.	Production management, product grading, yield management, pick and pack, labour, material requirements.
Remove administration and wastage costs.	Quality Assurance management, traceability compliance, critical control points.
Maximise profit through reducing costs and yield optimisation.	Increase efficiency of ingredients, equipment and people.
Provides drill-down and look-up facilities for users throughout all business processes.	EDI Compliant.
Manage product labelling and barcoding.	Integrated shopfloor controls with RF barcode scanning.
HACCP Compliant	Delivery route planning and optimisation.



# Sysco Foods: Fresh Produce

## Management Module

Microsoft Dynamics' Management Suite provides detailed analysis, regardless of the vast data volumes associated with the large order quantities in the fast moving fresh produce industry.

Users can compare data from budgets overtime, by departments, products, customer and promotions to drive business strategy for growth in profit and revenue.

Dashboards and charts can display the business operations and customer activity across the company and show the status of different departments, people and processes highlighting key trends within the business.

## Production Module

Track, trace and cost are the primary challenges within the fast moving fresh produce industry.

Microsoft Dynamics tracks customer forward ordering/budgeting and yield output of graded raw materials/ingredients to meet the fluctuating demand within tight timescales.

Production planning allows you to assign the relevant stock and people to each production line to meet the desired output.

## Financial Module

The Microsoft Dynamics Suite works for all financial transactions, providing insight around growers/producers, product revenue and profitability whilst delivering the mandatory month end reporting packs.

The Microsoft Dynamics Suite of software supports multi company operations, increased regulation, multicurrency transactions all as standard.

Users can track the costs of low value short shelf life items moving at high velocity throughout the supply chain.

This proactive track and monitor approach will reduce waste and improve profitability by identifying the correct raw materials at the right time within production.

Live information captured at source reduces the time spent reconciling various data sources and provides management the opportunities to identify business improvements.



# Sysco Foods: Fresh Produce

## Supply Chain Module

Our customers need to track, trace and cost low value fast moving items throughout the entire supply chain – variable quality is graded and received into stock and the producer paid according to trading contracts.

This produce is then issued to production lines by grade and associated yield to deliver against customer demand all in line with quality compliance and profit. The quality control module automatically removes product recalls and associated costs, delivering the optimum return for labour and materials employed.

Microsoft Dynamics Logistics planning module will deliver significant cost savings and improved customer service by automatically managing planned routes at agreed time slots per customer.

Load planning functionality notifies the user of any missing customer orders, ensuring all customers are serviced equally.

By optimising the capacity of the vehicle we can deliver greater profitability by planned delivery route in addition to maintaining a high level of customer service.

Utilisation of fleet is imperative as fuels costs continue to rise.

## Sales Module

Using Microsoft Dynamics, Sysco's Food Care module – manages customer accounts, complaints, new product development etc. within the food industry to assist users manage the complexity of large and small customers alike.

New business enquiries, complaints, new product development can all be recorded, assigned and controlled to ensure the optimum outcome for all.

The functionality ensures you manage your opportunities more effectively – Sales funnel, top customers, inactive customers are all easily accessed with embedded charts and dashboards, Microsoft Dynamics works to achieve the optimum return from your marketing, targeting the right customers at the right time with the right message to ensure the greatest impact and return that grows into additional sales with both existing and new customers.

These messages can be transmitted through e-mail, letter or phone and automatically recorded against the customer for reference.



# Sysco Foods: Feeds and Seeds

Microsoft Dynamics 365 empowers your team to meet the demands of your business and keep you ahead of your competitors. Whether you are trading grain, pulses, seed or any other agri-business commodity, Sysco Software can provide you with a comprehensive suite of Microsoft Dynamics 365 modules designed specifically for the feed and seed industry to manage the supply of products from contract orders through production integration and delivery.

## Key Features include...

Full multi-currency sales, purchase and general ledgers along with banking, fixed asset management and in-depth reporting.	Logistics planning presents schedules in advance, planned routes can be plotted on Google mapping.
Transact with your customers and suppliers in their chosen currency.	Predicative customer ordering with special pricing.
Create and maintain financial fixed assets such as buildings, machinery and equipment and create multiple depreciation books and asset journals.	Automatic calculation and accounting rebates and discounts with suppliers and customers.
Integrated Stock Control.	Integration with 3 <sup>rd</sup> party applications such as formulation management, mill systems and weighbridges.
Remove duplication and optimise the use of information from sales order through formulation to the mill.	Single point of stock control managing the expected supply from producers over a defined period of time integrated with purchase ordering and receipting of stock against the contract.
Full batch traceability to effectively manage formulation compliance and quality control.	Upon receipt of seeds against the grower contract the user can select a test and assign results against the lot for traceability.

# Sysco Foods: Feeds and Seeds

## Management Module

Management information delivered in real time is key to informed decision making. In this fast moving competitive industry information is vital; users have access to all the necessary business information when and where you need it to make better decisions.

Dashboards and charts can display the ERP or CRM data and show the status of different departments, people and processes highlighting key trends within the business.

## Production Module

Microsoft Dynamics will bring all the industry specific systems together removing duplication and optimising the use of information from sales order through formulation to the mill.

A single system manages customer expectation and drives production, stock control and logistics whilst removing duplication of data entry. It incorporates full batch traceability from raw material to finished product.

Linked to finance, all production activity is recorded providing actual controls of costs and material usage.

Reporting and in-depth analysis provides relevant business insights.

## Financial Module

Microsoft Dynamics works to drive tight Financial Management integrated with all core modules to drive and control all administrative and financial activities within your business.

The suite includes full multi-currency sales, purchase and general ledgers along with banking, fixed assets management and in-depth reporting, providing control and management accounting from one system.

Transact with your customers and suppliers in their chosen currency. Electronic sales and purchase transactions are posted automatically via Sysco's EDI module or via the Web Portal interface.

## Sales Module

Sales and Customer Service teams gain clear up to the minute understanding of sales activity over time, securing on-going timely orders and enhanced customer management.

Customer orders are managed via tele-sales based on scheduled calls as agreed with the customer and in line with agreed deliveries based on average usage.

Marketing activity can be targeted to specific customer groups to promote additional complimentary product sales and present promotions to win new sales.



# Sysco Foods: Feeds and Seeds

## Supply Chain Module

Microsoft Dynamics supports demand and supply chain management as well as efficient collaboration amongst depots, warehouses and processing plants. Efficiencies gained from an integrated system can substantially reduce transaction costs whilst improving customer service and profitability.

The single solution manages stock to levels ensuring the mill produces the appropriate blend when required in line with date effective prescriptions. Integrated stock control considers sales demand and current stock levels resulting in an effective supply for customers.

Microsoft Dynamics planning logistics schedules in advance to ensure customer orders are proactively confirmed and added to the load schedule. Loads are then batched by route and drop sequence to optimise the delivery fleet and self-billing for the hauliers. Each haulier is presented with a monthly statement of deliveries by an agreed rate which then creates a payment through the purchase ledger.

Planned routes can be plotted on Google mapping and text messages notify customers of the planned delivery, resulting in effective communications and utilisation of resources.

# Sysco Foods: Food Processing

Microsoft Dynamics AX provides an easy-to-use, easy-to-understand way to create and manage recipes and formulas. With a single screen, users can review and maintain important information about the formula, as well as the individual ingredients.

With robust planning and analysis tools in Microsoft Dynamics AX, you can model and manage an unlimited number of inputs and outputs through a recipe and formula management system. The business intelligence it delivers helps you to make timely adjustments in response to changes in the market and commodity prices. By effectively managing processing of costly ingredients, you can minimize overruns and short runs to reduce waste and meet customer demand.

## Key Features include...

Balance production with demand for greater profitability.

Help to manage safety, quality and compliancy requirements.

Manage inventory with precision.

Reduce manufacturing and labour costs.

Gain insight into costs and process efficiency

Enhance connectivity and communication.

Improve inventory management.

Respond quickly to changing market conditions.



# Sysco Foods: Food Processing

## Approved Vendor Capability

Manage the vendor approval process per item with effective and expiration dates per item to ensure proper screening and compliance, and establish multi-level pricing for approved vendors.

## Batch Attributes (Lot Characteristics) & Inheritance

Configure items in a manner where their products qualitative and quantitative characteristics and shelf life information can be inherited by the manufactured items from their ingredients.

## Batch Optimisation

Produce against provided or regulated batch sizes, and plan packaged finished goods to fully consume produced bulk product to increase yields and reduce waste.

## Bulk and Pack Planning

Produce against provided or regulated batch sizes, and plan packaged finished goods to fully consume produced bulk product to increase yields and reduce wastage

## Attribute Tracking and Dynamics Recipe Adjustment

Define and maintain an unlimited number of qualitative and quantitative attributes at product and lot levels. Adjust formulas based on predefined ratios and scaling.

## Batch Disposition

Restrict certain processes from using certain lots of inventory while being able to allow other processes from using or having visibility to the same. For example when inventory is newly received into the warehouse, it may have to be put on a temporary hold from shipping but should be available or visible for planning as being on hand or for customer reservations.

## Best Before Dating

Know the correct inventory status for any given item and ship the right lot combinations to the specific ship-to location. Calculate lead times and look at available shelf life on a lot-by-lot level, enabling customer service to ship lots that arrive with the correct shelf life remaining. Proactively manage safety stocks based on seasonality and pull shelf life challenged products for an overall reduction in charge backs and customer service issues.

## Centralised Quality Control and Regulatory Support

Use integrated quality control and lot traceability to link raw materials through the production process to final delivery. Facilitate regulatory compliance with agencies such as the FSA.



# Sysco Foods: Food Processing

## Catch Weight and Recipe-Based Units of Measure (UOM)

Track and manage inventory simultaneously using two different UOMs, such as weight and rolls, or area and pieces. Use product current measurements rather than UOM conversion routines to increased visibility of inventory.

## Co-Product/By-Product Management

Support co-product and by-product planning and tracking to help optimise decisions, including analysing the attributes and costs of co-products and burden from by-products, as well as crediting those values to the appropriate finished goods.

## Custom Product and Packaging Capabilities

Provide your customers with increased packaging flexibility by defining effective UOM. Enable customers to request multiple quality specifications per product while maintaining inventory visibility. Support highly flexible configurations and packaging types while combining similar products in production to improve machine utilization.

## Detailed Production Cost Analysis

Analyse and monitor production costs and requirements for each component of a sales order using graphical representations of multi-level formulas and recipes.

## Extensive Audit Trails

Incorporate electronic signature functionality into business processes, providing complete visibility and audit trails.

## Custom Item and Dimensions

Define multiple inventory dimensions and gain insight into your stocking practices, including packaging codes, variations to the main item, lot management, and inventory status. Conduct comprehensive "where-used" analysis, including alternate formula and recipe tracking

## Demand Driven Supply Network

Model and manage an unlimited number of inputs and outputs through recipe and formula management system.

Define all of the resources of production including ingredients, co-products and by-products, machine, labour, utilities, and quality assurance variables

## Disassembly (Reverse Bill of Material (BOM))

Manage the break down or processing of one or more material inputs to multiple end items through a single production process.

# Sysco Foods: Food Processing

## Enhanced Picking

Pull inventory in optimal sequence, employing “best before” management, and enabling customer service to ship lots that arrive with the correct amount of shelf life remaining. Employ either first expiry/first out (FEFO) or first in/first out (FIFO) calculations for inventory reservation and picking, thus reducing inventory and eliminating waste.

## Integrated Quality Control (QC) Capabilities

Know the correct inventory status for any given item, including designations for QC testing, QC and failed, and downgrade of product. Manage quarantined products throughout the QC process and track their release from quarantine.

## Promotional Goods

Make special offers to customers by product or product families. Offer promotional goods as one-time or repeat items based on line item or total order volumes.

## Yield Planning and Tracking

Establish yield standards in formulas and plan, track, and report actual yields. Quickly identify out-of-tolerance conditions, isolate the cause, and take corrective actions. Automatically plan for ingredients based on process yield by operation.

## Flexible Planning and Scheduling Tools

Quickly adjust product mix to respond to changes in demand. Estimate the impact of different sales scenarios using “what-if” simulations. Schedule multiple package types and consider recurring or rework products when scheduling. Deploy finite or infinite capacity and materials scheduling, backward or forward scheduling, detailed scheduling by hours and minutes, or scheduling by day

## Custom Item and Dimensionality Structure

Accelerate and simplify compliance with requirements from regulatory agencies such as the FSA by validating manufacturing processes with Microsoft Dynamics 365 for Finance and Operations.

## Variable Inventory and Order Tracking

Monitor inventory using multiple units of measure to manage inventory units as well as packaging units. Track order status using real-time updates on net purchasing, production and capacity requirements, and graphical symbols for each level of the formula. Use batch disposition codes to determine the availability of inventory for reservation, picking or shipping transactions of various inventory transactions.



# Sysco Foods: Food Processing



Balance production with demand for greater profitability. Use rebate promotion functionality to drive sales, manage trade promotion spend, compare sales against inventory status to adjust production as needed and eliminate waste by distributing inventory in optimal sequence using shelf life tracking and planning.



Help manage safety, quality, and compliance requirements. Document standard processes and track operations to meet detailed regulatory requirements.



Manage inventory with precision. Centrally manage co-products and by-products in your formulas and recipes, access inventory status for any item at any time and assign production and overhead costs to formula items and co-products.



Reduce manufacturing and labour costs. Monitor operations at a detailed level by keeping a close watch on yields and labour and tracking material usage, and plan production shifts to maximize capacity while maintaining your customer commitments.



Gain insight into costs and process efficiency. Understand and manage production schedules, capacity loadings, shop floor activities, and production costs. View up-to-the minute client, contract, and project details for an accurate accounting of profitability.



Enhance connectivity and communication. Maintain high production levels and on-time delivery rates by sharing real-time information about specifications, order status, and quality control (QC) testing among key departments and trading partners.



Improve inventory management. Create multi-dimensional inventory records and track ingredients throughout the supply chain. With accurate inventory status, you can implement effective recall procedures and maintain complete forward and backward traceability.



Respond quickly to changing market conditions. Capitalize on new opportunities as they arise by modelling production capabilities, quickly sharing engineering information, and adjusting product mix for changes in demand.



Maximize your IT investments. Tight integration with other Microsoft products extends Microsoft Dynamics 365 for Finance and Operations capabilities to help ensure a fast return on investment.



# Sysco Foods: Drinks Industry

Microsoft Dynamics provides the necessary business information when and where you need it to make better and faster decisions. An inefficient warehouse can cost your business immeasurable losses in revenue, annually. By choosing an integrated Microsoft Dynamics solution, you can streamline and control your processes from a single point of information for all business activities with a total view across all departments with our Irish Revenue Approved Bonded Warehousing Solution.

## Key Features include...

Automatic calculation of duty based on relevant ERN and posting to General Ledger.	EDI Integration
Bonded / Duty Classification of Items	Automated Direct Debits
Visibility of stock levels held Duty Paid or under bond using the same item code.	Long Term Agreements (LTA) Management for Vendors
Deferment of excise duty for spirits, wines, ciders, perrys and beers. Ability to print AAD and W8 documentation automatically.	Extensive purchase planning functionality.
Ability to operate multiple bond and duty paid areas.	Full multi-company, multi-location and multi-currency functionality.
Full lot rotation tracking of all products.	Full excise warehousing reporting capabilities in the format required by Customs and Excise, Excise Warehousing, Customs Excise, Duty, Deferment VAT, Acquisition VAT, Tax Codes, AAD, W8, W1, W5D.



# Sysco Foods: Drinks Industry

## Management Module

Microsoft Dynamics provides timely management information that's key to driving decision making, improving business performance and monitoring current tactics in the delivery of customer satisfaction.

Enhanced with graphical and tabular illustrations, users can quickly identify key performance trends across all business functions, highlight costs and hence reduce to improve profitability.

## Production Module

Our integrated approach provides lot traceability from the primary ingredients through to the packaging of each finished product enhancing production planning from customer order to dispatch.

The recipe and formulation management controls ingredients supply and costing for production and accounting is automated within the financial modules.

The production control ensures timely production of desired goods at the right cost with the desired yields by measuring quality of ingredients through critical control points along the production route.

Microsoft Dynamics will deliver improve production efficiency, reduce wastage and stockholding.

## Financial Module

Sysco deliver an integrated solution providing the necessary rigor and control throughout the financial function from budgeting to actuals.

The financial module controls all transactions with the aid of work flows and relevant security across the trading enterprise. Meeting all the mandatory reporting requirements you can calculate tax with ease and comply with Customs and Excise.

Completely automated and integrated throughout the sales, purchase, accounting and inventory functions, hence providing full and easy reporting and in-depth analysis of business activity.

Create comprehensive budget models against chart of accounts structures and model and report with Microsoft Excel and Forecaster which are fully integrated with Dynamics.

Transact with your customers and suppliers in their chosen currency with base currency equivalents per transaction.

Electronic sales and purchase transactions are posted automatically via Sysco's EDI module or via the Web Portal interface. Unlimited home and foreign currency bank accounts may be created and reconciled automatically linking directly to on-line banking systems.





# Sysco Foods: Drinks Industry

## Sales Module

Sales are the essence of the business, Microsoft Dynamics can automate sales order entries and manage customer expectations plus deliver against growth plans with proactive marketing tactics.

Account call plans, new business enquiries, complaints and new product development can all be recorded, assigned and controlled to ensure the optimum outcome for all.

The functionality ensures you manage your sales opportunities and marketing more effectively with embedded charts and dashboards to illustrate areas of focus.

## Supply Chain Module

Microsoft Dynamics works for bonded warehousing by integrating stock control, sales order and purchase ordering, logistics with optimisation of planned delivery schedules and routes.

Designed to automate the production of critical HMCE reports, the system ensures that all movements of 'underbond goods' are correctly recorded and accounted for, minimising the possibility of errors. Where duty is applicable, the system performs the duty calculations and produces the necessary reports, plus managing deferred duty when appropriate. Thus providing the rigorous controls needed to comply with Customs and Excise.

Multiple bonded locations can be supported, each of which can be allocated a separate excise deferment code, thus allowing for the management of multiple bonded locations within a single system.

Stock held in a bonded location is strictly controlled by a batch reference number (or rotation code) and is valued pre-duty. When stock is transferred to a normal duty-paid location, the duty is calculated and added into the duty-paid cost.

System auditing will record any changes to critical information used for duty calculation and movement of goods to help ensure that legal requirements are fully met.



# Sysco Foods: Dairy

Using Microsoft Dynamics – Sysco have developed a powerful ERP solution with specific functionality designed for the dairy industry. Built upon the Microsoft Dynamics ERP platform, our Dairy solution is tailored around the requirements of the production, sales and supply chain requirements of companies making diverse ranges of products including milk, cream, milk powders, cheese, butter, spreads, yogurts, ice cream and desserts.

## Key Features include...

<p>Utilising Microsoft SharePoint users are presented with dashboards configured to their Dynamics user role such as Production, Sales Management, Supply Chain and Operations Management.</p>	<p>Unlimited home and foreign currency bank accounts may be created and reconciled automatically linking directly to on-line banking systems.</p>
<p>Linking directly to the data allows for real time information to make critical business decisions quickly.</p>	<p>Supply chain processes can be configured for multi-company and multi-plant or milk depot scenarios with intercompany and inter-depot movements and transfers.</p>
<p>For liquid milk distribution automatically create contract dockets for weekly billing.</p>	<p>Integrates with industry leading Logistics companies including Wincanton and Excel Logistics.</p>
<p>Configure workflow rules around sales, purchase and general ledger transactions with full audit control and build comprehensive security and permissions down to individual user level.</p>	<p>Increase process control and product quality by easily tracking and managing multi-level product formulas or recipes.</p>
<p>Create and maintain financial fixed assets</p>	<p>Quality control information is captured and used to inform your inventory control, materials procurement, sales and production decisions.</p>



# Sysco Foods: Dairy

## Management Module

Business intelligence can be used to give management and employees an overview or snapshot of the business.

Dashboards and charts can display the data and show the status of different departments, people or processes.

Built upon the Microsoft Dynamics platform comprehensive information is delivered direct to all management and employees who require it.

## Production Module

Our Dairy solution provides real time insight into production schedules, capacity, materials planning, shop floor activities and costs so you can effectively manage your manufacturing resources for increased profitability.

The solution is fully integrated providing real time information sharing across sales, finance and inventory and purchasing departments.

Our solution offers operational agility and can be customised to business processes to take advantage of changing market conditions. The system supports make to order, make to stock and mixed mode manufacturing processes.

## Financial Module

Accurate and up to-date financial management is at the heart of any company's 'back office' systems for management and shareholders alike.

Flexible Chart of Accounts structures allow for single entities or multi-company Group structures. Consolidate companies at group level automatically pulling transactions from subsidiaries.

Transact with your customers and suppliers in their chosen currency with base currency equivalents per transaction.

Electronic sales and purchase transactions are posted automatically via our EDI module or via the Web Portal interface.

Create comprehensive budget models against chart of accounts structures and model and report with Microsoft Excel and Forecaster fully integrated with Dynamics.



# Sysco Foods: Dairy

## Sales Module

Get it right first time every time, with our powerful CRM module, you can manage your sales leads more effectively.

Sales funnel, top customers, inactive customers are all easily accessed with embedded charts and dashboards.

Achieve a higher return on investment with your marketing by using our CRM module to build strategies and campaigns, targeting potential customers with e-mail, letter or phone calls; recording all these interactions against the customer for reference.

The FoodCare module developed to record complaints within the food industry helps you manage and assign new business enquiries and complaints to the appropriate contact within the organisation.

## Supply Chain Module

Our Microsoft Dynamics solution supports demand and supply chain management as well as efficient collaboration amongst depots, warehouses and processing plants and ultimately the end customers.

Efficiencies gained from an integrated system can substantially reduce transaction costs whilst improving customer service and profitability.

Route Management functionality shows operators daily and weekly plans showing status of each route by depot. Multiple sales order types are catered for including weekly standing orders for customers such as schools and hospitals, fast order entry.

Direct integration to van sales systems for sales and stock allows automatic processing of van sales. Advanced Warehousing allows for single, multiple or centralised distribution.

Configure warehouses by area, bin and shelf locations and using 'Pick Inventory' allows you to manage 'best before' effectively with minimum waste.



# Sysco Foods: Bakery

Built upon the Microsoft Dynamics ERP platform, our Bakery solution is tailored around the requirements of the production, sales and supply chain requirements of companies making diverse ranges of products including bread, rolls, hot plate items and pastries.

From keeping track of ingredients, packaging and products including full batch control and traceability to quality control with all information being captured and used to inform your inventory control, materials procurement, sales and production decisions. Sysco provide a comprehensive end-to-end platform for Bakery Resource Management.

## Key Features include...

<p>Utilising Microsoft SharePoint users are presented with dashboards configured to their Dynamics user role such as Production, Sales Management, Supply Chain and Operations Management.</p>	<p>Keep track of ingredients, packaging and products including full batch control and traceability.</p>
<p>Linking directly to the data allows for real time information to make critical business decisions quickly.</p>	<p>Load building and dispatch functionality including delivery routes and drop sequence.</p>
<p>Mobile van sales solution for more accurate and efficient invoicing, including signature capture.</p>	<p>Increase process control and product quality by easily tracking and managing multi-level product formulas or recipes.</p>
<p>Configure workflow rules around sales, purchase and general ledger transactions with full audit control and build comprehensive security and permissions down to individual user level.</p>	<p>Quality control information is captured and used to inform your inventory control, materials procurement, sales and production decisions.</p>



# Sysco Foods: Bakery

Maintain complex pricing and discount structures.	Improve yields and reduce waste with automatic capture of actual raw material usage.
Enhanced credit control for tighter management of debtors and faster resolution of queries.	Increase the speed and efficiency of your production and materials flow using built-in graphical planning and scheduling tools.
Increase productivity of sales team via the setup and maintenance of customer standard orders.	Integration with shop floor production system to prevent duplication of effort from purchasing and production staff.

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## Traceability Module

Our Traceability Software provides integrated traceability ensuring product consistency and virtually eliminates scrap batches whilst also controlling Average Weight legislation conformance and helps to ensure a consistent product with regard to size, shape and texture.

The Lot Traceability Software guarantees every batch is right first time and will pull daily production requirements from Microsoft Dynamics 365.

Information relating to Lot Number, Batch Number, Ingredient Usage and Operator Productivity is captured and sent to Microsoft Dynamics 365 Business Central ensuring that the accounting department have the very latest information and there is no delay normally experienced with paper based reporting.



# Sysco Foods: Bakery

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# Sysco Foods: Bakery

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Advanced Warehousing allows for single, multiple or centralised distribution. Configure warehouses by area, bin and shelf locations and using 'Pick Inventory' allows you to manage 'best before' effectively with minimum waste.

## Sales Module

Using Microsoft Dynamics, Sysco's Food Care module – manages customer accounts, complaints, new product development etc. within the food industry to assist users manage the complexity of large and small customers alike.

New business enquiries, complaints, new product development can all be recorded, assigned and controlled to ensure the optimum outcome for all.

The functionality ensures you manage your opportunities more effectively – Sales funnel, top customers, inactive customers are all easily accessed with embedded charts and dashboards, Microsoft Dynamics works to achieve the optimum return from your marketing, targeting the right customers at the right time with the right message to ensure the greatest impact and return that grows into additional sales with both existing and new customers.

These messages can be transmitted through e-mail, letter or phone and automatically recorded against the customer for reference.





# Food 365

Powered by Dynamics

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