

## **SAP® SOFTWARE TAILORED FOR FOOD AND BEVERAGE COMPANIES**

### ACHIEVE GREATER EFFICIENCY AND SUSTAINABLE GROWTH

Like most midsize food and beverage companies today, your organization faces many challenges that characterize a volatile and maturing market. These include reduced profit margins, demanding retailers, a growing number of products, and food and safety regulations with which your company must comply. To succeed, you must improve your operations efficiency, maintain customer satisfaction, increase supply chain and demand chain visibility, and meet food safety regulatory requirements cost-effectively.

The SAP® Business All-in-One for Consumer Products solution, specialized for food and beverage companies, is based on SAP's more than 35 years of experience in the high-volume consumer products industry. This comprehensive and flexible enterprise resource planning (ERP) solution includes support for industry best practices. With this SAP Business All-in-One solution, you get:

- Comprehensive, integrated business functionality to help you gain visibility across your business and streamline your core business processes – from marketing, sales, and service to procurement, planning, production, financial management, and business analytics
- A flexible and scalable foundation for your business processes, built on the proven SAP NetWeaver® technology platform
- An ERP solution that can be extended with preintegrated customer relationship management and business intelligence functionality
- An intuitive interface and role-based navigation to improve user productivity and adoption

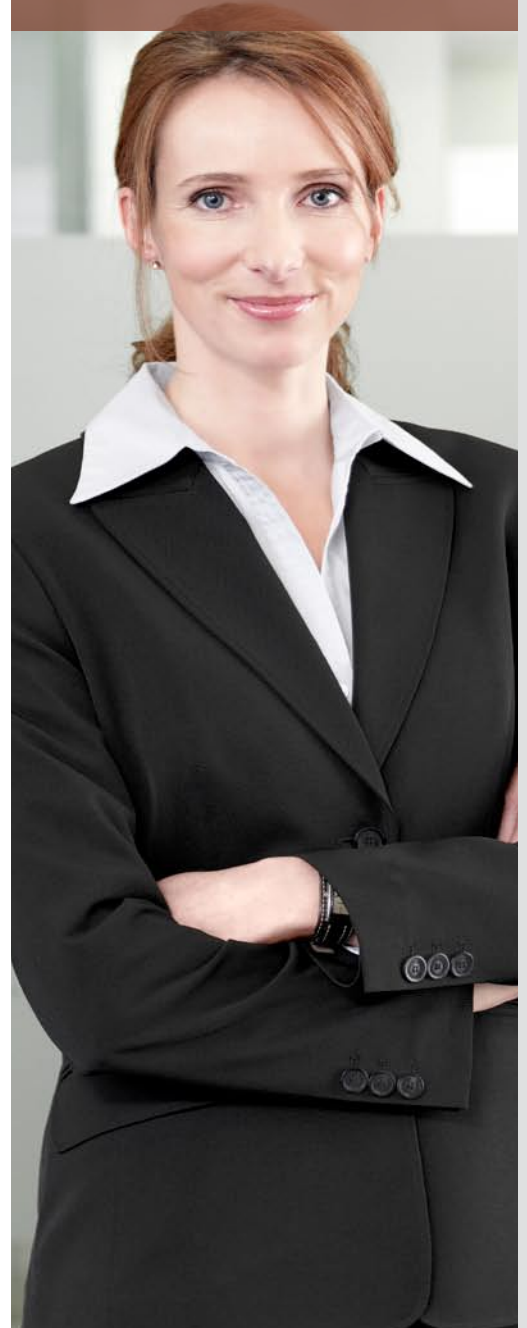
#### **Leverage SAP Best Practices Packages**

Each SAP Business All-in-One solution is built on SAP Best Practices packages that deliver a proven implementation methodology, documentation, and preconfiguration. SAP Best Practices reflects SAP's years of business expertise and the best business practices of more than 6,000 customers worldwide in more than 20 industries. Each best practice supports integration of your process flows when you use your SAP Business All-in-One solution.

SAP Best Practices provides a solid foundation for SAP Business All-in-One, enabling you to implement a sophisticated solution in a fraction of the time typically required and at a predictable, affordable cost. SAP Best Practices provides methods and tools for you to implement best business practices in key functional areas for your industry, such as those that support accounting, sales, production, and distribution. Whether you leverage all supported best practices during initial implementation or start with what you need and add more later, you'll avoid some complex and resource-intensive steps in implementing your SAP Business All-in-One solution. With these best practices, your partner and your project teams can help accelerate implementation by focusing on tailoring the software to your specific company requirements, rather than starting from scratch.

This SAP Business All-in-One solution gives you:

Midsize food and beverage companies seeking to improve operating efficiencies can choose an affordable, integrated solution. The SAP® Business All-in-One for Consumer Products solution, specialized for food and beverage companies, is designed for rapid implementation, adaptability, and fast ROI.



- Complete preconfiguration settings that let you run your software with minimal installation effort
- Extensive reusable documentation that you can use for self-study, evaluation, and project-team and business-user training
- A clear implementation methodology based on a logical step-by-step process

### Support Your Process Needs

Functionality in SAP Business All-in-One for Consumer Products, specialized for food and beverage companies, supports key processes for your operations, from procurement through production and from product sales to traceability and compliance (see the figure).

### Streamline Procurement and Decision Making

This SAP Business All-in-One solution helps midsize food and beverage companies streamline their procurement processes. Because of the powerful integration of manufacturing, planning, sales, and financial information, you can manage everything from materials sourcing with

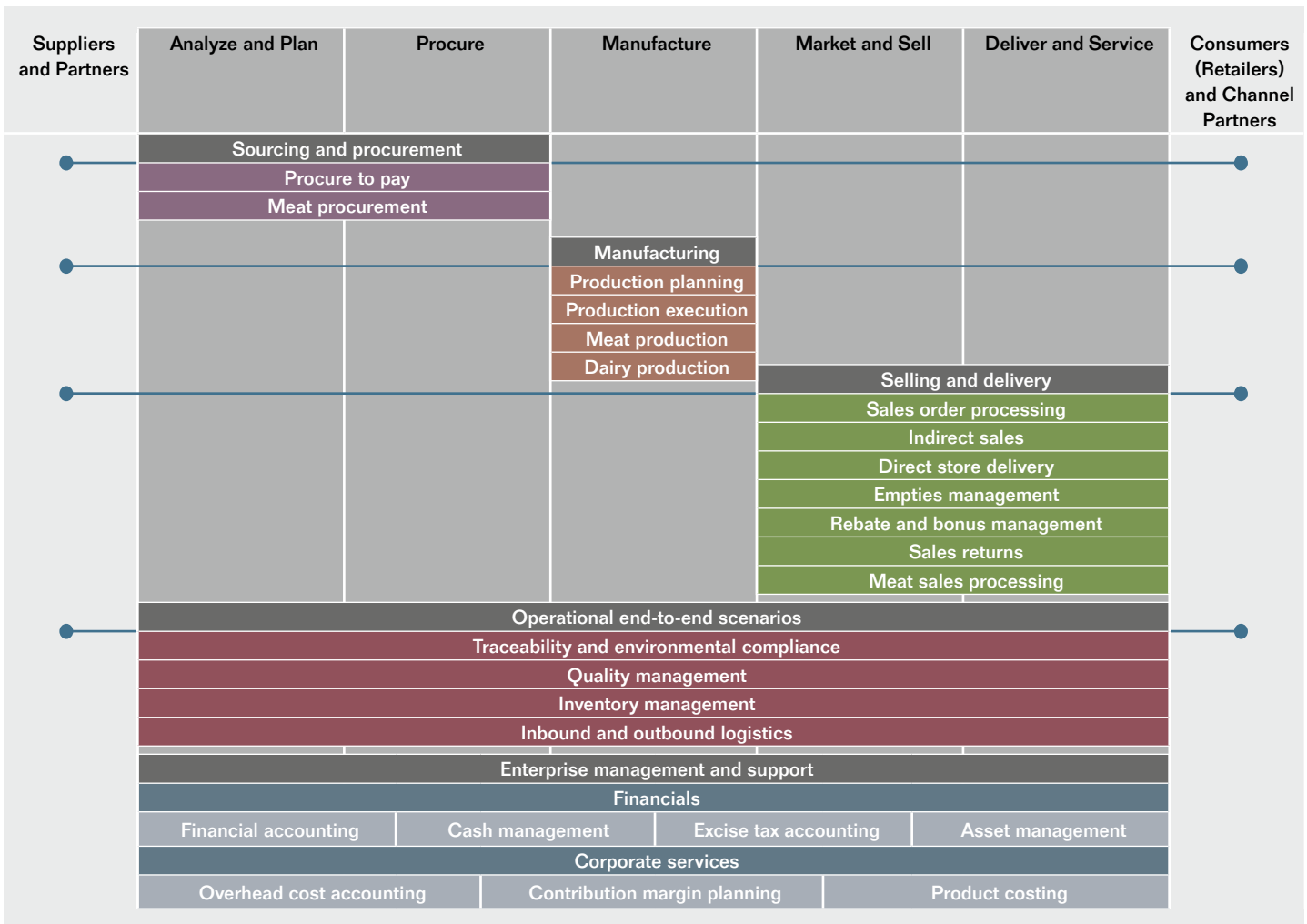


Figure: Key Business Process Support for Food and Beverage Companies

vendor evaluation, through purchasing-invoice verification, to payment processing. Plus, you gain access to centralized information for a better view of procurement and improved decision making for internal or outsourced activities.

#### Improve Manufacturing

Because this solution lets you automate and integrate your processes, you can base production planning on forecasted demand, as well as monitor material, capacity, and production resource availability. With production execution a result of synchronization of processes, you can realize shorter lead times and superior asset and inventory utilization.

#### Enhance Sales Processes

Configured for food and beverage companies, this solution helps you streamline and automate processes across the entire crop-to-shop and order-to-cash lifecycles. Specifically, you can integrate key processes, such as those used to manage finances, purchasing, production, quality control, and demand data. As a result, your sales team can quickly and accurately determine order status and pricing, check product availability, run rates, and track and manage invoices. This helps you reduce sales cycle time and ultimately increase revenue and customer service levels.

This solution also helps your customer service representatives efficiently manage the complaints and material returns process, for better quality assurance and higher customer satisfaction. Your employees can even trace potentially bad batches across customer deliveries, finished and semifinished products, and raw materials, right back to the supplier, improving product quality and vendor responsiveness.

In addition, managing inventory levels while avoiding out-of-stock situations is a high priority. With this solution, you can synchronize inventory management with sales, customer service, and feedback from electronic data interchange from your channels. Support for direct store delivery is available with this solution, and quality inspection at goods receipt and delivery enables verification by your warehouse workers to help ensure batch traceability across the supply chain.

#### Support End-to-End Operations

With this solution, you can integrate processes relating to sales, operations, production, and materials requirements planning to help ensure consolidated, synchronized, and coordinated demand and supply planning. And you gain a single view of the coordinated processes. In addition, optimized portfolio management enables better insight into product and customer profitability. At the same time, by synchronizing your sales and revenue planning with production planning, the solution enables you to optimize your assets and reduce inventories while meeting demand derived from usage information.

#### Enhance Profitability and Business Insight

With this SAP Business All-in-One solution, you can control profit drivers, tightly link strategic plans to operational performance, and enable a single analytical platform for your business. Analytic tools enable you to define financial targets, develop a realistic business plan, and monitor costs and revenue during execution. From a single source, you can also identify which products, technologies, customers, and processes will drive top-line growth and bottom-line earnings.

### Fast-Start Program Accelerates Time to Value

For smaller midsize food and beverage companies, the SAP® Business All-in-One fast-start program provides a simplified process to evaluate, acquire, and implement a solution. The program offers innovative tools and methodologies to plan a solution online, receive an immediate cost estimate, and shorten implementation times. SAP enables its partners to offer preconfigured, pretested software that can be preinstalled on optimized hardware from selected hardware providers.

### Benefit from Industry-Specific Functionality

This SAP Business All-in-One solution supports business processes specific to your industry and supports a phased implementation. It offers a safe approach to help you realize fast time to value, and it scales to support your business as it grows. You can implement this solution now and work with one of our partners, who can extend the functionality to address any additional requirements.

### Find Out More

To find out more about how SAP Business All-in-One for Consumer Products, specialized for food and beverage companies, can help your company operate more efficiently and profitably, call your SAP representative or visit us online at [www.sap.com/sme/solutions/businessmanagement/businessallinone/consumer/foodandbeverage.epx](http://www.sap.com/sme/solutions/businessmanagement/businessallinone/consumer/foodandbeverage.epx).

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## Summary

The SAP® Business All-in-One for Consumer Products solution, specialized for food and beverage companies, is a comprehensive enterprise resource planning (ERP) solution based on proven best practices aggregated from thousands of industry implementations. Designed for rapid implementation at a predefined price, the software can help you realize a fast ROI to support increased sales and decreased costs.

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## Business Challenges

- Ensure profitability in a highly competitive marketplace
- Coordinate sales and ensure on-time delivery
- Gain visibility into inventory and point-of-sale information
- Gain visibility across complex supply chains
- Deliver innovative products, synchronized with promotions and merchandising opportunities

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## Key Features

- **Sourcing and procurement** – Automate and streamline procurement processes
- **Manufacturing** – Optimally plan and execute manufacturing processes
- **Selling and delivery** – Streamline, automate, and integrate sales processes with other key processes, while efficiently managing the entire customer complaints and material returns process
- **Comprehensive operational support** – Help ensure consolidated, synchronized, coordinated supply and demand planning, maintain low inventory levels, and avoid out-of-stock situations
- **Enterprise management and support** – Support critical business functions, including financials and analytics

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## Business Benefits

- **Improve efficiency** with a business solution containing the functionality needed to support your processes
- **Minimize total cost of ownership** as a result of the solution's flexibility and scalability for implementing enterprise-wide changes and optimizing global deployment
- **Confidently grow your business** with the help of proven ERP software from SAP
- **Improve time to value** by leveraging tools and methodologies that help you get every facet of your business running quickly and smoothly

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## For More Information

Call your SAP representative, or visit us online at [www.sap.com/sme/solutions/businessmanagement/businessallinone/consumer/foodandbeverage.epx](http://www.sap.com/sme/solutions/businessmanagement/businessallinone/consumer/foodandbeverage.epx).

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