

# 5 EXPERIENCES YOU SHOULD NEVER HAVE AS A FOOD SUPPLIER DURING THE CHRISTMAS SEASON

Tis the season to be jolly... well it is if your Food business is supported by software that can help turn your investment in the Christmas period into a profit.

You're set to run full-steam ahead into a whirlwind for both volume and demand, so the last thing you or your staff need is to be misinformed, inaccurate and unreliable.

Dynamics Food combines the power of Microsoft's latest slick business solution Dynamics 365 Business Central (formerly Dynamics NAV) and contains functionality dedicated to consistently supporting your business in the Food industry.

Here we will explore the '5 experiences you should never have as a food supplier during the Christmas season' and show you how Dynamics Food can give your business the confidence to thrive during the festive season. If you approach Christmas with fear and uncertainty, this infographic is for you:

## 1

### You're sat there manually keying EDI orders

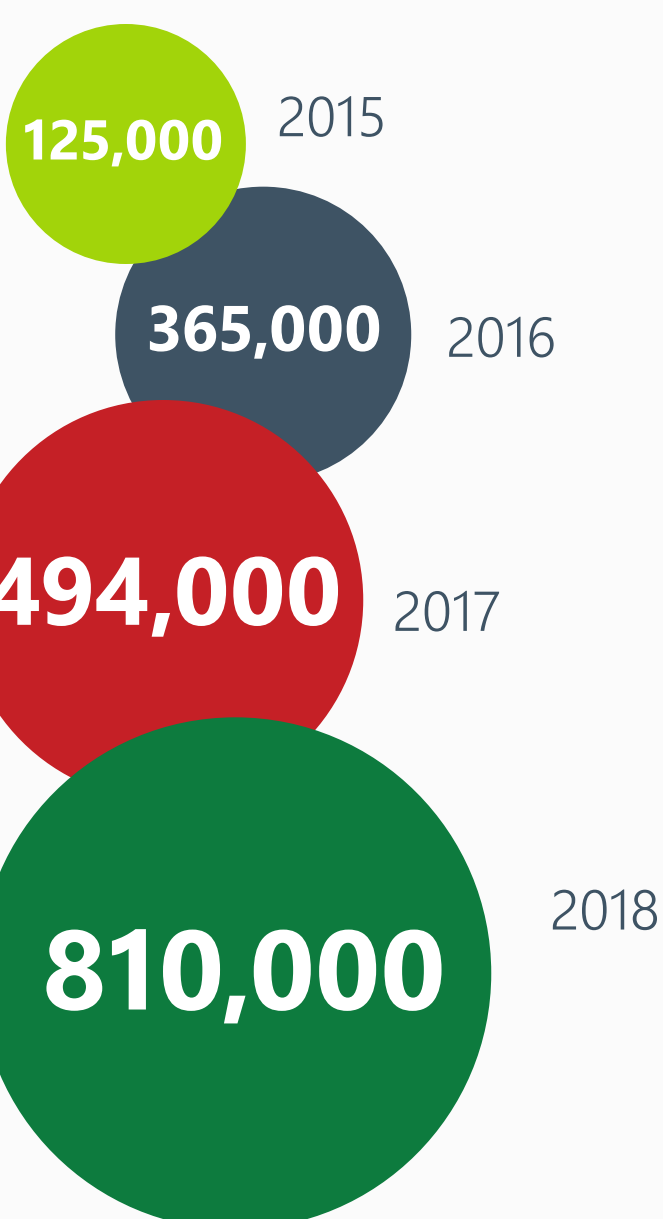
Integrated EDI transactions processed by customers of Technology Management

If you're dreading having to manually key a ton of EDI orders during Christmas, then you're already wasting time. Dynamics Food will automatically import your EDI orders for you and pass them straight to your warehouse or 3PL for picking & despatch.

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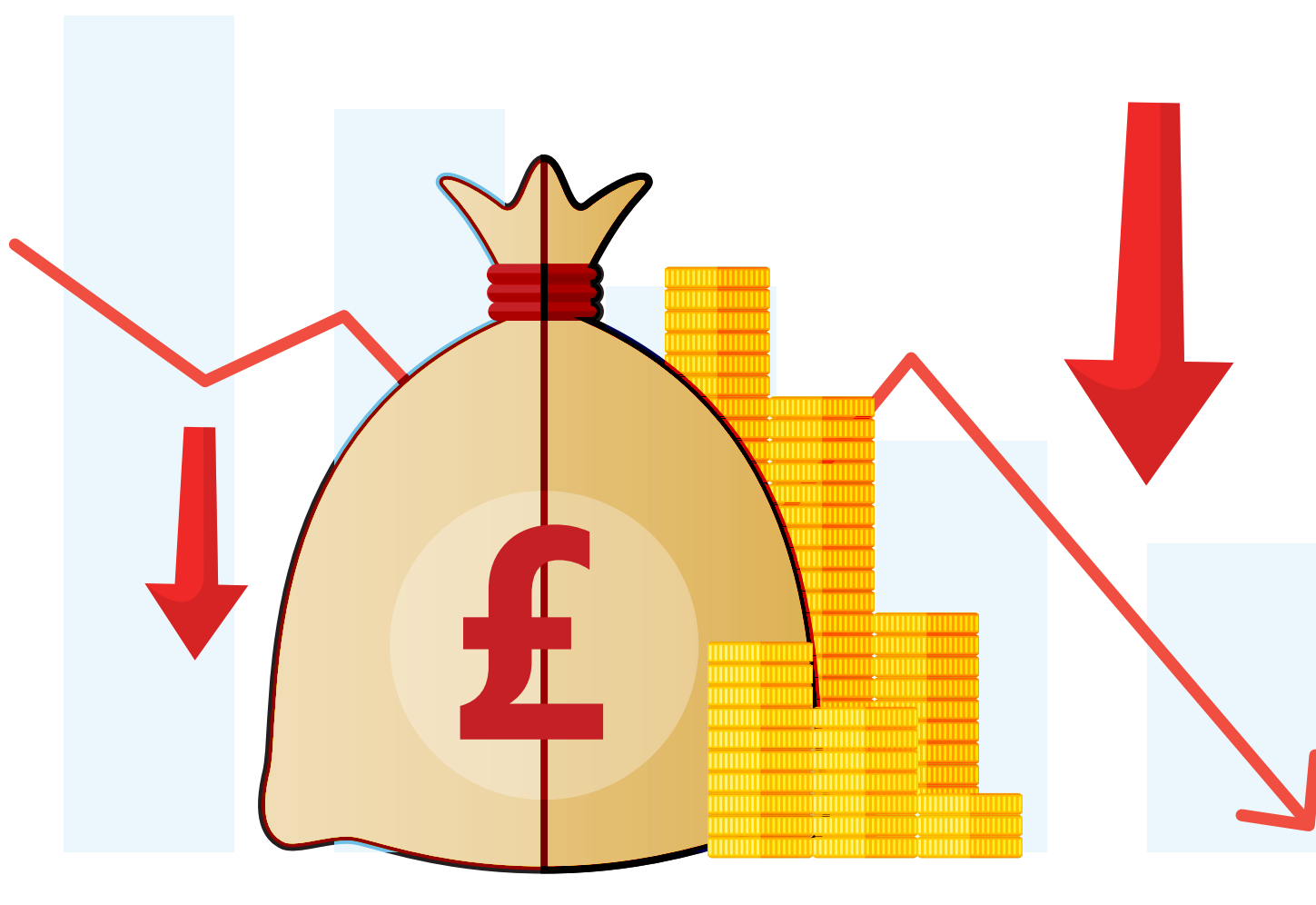
**We simply wouldn't have been able to cope with the sheer volume at Christmas without Dynamics Food."**

Major cheese supplier



## 2

### You're having to get rid of your excess stock to the discount houses



Oh dear, if you've managed to develop some fun Christmas packaging for your customer you will need to make sure you haven't overestimated their demand. The discount houses will be chomping at the bit, as they'll be eager to snap up your surplus and sell it on the cheap which will inevitably damage your profit margin.

With Dynamics Food, you can batch track your new packaging through MRP to highlight any shortages or excess stocks, automatically downdate stock when goods are produced for simpler stock control to give yourself full visibility and confidence in the reporting and analysis within your business.

## 3

### You have no faith in investing because you can't manage your cash flow

Does your cash flow management give you the confidence to see whether you can honestly hire new temporary Christmas staff, invest in Christmas packaging, invest in more raw materials or even storage costs? You will need confidence to make any of these decisions and Christmas isn't the time to take a misinformed punt!

Dynamics Food will enable you to optimise your cash flow by streamlining your accounts receivable processes and tracking all your customer payments. This will only help drive efficiency and maximise your cash resources with flexible, integrated accounts payable capabilities.

According to the Chartered Institute of Credit Management (CICM) 27% of invoices are paid late in the UK which is leaving smaller businesses struggling for cash.

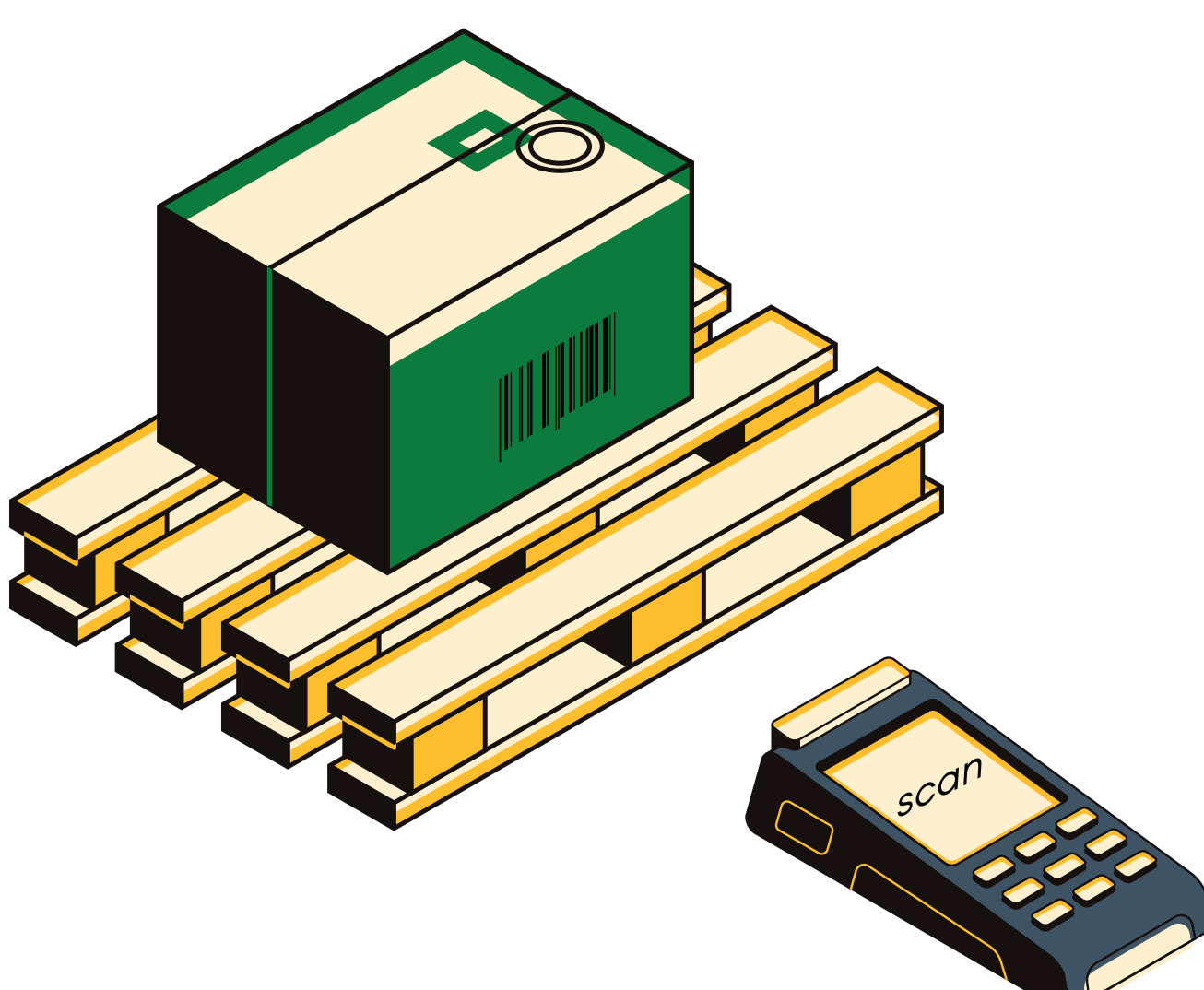
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**Chasing late payments creates significant administrative burdens for small business – 35% said they spent on average 1.2 whole days per month chasing late payments**

Financial Services Bureau, Late Payments Report 2016

## 4

### You need to hire an army of temporary staff to deal with the demand



Dynamics Food can help reduce the burden of temporary staff by streamlining your operations with integrated bar code scanning, shop floor data capture and EDI messaging with your 3PL's and customers, giving you a live status of orders and stock availability.

## 5

### You struggle to run a successful Christmas promotion

If you're a food manufacturer or distributor at Christmas, a good old promotional campaign is exactly what your customers are looking to snap up. Mismanagement of a promotion can massively backfire particularly if your staff remain uninformed on what they mean to your margin.

Dynamics Food will ensure that your staff can tell your customer straight away what they are going to get charged in your Christmas promotion and the price they need to achieve if they order a higher quantity of your product to get to the next price break. Plus, Dynamics Food contains all the classical promotional mechanics that cross your mind.



**How we can help your business get ready for Christmas 2019**

If you think that Dynamics Food is already sounding like the perfect fit for your company, you can discover more simply by clicking: [www.tecman.co.uk/food](http://www.tecman.co.uk/food)

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