



Integrated business software

for the Food & Beverage Industry



A proven solution for the food & beverage industry

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Driven by consumers seeking lower prices and more choice, Food & 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. Now with Dynamics Food, Food & Beverage distributors and processors have a flexible business system to drive up profitability and build strong business relationships.



Proven IT pedigree your business can trust

Since 1992, we have helped businesses drive forward in their market through the use of agile, integrated business systems.

Our Food and Beverage industry solution, Dynamics Food, is based on Microsoft Dynamics NAV business application software; a flexible solution that works with and like the Microsoft Office software you already use each and every day. With an unrivalled multi-billion dollar annual investment in the solution and the choice of deploying the technology on your server or hosted 'in the cloud', Microsoft Dynamics NAV from Technology Management provides a scalable answer to any business seeking a system that can keep pace with continual change.

Features & functions

Sales Order Processing

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

FEATURES:

- Fast order entry
- Call planning
- Pro-active call scheduling linked to journey planning
- Full diary management
- Product promotions
- Linked and alternative products
- Catalogue look up and fast search
- Easy up-selling
- Multiple templates
- Price negotiation and margin control
- Limitless supporting information on products
- Auto linking to fax and email

Order entry functionality:

- Best before date visibility
- Handling split packs and price mark-ups

Catch weights:

- Track items with multiple units of measure that have a variable relationship
- Sell or buy in one unit, price in another
- Complete dual tracking allows users to see orders, invoices and inventory in two units (e.g. quantity and weight)

Multiple order channels:

- EDI
- Field sales electronically order from mobile devices
- Van sales
- Fax
- Email
- Online ordering

More than 390,000 companies across the world are using Microsoft Dynamics solutions each and every day.





Pricing & Promotions

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

FEATURES:

- Master price list
- Contract pricing
- Date controlled price lists
- Override pricing and discounts
- Customer price lists
- Track how a price has been calculated
- 'Frozen' price lists
- Customer promotions and volume discounts
- Restricted agreement pricing
- Split case pricing
- Quantity break discounts
- Pricing by weight

*36% of Food and Beverage Manufacturers cite "inadequate business systems" as a top business pressure.**

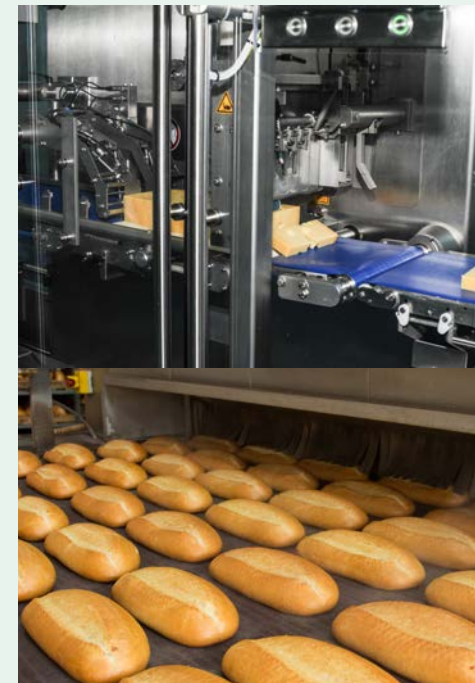


Lean Manufacturing

Food processors have to balance the demands of meeting fluctuating customer needs with food & beverage safety compliance and traceability. Dynamics Food enables your business to exploit product innovation while giving you complete 'farm to shelf' supply chain visibility; ensuring you develop profitable customer relationships with demanding retailers.

FEATURES:

- Full Traceability & Certificates of Analysis (COA)
- Assembly management
- Product labelling
- Recipe calculation and costing
- Forecasting
- Batch/Yield calculation
- Product specification
- Production optimisation
- Catch weight capture
- Quality control and inspection status
- Scale connections
- Flexible shopfloor data capture
- Graphical production scheduler



Work easily with everyday tools by sharing data between Dynamics Food and Microsoft Office – with a single click.

Stock & Distribution

Every Food & Beverage distributor understands the importance of stock accuracy. Dynamics Food handles the added complexities inherent in the Food & Beverage industry, where shelf-life, sell-by dates and catch weights add to the challenge of setting the right stock levels. Dynamics Food 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.

FEATURES:

- Lot control and traceability
- Unlimited stock categorisation
- Shelf-life control
- Multi-bin-bay
- Unlimited units of measure
- Inter-depot transfers
- Dual tracked catch weights
- Container management
- Integration with handheld mobile devices
- Perpetual inventory stock-take facilities
- Serial Shipping Container Code (SSCC) Labels
- Advanced shipping notices (ASNs)

Delivery Planning

With rising fuel costs, intelligently automating the most efficient delivery routes can have a significant impact on protecting profitability. Dynamics Food can match the right delivery vehicle against the calculations of each drop's weight and volume, while taking into account any special circumstances 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.

FEATURES:

- Load management
- Bulk-pick by journey
- Available vehicle lists
- Customer booking slots
- Route planning
- Delivery confirmation by load
- Weight and volume control
- Consolidated invoices
- Synchronise telesales and order capture with journey planning



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



Returns & Product Recall

Dynamics Food's solution to the time-consuming task of managing returns establishes efficient routines and controls to promote accuracy and higher customer satisfaction.

FEATURES:

- 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 and easy management of product recalls
- Recall and suspend sales, processing and distribution of nonconforming items down to lot number.

Purchasing

Meeting customers' demands while avoiding over or under stocking is a continual challenge. Dynamics Food 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.

FEATURES:

- Supplier performance analysis
- Order progress management
- Unlimited suppliers per item
- Integrated purchase ledger
- Supplier price list management
- Trading tools for fresh food transactions
- Automatic purchase order creation
- Minimum shelf-life checking on receipt
- Landed costs
- Faster receipt and put-away with optional hand-held mobile devices



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

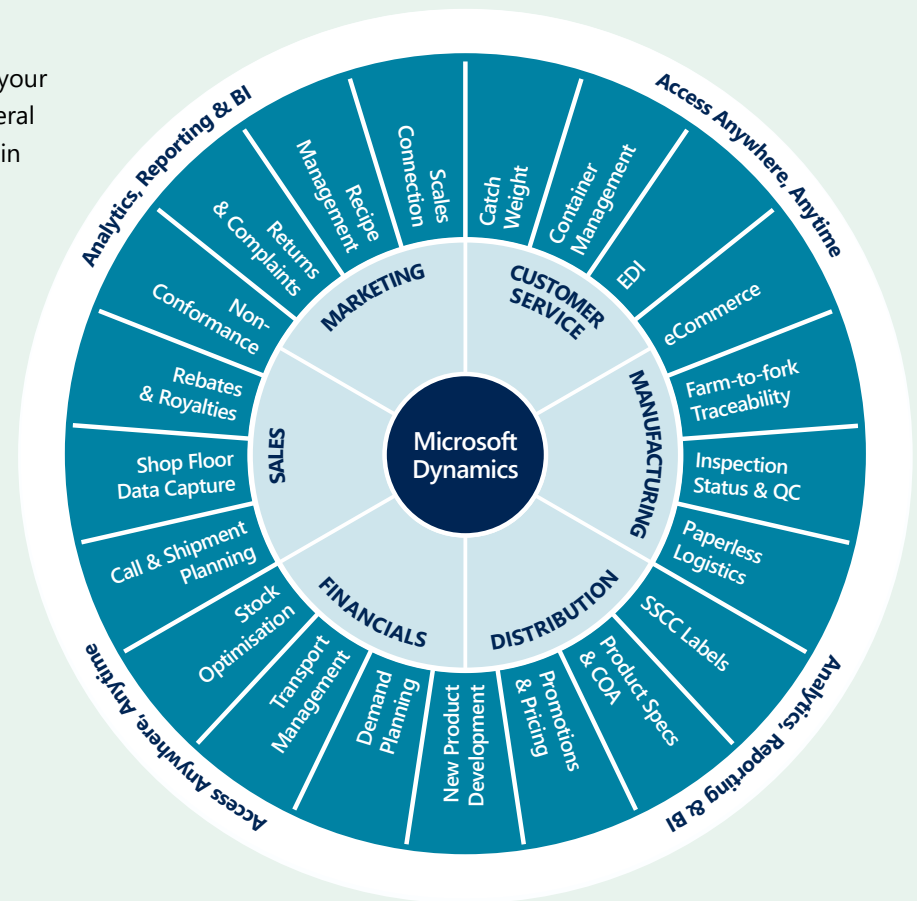
* ERP in Food & Beverage: Tracing the Path to success, Aberdeen Group, 2013

Financial Management

Dynamics Food provides accounting and finance solutions to help you track and analyse your business information. With end-to-end integration, you can efficiently 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 or companies.

FEATURES:

- Comprehensive, up-to-date financial information makes it easier to spot trends and gain insight into your business activities, 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 cash 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 NAV can help you expand into international markets and reduce the complexity of global transactions.



Business Reporting and Intelligence

What's more, Dynamics Food is built on industry-standard Microsoft technology and integrates with other Microsoft business intelligence (BI) products and technologies. The ability to export to Microsoft Excel at the touch of a button means your people can work with the software with which they are familiar.

Transform your processes & operations with Dynamics Food



We help manufacturing and distribution businesses transform their processes and operations with Microsoft Dynamics.

Dynamics Food is our offer of Microsoft Dynamics NAV to provide a complete end-to-end business software solution for Food & Beverage distributors and processors.

As a Gold Certified Microsoft Partner for Dynamics ERP and CRM, we have a strong track record and an unrivalled pedigree. Some of our key food industry clients include County Confectionery, Faccenda Foods, Forza Foods, Kent Foods, Neal's Yard Dairy, Wye Valley Brewery and Zeina Foods.

24/7 365 Business Critical Support

We provide Business Critical Support for businesses that operate outside standard support hours. This support package ensures our customers are able to meet the deadlines and SLAs they have in place with customers and suppliers 24 hours a day, 365 days a year.

Wolverhampton

St Mark's Church, St Mark's Road,
Chapel Ash, Wolverhampton WV3 0QH

t. 01902 578300

e. hello@tecman.co.uk

Newcastle

The Axis Building, Maingate Team Valley,
Gateshead NE11 0NQ

w. www.tecman.co.uk



Gold Enterprise Resource Planning
Microsoft Dynamics NAV
Gold Customer Relationship Management
Silver Small and Midmarket Cloud Solutions

Microsoft Dynamics

Office 365

Microsoft Azure

