NETSUITE FOR FOOD AND BEVERAGE MANUFACTURERS

Today's food and beverage producers are faced with a complex set of business challenges:

- **Catering to changing customer tastes** – The movement toward fresh, quality and sustainably-produced products means producers need visibility into the sourcing of each and every product and the ability to manage short life cycle driven by new products and flavors.

- **Complying with high-standard regulations** – Food quality controls place a high standard of quality and traceability on the producers and their systems.

"We use NetSuite for all of our ERP needs, so we use it for managing all of our warehousing, all of our sub-assemblies, creating all of our products, and then tracking it as we distribute it around the country."

Chris Mann, CEO and Chairman of the Gourd, Guayaki Yerba Mate

"We had to find a way to scale as our business grew. We needed a new system that could scale with us." **Jules Lambert,** President, PROBAR

- **Adapting business practices to a digital world** – The shift toward digital consumption has resulted in growth opportunities as well as increased competition.

As the leading cloud business system supporting customer relationship management, supply chain, manufacturing resource planning, order fulfillment and financials, NetSuite is uniquely positioned to address the complex challenges facing food and beverage producers with a single solution for all key business operations.

Plan Demand

Accurate demand planning is crucial to meet customer service expectations and drive operational efficiency, particularly in an industry where supply perishability is part of the equation. NetSuite's demand planning engine factors in a wide variety of information in the demand planning process —including historical sales, new opportunities and quotes, sales orders, seasonality and trends—to create the most comprehensive, accurate picture of demand.

Plan Production and Supply

Food and beverage manufacturers are under immense customer service and cost pressures to produce and procure the right products at the right time. By providing real-time visibility into inventory status and sales metrics, NetSuite gives producers the most up-to-date information possible for accurate production and purchase plans. This, combined with NetSuite's ability to manage complex supply chains—including co-packers and 3PLs—makes NetSuite a comprehensive production and supply chain management tool.

Schedule Production

Food and beverage manufacturers not only manage limited and costly resources when scheduling production, but also must consider a variety of product attributes and requirements that greatly impact production efficiency, material yield and food safety. Food allergens, kosher requirements, organic sourcing and GMO/Non-GMO attributes are all critical considerations when scheduling production lines. NetSuite's finite scheduling helps businesses to ensure efficiently scheduled production and reduce changeover times along with production costs.

Manage Quality and Traceability

Food and beverage producers face strict regulations when it comes to lot traceability and food safety. NetSuite empowers producers to trace production from ingredient through finished product providing visibility into the entire product history. Additionally, inspection processes and product compliance testing may be automated for a complete picture of quality while maintaining operational efficiency.

"We don't want to be your ordinary bakery. We want to be the best bakery. And we want to offer our customers the best quality, the best service, the best innovation that we can. And NetSuite, we're very confident, will allow us to scale and grow with those strategic initiatives." **Ahmad Hamade,** CEO, Craftmark Bakery

Reach Key Consumers

Sales channels and distribution strategies are continuing to diversify; some food and beverage producers are selling products direct to consumers while others are distributing through B2B commerce channels. NetSuite's embedded ecommerce capabilities and integrated fulfillment processes enables businesses to capture and fulfill orders in real-time for rapid expansion and higher customer satisfaction across both B2C and B2B commerce. Additionally, NetSuite's customer portal enables customer self-service with My Account.

Monitor Financial Health

In this increasingly competitive marketplace, food and beverage producers require a complete and timely view of business performance to ensure the highest business health possible. NetSuite arms food and beverage producers with real-time visibility into financial performance through dashboards, key performance indicators, pre-configured reports and a powerful end-user reporting tool catered specifically to the food and beverage industry like cost of goods sold (COGS) tracking, vendor performance, and managing promotions and rebates with deduction management.

Expand Business Operations

Food and beverage manufacturers hoping to expand operations require business systems that can grow with them in a rapid and cost-effective manner. NetSuite supports high-growth companies with its scalable business system that removes the cost and concerns of managing a large IT infrastructure. In addition, functionality supporting multiple languages, currencies and subsidiaries powers business growth across borders and overseas.

The Bottom Line

Food and beverage manufacturers face increasing complexity as they look to manage their operations and grow their businesses, so it's no wonder that more and more in the industry are turning to NetSuite as their solution of choice. With NetSuite as the IT backbone, food and beverage manufacturers are better able to automate processes, plan demand and supply, and drive efficiencies, which frees up time to focus on expanding their business into new markets and to perfect their products offerings.

SuiteSuccess for Food and Beverage

SuiteSuccess for Food and Beverage is available in two unique editions, intended for businesses in different stages of organization growth. Each edition provides a certain level of functionality and pricing so that you can clearly identify which edition is the best solution for your business management requirements.

SuiteSuccess – Food and Beverage Standard Edition

Food and Beverage Standard is designed with small to mid-sized businesses in mind. It provides the ability for smaller distributors, co-packers and light manufacturers of food and beverage products to implement the core functions and benefits that SuiteSuccess for Food and Beverage has to offer without over-inflating their operating expenses.

Delivery Motion and Speed: Faster than Industry Standard

- Food and Beverage Standard Edition is implemented by expert NetSuite Services consultants. Your dedicated implementation team will align all solution customizations and timelines and will devote themselves to warrant an on-schedule implementation.

Modules Included:

- Enterprise Resource Planning
- Customer Relationship Management
- Subsidiary Management
- Inventory Management
- Demand Planning
- Work Orders and Assemblies
- Quality Management

SuiteSuccess – Food and Beverage Premium Edition

Food and Beverage Premium Edition focuses on distributors, co-packers and manufacturers of food and beverage products. While already being a comprehensive offering tailored toward your industry, this edition focuses on food and beverage companies with expanded manufacturing requirements.

Delivery Motion and Speed: Faster than Industry Standard

- Food and Beverage Premium Edition also includes enhanced change management, increased on-site education and extended time for conference room pilot.

Modules Included:

- Premium-Level Financial Management
- Premium-Level Procurement
- Manufacturing WIP and Routings
- Enterprise Resource Planning
- Customer Relationship Management
- Subsidiary Management
- Inventory Management
- Demand Planning
- Work Orders and Assemblies
- Quality Management