



GROW PROFIT MARGINS, INCREASE MARKET SHARE WITH IFS APPLICATIONS™ FOR FOOD AND BEVERAGE

In an industry known for fierce competition and razor-thin profit margins, IFS Applications™ for food and beverage gives you the tools to maintain your competitive edge. IFS Applications™ is a comprehensive, industry-specific solution that helps you balance supply and demand, streamline the supply chain, comply with new regulations, and turn new customers into repeat customers.

IFS Applications™ offers industry-specific functionality that meets your company's critical business requirements, including lot/batch traceability, recipe management, hazard analysis and critical control points (HAACP), and direct store delivery (DSD). It helps you to maximize profitability throughout all phases of your product, customer, and asset lifecycles. In addition, it was built on IFS' unique component-based architecture; letting you implement the core functionality you need today and then add components as your business requirements expand.

IMPROVED SUPPLY CHAIN VISIBILITY

IFS Applications™ helps you balance efficiency and responsiveness by creating a lean and agile supply chain network. Its integrated planning environment gives you an instant overview of the entire supply chain and provides the flexibility and collaboration you need to react quickly to customer and market demands.

Support for scan-based trading (SBT) and direct store delivery (DSD) means streamlined distribution, less paperwork, lower inventories, and cost savings. Web portals and support for EDI messaging provide instant communication between all the parties in the supply chain. Integrated support for PDAs and other mobile devices make the software more flexible, particularly for DSD, where mobile clients are vital to efficient deliveries and cost/revenue analysis.

MORE ACCURATE DEMAND PLANNING

IFS' integrated demand planning functionality interacts with the master schedule to ensure that goods are available for delivery when your customers need them. It supports several forecasting models, including collaborative forecasting, in which you send forecasts to a customer or product manager for review. The person receiving the forecasts can easily view them using a standard Web browser. You can work with multiple master schedule scenarios before selecting the one against which Production should be planning.

FLEXIBLE SUPPORT FOR MANUFACTURING PROCESSES

Food and beverage production encompasses a wide range of manufacturing modes—process, make-to-stock, make-to-order, or a combination of these. IFS Applications™ is built to handle the requirements of all types of production environments, from fixed mode to mixed-mode, single site to multisite. It gives you the flexibility to switch from one manufacturing mode to another to meet market demands. No matter how

IFS APPLICATIONS™ FOR FOOD AND BEVERAGE GIVES YOU:

- Full lot traceability from supplier to customer
- True recipe/formula functionality that does *not* use a discrete bill of materials—unlike other enterprise software packages
- Component-based technology for greater flexibility and economical, step-by-step implementations
- A proven solution used by leading food and beverage companies such as Pepsi, Iams, Kettle Foods, Tazo Tea, Harry's Fresh Foods, Appfels Coffee, and Canbra Foods



complex your supply chain strategy may be, IFS Applications™ has what you need to keep your enterprise running smoothly.

INCREASED SAFETY, LOWER RISK

Food safety is a growing concern, and IFS Applications™ helps you to address it proactively. Using IFS' integrated quality management application and HACCP functionality, you can analyze your processes and spot potential problem areas. You can more easily trace quality issues to specific lots and batches, helping you to comply with food laws and regulations and avoid product recalls. With IFS Business Modeler™, IFS' business process modeling application, you can describe and document your processes, making them easily accessible to anyone who needs to review them.

"We have reduced the order lead time that we require from our customers by 30 percent as a result of the improved planning and operational capabilities that the IFS system provides us."

**Allan Latts, Director of Corporate Planning,
Heaven Hill Distilleries**

ENHANCED CUSTOMER LOYALTY

Building customer relationships is always important, especially in the highly competitive food and beverage market. IFS Applications™ helps you to deliver what the customer wants, when the customer wants it. Using a standard Web browser, customers can place orders electronically or check the status of an existing order. IFS' integrated customer relationship management (CRM) application helps sales personnel and others in their daily relationships with customers. IFS Applications™ also supports EDI communications for smooth and cost-effective order administration and invoicing.

INSTANT INSIGHT INTO YOUR BUSINESS

Imagine yourself behind a digital dashboard that gives you an instant snapshot of key areas of your business—and then lets you zoom in on critical details. IFS Corporate Performance Management™ application is just such a tool. Using web-based portals, you can monitor project performance, product quality, costs, delivery times, or any other aspect of your enterprise that you feel is important to profitability.

If you spot an area of concern, you can use IFS' prepackaged online analytical processing (OLAP) cubes to view the supporting data and get to the bottom of the situation. And custom, role-based portals can easily be created for anyone in your enterprise, whether they are managers, suppliers, partners, or customers. Everyone in your enterprise can have access to the real-time information they need, when they need it, no matter where they are.

LEARN MORE

To find out more about how IFS' and IFS Applications™ can help your organization maintain its competitive edge, call (888) 437-4968, or visit www.ifsworld.com.