



BROCHURE

Infor delivers solutions for the bakery, snacks, and confectionary industry

Prepare your business for today's challenges

For bakery, snacks, and confectionary providers demand varies by day of the week and season, and promotional activities. In addition, ingredient prices and certifications can vary significantly impacting margins and potentially the specification of the product. For baked goods manufacturers, having fresh-baked products on the shelves every day makes the planning even more complex.

Baked goods, snacks, and confectionery manufacturers face similar obstacles, regardless of size or type of products: inconsistent commodity prospects due to weather variations and supply chain disruptions, continual demand from consumers for new flavors and products, dietary concerns of an aging population, increased demand for cleaner labels (whether your products are organic or non-GMO), and product contamination risks. Not to mention the increasing costs of raw materials, energy, and distribution. The list goes on.

“ Our goal is to be a trusted partner with bakeries by offering them the right products at the right price so that they, in turn, can keep their customers happy and loyal. With Infor’s AI-driven recommendations for products and pricing, not only do our salespeople save time in preparing for customer meetings, but Zeelandia stays true to what we value most – customer intimacy.”

MICHAL RADA

Transformation leader and group ICT director for AI at Zeelandia

From regional bakeries to global baked goods, snacks, and confectionary suppliers, how well you manage these challenges depends on how quickly you meet them. Infor CloudSuite® Food & Beverage is a modern ERP for the baked goods, snacks, and confectionary industry that gives you a foundation for greater agility in dealing with fluctuations in demand, ingredient supply, and production capacity. CloudSuite Food & Beverage provides the capabilities you need to manage all the challenges your business faces as an industry cloud service.

Optimize your daily production

Health-conscious consumers are asking baked goods, snacks, and confectionary providers for a wider variety of products—with more “natural” ingredient options. Going natural isn’t necessarily easy. Today’s manufacturers must be responsive to changes in labeling requirements due to the presence of genetically modified ingredients, warnings concerning allergens, nutritional values, and fair trade and organic claims of products.

While snacks and confectionary products have a longer shelf life, many bakery products need to be available for sale on the same day they’re baked, or else they’re no longer considered fresh. That means, no matter the changes in today’s industry, baked goods manufacturers also face the familiar issues of short shelf life, empty shelf spaces, waste, and shrinking margins.

CloudSuite Food & Beverage is a cloud-based ERP solution for baked goods, snacks, and confectionery companies that helps you increase your speed to market, optimize production and operations planning, and simplify and expedite regulatory and customer compliance—all while lowering your overall costs.

CloudSuite Food & Beverage is a modern digital platform with built-in analytics, artificial intelligence, workflow support, process intelligence, and capabilities to integrate the solution in your ecosystem. As a true cloud service, the Infor® platform provides the security and resilience which is so badly needed to deal with the risk of cyberattacks.

“ In meeting the needs of our market, it’s imperative that we have the agility to respond quickly to trends in order to capitalize on new opportunities, and ultimately maximize sales.”

PER SVENSSON
IT Director, Cloetta

CloudSuite Food & Beverage provides companies—from regional bakeries to global snacks and confectionary suppliers—the tools you need to speed up innovation, so you can introduce attractive, new products quickly to meet changing customer tastes and beat competitive pressures. At the same time, it can help you quickly update formulations, specifications, and labels to meet constantly changing regulations.

You will be able to accelerate your supply chain so you can develop the agility necessary for dealing with fluctuations in raw materials, production, and shipping.

For more than 30 years, Infor has served the needs of food and beverage producers worldwide with industry-specific solutions. Built on well-learned, industry best practices, CloudSuite Food & Beverage spans the entire supply chain—from development to delivery. Technologies such as enhanced collaboration functionality and built-in analytics help more than 1,100 food and beverage companies like yours succeed.

Concentrate on your success

With CloudSuite Food & Beverage, you get the tools you need to conquer your business’ biggest challenges, including these specific industry variables:

- **Shelf life**—Avoid shelf-life problems and produce the right product at the right time and in the right quantity by accurately forecasting demand.
- **Frequent and complex distribution**—Optimize the distribution schedule you must meet by planning more definitively. Daily planning based on order patterns can be continually updated by the hour or the minute to help you meet distribution requirements, including direct store delivery all the way to the point of sale, which can be grocery stores, fuel stations, schools, hospitals, and bars and restaurants.
- **Recall**—Use accurate lot traceability to specify which products and lots a recall impacts if you become subject to one. Just as importantly, you’ll know which products don’t need removal from the market.
- **Recipe management**—Minimize downtime and adhere to the predefined specifications of your finished products when you can quickly and accurately update recipes based on the make-up of incoming raw materials.

- **Tight margins**—Avoid decreasing the margins present in your business when you run a highly efficient and flexible operation that provides visibility to all parts of your supply chain. You can also have greater visibility into the profitability of your business by SKU and customer, to help you make better pricing and contract decisions.
- **Asset management**—Maximize the capacity and life of your business assets, save energy, and lower utility costs when you incorporate an effective and efficient asset management program that keeps your business performing at peak levels.
- **Customer relations**—Your ability to collaborate with your customers regarding order forecasts, promotion planning, and even new product ideas can drive success for both of you.

Operate at peak efficiency

With CloudSuite Food & Beverage you get the tools to conquer your company's biggest challenges, including continual changes to demand, ingredient availability, consumer tastes and trends, and regulations. Your business needs to be fast and nimble in order to overcome all the obstacles you face while trying to remain profitable. You'll be able to operate at peak efficiency with CloudSuite Food & Beverage while addressing these specific concerns:

Manage highly variable demand and availability—You'll be equipped to optimize your manufacturing and distribution operations by predicting demand with more certainty using daily and seasonal forecasting, replenishment planning, inventory optimization, and promotional planning.

Our customers have demonstrated that they can meet demanding customer service level agreements with 10% less finished goods inventory when using the inventory optimization strategies you get with CloudSuite Food & Beverage. You can bring pinpoint accuracy to your demand plans with advanced statistical capabilities, combined with knowledge of the bakery, snacks, and confectionary market gained from internal and external collaboration.

With the forecasting capabilities of CloudSuite Food & Beverage, you can effectively manage demand fluctuations caused by promotions, changing weather, and a different product mix per day of the week and in the case of public holidays. You can also stay on top of shifts in the product portfolio caused by gluten-free, low-sugar, or low-fat products becoming more popular.

Maintain formula flexibility and meet regulatory

compliance—You can develop new and revised recipes quickly and collaboratively, reduce the costs for new product introductions, and decrease product time to market by 50% or more with CloudSuite Food & Beverage. You get the tools you need to reduce the risk of ingredient contamination and meet quality and compliance mandates—including label production.

To provide you with early and quick detection of problems, you get alerting and rapid escalation technologies. You can also perform lot and sub-lot track and trace throughout the supply chain for quick recall identification.

With CloudSuite Food & Beverage, businesses like yours can respond quickly and profitably to disruptive events in your supply chain, minimize safety risks and the rising costs of compliance, and make the most of your precious production resources. You can gain greater control and agility over your operations to boost profitability. And, because you'll be able to react to change faster than your competition, you can position your company to capitalize on new market opportunities.

Improve customer relationships—Your customer relationships are essential to your success. Whether you're manufacturing to forecast, manufacturing to order, or some combination of the two, collaboration with your customers is key to your success—as well as theirs. Additionally, if you're identifying new leads or staying current with existing customers, you need a complete view of customer interactions across your sales, marketing, customer service, and support teams. With CloudSuite Food & Beverage, your teams can collaborate more effectively and respond promptly and knowledgeably to sales opportunities and customer inquiries.

Optimize your supply chain around unique industry

variables—With CloudSuite Food & Beverage you can manage your capacity and supply chain constraints, such as shelf-life limitations, contamination risks, and managing multiple plants and distribution centers. You can also manage multiple formulas in your plants and develop production plans that minimize downtime due to changeovers. In fact, companies like yours commonly increase throughput 10% to 40%, while reducing compliance risk.

Get the tools you need—baked in

You can't meet the unique needs of the baked goods, snacks, and confectionary industry unless you have the best software tools on the market today—tools that are flexible and able to grow with you as your business grows. Our innovative technologies allow you to combine the most valuable capabilities for manufacturing operations, sales and operations planning, forecasting, asset management, sustainability, formula management, finance, analytics, and human capital management.

With CloudSuite Food & Beverage you get a true native industry cloud solution that is always current, so that you always have a cutting-edge solution without having to do major upgrade projects anymore.

When it comes time to deploy, Infor Industry Process Catalog can help you implement an ERP solution quickly, while still benefiting from its flexibility to support future growth. The Industry Process Catalog for Food & Beverage has industry standard business processes built in, to deliver faster implementations, reduced risk, predictable outcomes, and lower total cost of ownership.

CloudSuite Food & Beverage includes all the capabilities to manage the baked goods, snacks, and confectionary lifecycle right out of the box. So you get faster deployments, and you'll be able to get up and running more quickly, with fewer disruptions to your business. As a result, you can quickly adapt business processes to the rapid changes of the industry.

Take your business to the next level

Take your baked goods, snacks, or confectionary business to an entirely new level of performance. With CloudSuite Food & Beverage, you can simplify your sourcing process, manage your inventory more effectively, and strengthen your collaboration with suppliers, partners, and customers.

In addition, you can:

- Meet your customer demands, while minimizing shelf-life issues with push-pull planning.
- Modify your formulas to use raw materials most effectively with recipe and formula optimization.
- Know the true cost of each product and adjust accordingly based on post-process market-based cost allocation.
- Quickly and accurately trace suspect product using lot and sub-lot traceability and recall capabilities.
- Adjust scheduling based on available raw materials to improve order fill rates and decrease waste with daily and hourly forecasting and planning.



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Copley is a recognized leader in the strategy and implementation of ERP and business intelligence solutions in the United States. We pair small- to mid-size manufacturers and distributors with the foremost experts in software development and project management for the modernization and growth of organizations.



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