



# ARIS SmartPath for Foods

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Selling brands through multiple channels, rapidly changing customer needs, product diversity, innovation and global product availability are among the challenges that small and mid-size food companies face today. ARIS SmartPath for Foods is a SAP All-in-One Solution that helps you maximize your profits and turn your supply chain into a collaborative environment between your customers, suppliers and co-packers in a timely and cost effective manner.

## Respond to Industry Demands ... Fast and Effectively

- ▶ Provide each customer with the right product, in the right place, at the right price. Every time.
- ▶ Accept orders through multiple channels, process them automatically and globally confirm product availability.
- ▶ Deliver to the customer warehouse, your own production plant or one of your co-packers, all while reconciling pricing and payment.
- ▶ Analyze true profitability by customer, brand, product, and/or co-packer.

... Imagine doing all this through a seamless integrated process.

## Optimized Supply Chain and Operations

### Address critical requirements:

- ▶ Maximize your supply chain by capturing data in a real-time environment from customers, vendors and suppliers.
- ▶ Provide manufacturing with real-time visibility on forecast and sales, while allowing for MRP simulation "on-the-fly" to adjust to rapid demand changes.
- ▶ Provide full lot tracking with quality and shelf life management, from purchasing to manufacturing to sales, thereby optimizing your inventory levels and avoiding obsolete stocks.
- ▶ Perform profitability analysis at channel, brand, SKU or key account levels, distinguishing profit margins of products delivered from a production facility or shipped from a co-packer.

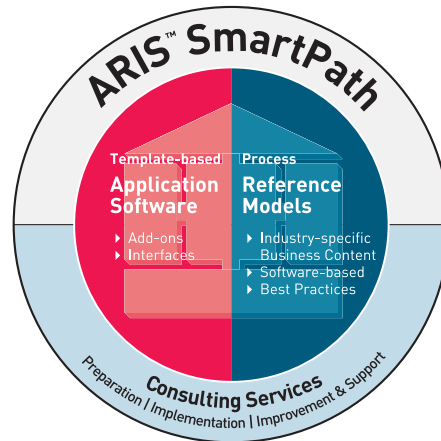


Figure 1: ARIS SmartPath Solution Architecture

## ARIS SmartPath for Foods addresses the following industry-specific processes and functionalities:

- ▶ Product Development
- ▶ Operational Business Planning: sales and operation planning
- ▶ Management of products with expiration date ("no pull," "no ship" dates)
- ▶ Process and discrete manufacturing environment with quality tracking integration
- ▶ Promotion Management
- ▶ Charge back/bill back and deduction management
- ▶ Co-packer Relationship Management
- ▶ B2B and B2C Selling, B2B Procurement
- ▶ Vendor Managed Inventory (VMI) and Supplier Managed Inventory (SMI)
- ▶ Distribution Requirement Planning and execution
- ▶ Standard and Chep Pallet processing & handling unit management
- ▶ Display Management/Direct sales to retail

## ARIS SmartPath for Foods is a SAP-based delivery solution that allows you to:

- ▶ **Manage product variability** - By providing a forecasting environment brand, SKU or account level, both forecasting and sales are integrated with manufacturing and with procurement, providing a real-time visibility of actual customer demand to both the production planner and the purchasing manager.
- ▶ **Gain better control of inventory** - ARIS SmartPath provides inventory tracking at lot level with quality and expiration date management including the “no-ship” and the “no-pull” date. Inventory visibility at the different production plants, distribution centers and co-packer locations allows for inventory optimization and better customer delivery service.
- ▶ **Optimize the supply chain with an efficient co-packer relationship** - From a co-packer specific inventory valuation to the revenue and cost of goods sold tracking by co-packer, as well as the drop shipment from the co-packer, the solution handles the entire co-packer relationship and the associated business processes.
- ▶ **Manage promotions and campaigns** - All aspects of the promotion or campaign are covered in ARIS SmartPath, from its planning to execution and impact as well as promotional patterns and sales lift on sales quantities.
- ▶ **Effective quality and handling unit management** - Due to the large variety of products in the Food industry, several production scenarios are available, including process-oriented (regulated) production with in-process and post-process quality management, as well as Handling Unit Management. Also, quality management is included in sales: at delivery time, quality inspections can be triggered after product selection to provide quality certificates to the customer. The solution provides pre-configured Quality Inspection processes in the procurement and the production areas that allow a Food company to maintain and track in SAP quality-related information required by the FDA.
- ▶ **Improve sales, receivables and payments through a better pricing engine** - ARIS SmartPath offers industry specific pricing elements, such as re-distribution discounts, cents-off discounts, buy-one-get-one and freight accrual by volume. Also, through the pre-configured integrated deduction management functionality, the solution provides a way to create, track and organize the many accounts-receivable documents and accounts online. This functionality frees users from shuffling papers and dramatically reduces the amount of labor required.
- ▶ **Efficiently expand the supply chain** - ARIS SmartPath provides out-of-the-box Vendor Managed Inventory (VMI) functionality, as well as Supplier Managed Inventory (SMI) and Business-to-Business (B2B) functionalities completely integrated with the back-office operations. Vendors, suppliers and customers can enter or send data that will be available real-time throughout the system.

## A Comprehensive Solution for Today and Tomorrow

IDS Scheer has depth and breadth of consulting and SAP knowledge that is unmatched in the industry and applied within a wide range of vertical markets. Our approach is built upon a foundation of nearly 20 years of partnership that has included numerous collaborative efforts. Increasingly, these customers are embracing the SAP business solutions.



Today, more than half of our worldwide installations are in organizations with revenues under \$500 million. The SAP All-in-One solutions provide sophisticated, world-class capabilities in a single, cost-effective, low-risk, ready-to-use package. Instead of settling for scaled-down applications, companies like yours can now enjoy the benefits of powerful, industry-specific business solutions that deliver the best-in-class functionality necessary for improving profitability.

ARIS SmartPath for Foods uses industry terminology that allows you to immediately relate to the unique challenges and solutions of your business. It gives you the foundation to address future, often unforeseen business situations. The solution comes backed by all the power and flexibility of SAP, so you can continuously take advantage of new features and functions as they become available and as you grow.

## Emphasis on Business Process and Performance Monitoring

The implementation of SAP cannot simply be regarded as a technical systems install. Attention to the design and rollout of standardized business processes needs to receive an equal amount of attention and focus. That's why IDS Scheer's ARIS SmartPath for Foods includes SAP expertise and capabilities, as well as a deep focus and emphasis on proper design and implementing business processes that the SAP solution will support. Through the knowledge and expertise of the IDS Scheer consultants and the utilization of the ARIS Platform, you can be certain IDS Scheer will deliver both aspects of the project: SAP and Business Process.

Pre-configured processes lead to significant reductions in start-up times. Further benefits include more reliable delivery times, enhanced stock management, faster availability checks and improved coordination along the supply chain between distribution and production. The expertise we have acquired from implementing a wide range of successful projects illustrates our ability to offer our customers functions, guidance and know-how tailored specifically to their requirements.

## About IDS Scheer

IDS Scheer is the market leader in Business Process Management (BPM) software and services for corporations and public organizations worldwide. With its unrivaled ARIS Platform for Process Excellence, the company offers an integrated, comprehensive solution portfolio for the strategy, design, implementation and controlling of business processes. Utilizing the ARIS Value Engineering (AVE) approach, IDS Scheer consultants bridge the gap between corporate strategy, business processes, IT solutions and process controlling. Approximately 2,800 employees, in over 70 countries, serve the company's 6,000 customers. In 2006, IDS Scheer's revenues reached 354 million Euro / \$465 million USD. Established in 1984 by Prof. August-Wilhelm Scheer, IDS Scheer is listed in the TecDAX on the Frankfurt Stock Exchange (Germany).

For more information, please visit: <http://www.ids-scheer.com>.

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