



CANDY AND CONFECTIONS

TODAY'S CHALLENGES

Manufacturers of candy and confections are facing **disruptions** right now that will transform their industry and their daily operations.

Candy and confection companies need to get the right product to the right place at the right time in the right quantity. The expanding value chain, a **supply chain in flux**, and evolving consumer preferences are adding new challenges to this mission.

Over the last five years, sales of fat-free candy are up 8 percent, organic candy grew 65 percent and

sales of GMO-free candy have more than doubled. Manufacturers are incorporating fruits, nuts, grains and even vegetables to respond to consumers' demands for healthier products.

To protect consumer safety, confectionery companies must implement traceability and product genealogy capabilities. 64 countries now have genetic engineering labeling laws. To meet these new regulatory requirements, manufacturers must effectively manage more recipes, complex ingredient inventories, **supplier relationships** and quality standards.

FUTURE TRENDS

The challenges of today will result in a fundamentally restructured supply chain that will impact the candy and confection industry well into the future.

The following trends will impact the candy and confections market: Evolving consumer tastes, preferences and buying patterns; interest in healthy foods and sustainability; expectations of next or same-day delivery and demand for reasonable costs. Manufacturers will need **real-time, accurate information** to stay competitive.

To meet food safety and quality concerns, manufacturers will need to stay up-to-date on traceability, quality management and documentation to comply with ever-changing regulations.

Digital technologies will increasingly help producers meet new consumer preferences while still satisfying their sweet tooth. Advanced technologies will help in identifying and developing new products and managing the evolving supply chain.

IMPERATIVES FOR KEY DECISION MAKERS

Successful COOs will apply digital technologies in the field, in manufacturing operations and in the supply chain to improve quality and customer service.

CFOs need the tools to make operational and information technology investment decisions with confidence to adjust quickly to the uncertain business environment. With shrinking product life cycles, increased inventories and unpredictable demand, **focus on profits** is more critical than ever.

CSOs and VPs of Supply Chain need to ensure the right products are at the right place at the right time and in the

right quantity, all of which is critical to customer service and profits. They will need to manage time-sensitive inventory throughout the supply chain.

CIOs need to squeeze more productivity from limited IT resources by adopting advanced technologies like IoT. Newer processes and systems will need to be easy to use and remotely accessible, in many cases **requiring cloud deployment**.

VPs of Quality need to ensure that full field-to-fork traceability and ethical sourcing of ingredients are in place to comply with global regulations and social standards.



HOW CAN QAD HELP?

QAD has been a trusted solution partner to candy and confection manufacturers for decades. Our adaptive solutions are designed to help candy and confection makers streamline processes while applying smart and more efficient manufacturing. QAD solutions help track and handle the intricacies of document control, customization, demand planning, global shipping and packaging.

QAD Adaptive ERP provides a comprehensive yet flexible manufacturing ERP, supporting the unique needs of each manufacturer and offering excellent initial fit. The **QAD Enterprise Platform** simplifies the adoption of digital technologies. It also makes it easy to extend the solution and develop required new apps using a low/no code approach.

QAD EQMS (Enterprise Quality Management System) helps companies meet ongoing quality requirements and enables manufacturers to comply with FSMA and other regulations.

QAD DynaSys DSCP (Demand and Supply Chain Planning) streamlines the sales and operations planning process and improves demand visibility and forecasting to help candy and confection manufacturers better respond to the shifting market.

QAD prides itself on fast and dependable cloud implementations and around-the-clock global support via the QAD Cloud.

For more information on how **QAD Adaptive ERP** can help your company, please contact QAD at +1-805-566-6100 or email info@qad.com.



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