



# SHELF STABLE PRODUCTS

## TODAY'S CHALLENGES

Shelf Stable product manufacturers are facing disruptions right now that will transform their industry and daily operations.

Producers of shelf stable foods 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.

Though brand loyalty remains important in this industry, consumers increasingly are looking for lower-priced products from private label and store brands. Shelf stable product success relies on offering the consumer quality products with good value.

Manufacturers must also comply with ever-evolving food safety, quality and environmental regulations, which often vary from country to country.

## FUTURE TRENDS

The challenges of today will result in a fundamentally restructured supply chain for the shelf stable food market in the near future.

The following trends will contribute to that change: Evolving consumer tastes, preferences and buying patterns; interest in healthy foods and sustainability; expectations of next or same-day delivery and demand for reasonable prices. Given these trends, manufacturers will need real-time, accurate insight to stay competitive.

Food safety and quality concerns will require manufacturers to stay up-to-date with traceability, quality management and documentation to comply with changing regulations.

Digital technologies will increasingly evolve business processes and will restructure the supply chain. Digital transformation will also help shelf stable providers make better use of contract manufacturers to help meet seasonal demand.

## 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 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 across the supply chain.

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

VPs of Quality needs to ensure that full field-to-fork traceability is in place as well as documentation of processes related to quality to comply with global regulations.



## HOW CAN QAD HELP?

QAD has been a trusted solution partner to shelf stable food manufacturers for decades. QAD offers flexible solutions allowing manufacturers to selectively apply financial, planning and operations capabilities to best support their needs.

QAD's adaptive solutions are designed to help shelf stable food manufacturers streamline processes while improving operations through smart and efficient manufacturing. The 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 that supports the unique needs of each manufacturer and offers excellent initial fit. The QAD Enterprise Platform simplifies the adoption of digital technologies and makes it easy to extend the solution using a low/no code approach.

QAD CEBOS 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 shelf stable food companies better respond to shifting supply chains. QAD Trade Activity Management can help these manufacturers effectively manage promotions.

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](mailto:info@qad.com).



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