

CANDY AND CONFECTIONERY

Benefits

Improve supply chain governance and visibility

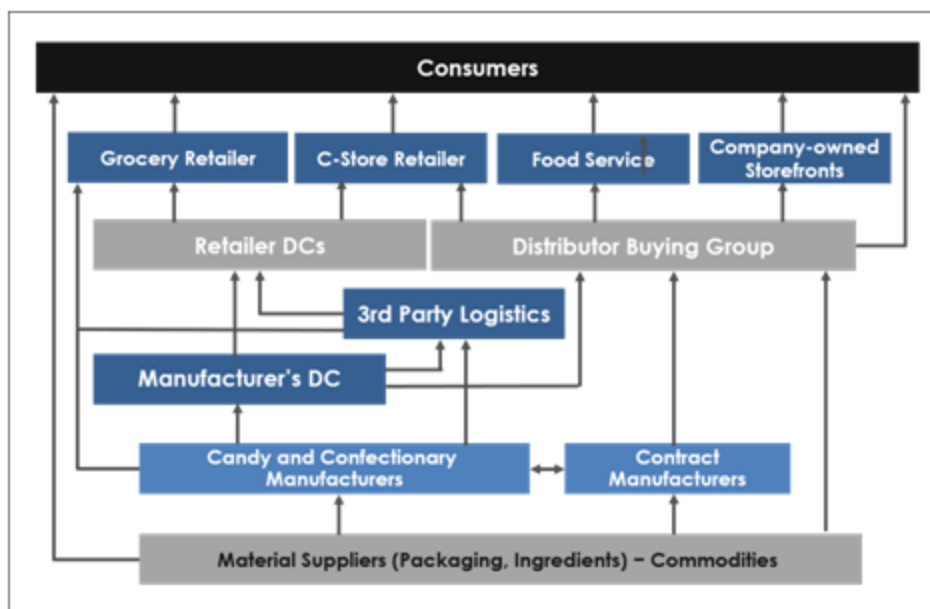
Comply with food safety rules and regulations

Track demand changes like seasonality with better forecasting

Improve customer satisfaction metrics

QAD offers a unique solution for candy and confectionery manufacturers that includes a full-featured ERP, industry-specific integrated processes and built-in best practices to help companies perform their key business functions while maintaining food quality standards and increasing profitability. It is simple to configure and may be deployed in the [cloud](#) or on-premise.

Candy and Confectionery Value Chain



Key capabilities include QAD Demand and Supply Chain Planning (QAD DSCP), Serialization with Data Collection & Label Printing, QAD Trade Activity Management (QAD TAM) and QAD Quality Management System (QAD QMS). These and other capabilities help candy and confectionery manufacturers meet regulatory requirements while maintaining the quality, integrity and time honored artisanship of candy making.

Customer service level improvements up to 98 percent and higher with greater supply chain visibility and demand planning.

Supplier performance and buyer productivity increases up to 25 percent with superior trade activity management.

Increases in supply chain effectiveness up to 20 percent and higher with improved forecasting and demand management.

Candy and Confectionery Solution Overview

The candy and confections industry is changing dramatically due to growing demand for luxury confections in emerging markets, increasingly strict GMO labeling regulations, sustainable ingredient sourcing and changing consumer preferences.

Over the last five years, sales of fat free candy are up eight percent, organic candy grew 65 percent and GMO-free candy has more than doubled. Sixty-four countries now have genetic engineering labeling laws. Manufacturers are incorporating fruits, nuts, grains and even vegetables in response to consumer demands for healthier products while still indulging in candy and confections. To protect consumer safety, **confectionery companies must implement traceability and product genealogy capabilities**. In meeting these new demand and regulatory challenges, manufacturers must manage more recipes, complex ingredient inventories, supplier relationships and quality standards.

QAD incorporates industry best practices, in addition to a full-featured solution, to help confectionery manufacturers readily adapt to these challenges in meeting consumer demand, inventory and supply chain management, financial management, compliance and transportation needs in today's global marketplace.

The following are critical business and [manufacturing](#) processes addressed by QAD's solution that helps candy and confectionery manufacturers successfully address their challenges and sustain growth:

[QAD DSCP \(Demand and Supply Chain Planning\)](#)

[Automation Solutions: Serialization with Shop Floor Data Collection and Label Printing](#)

[QAD TAM \(Trade Activity Management\)](#)

[Planning and Scheduling Workbenches](#)

[QAD QMS \(Quality Management System\)](#)

[QAD Supplier Portal](#)

[QAD Customer Self-Service](#)

[QAD Warehousing](#)

[QAD Business Intelligence](#)

An overview of the first three critical processes follows. For information about the other

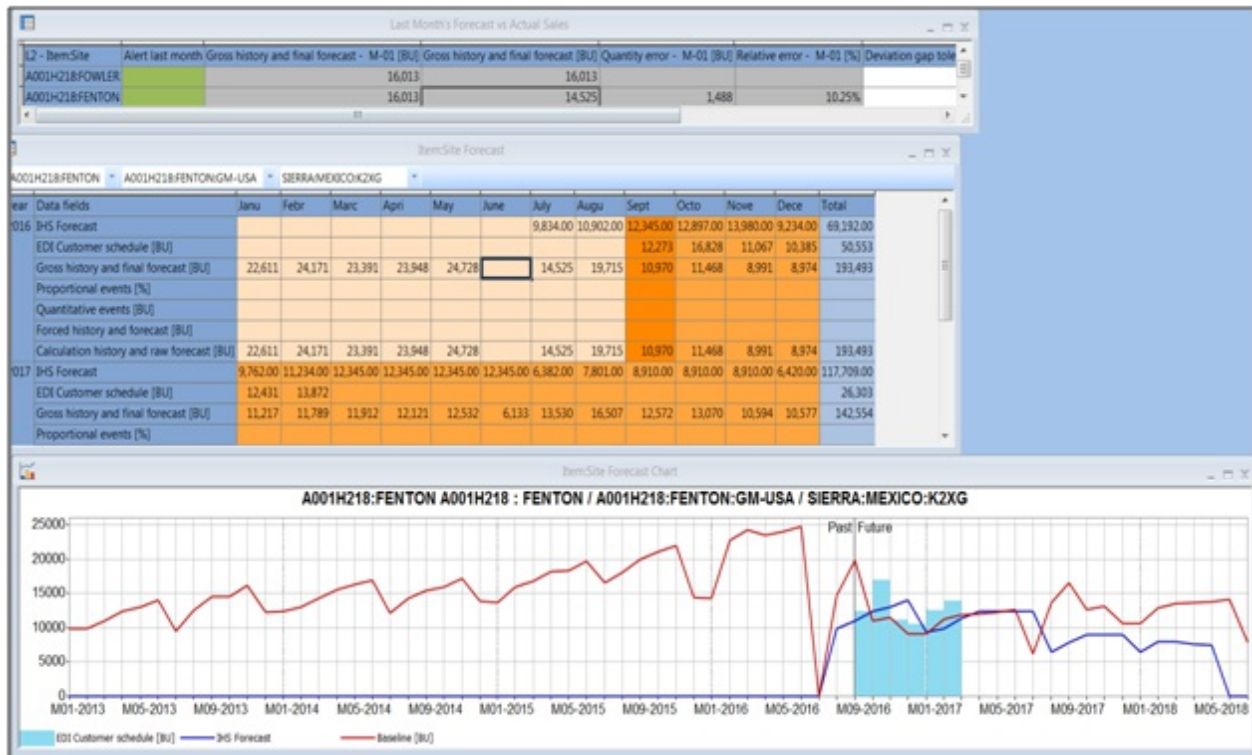
processes, please visit QAD.com.

QAD DSCP (Demand and Supply Chain Planning)

In the candy and confectionery industry, supply chain planning and S&OP (Sales and Operations Planning) are critical processes. QAD DSCP supports improvements in these key areas by providing tools to **build and manage forecasts**, improving reliability and accuracy by collaborating with all the players involved in the forecasting process.

QAD DSCP helps reduce by decreasing inventory and better managing promotions and product life cycles to **reduce inventory obsolescence and write-offs**. Improve customer service by eliminating delays, reducing stock outs and better anticipating customer requirements. **Decrease working capital requirements** even as you provide a higher level of service with a lower level of inventory.

QAD DSCP Long-Range Forecasting Model



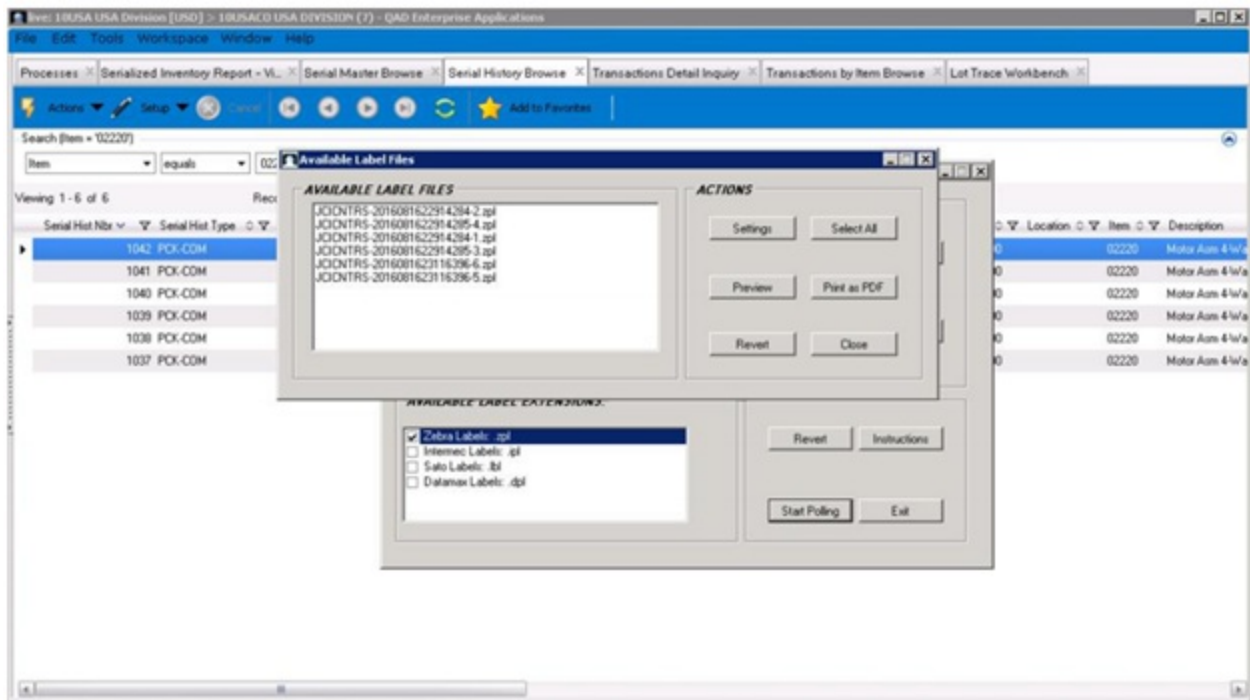
Automation Solutions: Serialization with Shop Floor Data Collection and Label Printing

Increased regulatory scrutiny is creating compliance challenges for candy and confectionery manufacturers. Track, trace and serialization capabilities are often mandatory to comply with current food regulations.

Serialization, when combined with QAD Automation Solutions – label printing and shop floor data collection – allows greater visibility and processes transactions more quickly and

accurately. The solution enforces access control, preserves data integrity and **manages changes throughout the product lifecycle**. In addition to serialization and data collection for inventory tracking, it provides enhanced label printing services for the creation of customer and/or regulatory compliant labels. QAD also offers Product Genealogy for packaged products and raw materials with **complete audit trails to ensure compliance** with customer requirements and with industry standards such as the Food Safety Modernization Act (FSMA).

Serialized Inventory Browse with Label Printing



QAD TAM (Trade Activity Management)

Promotional deals are essential in the competitive candy and confectionery market. Large wholesalers and distributors transact a huge amount of data with manufacturers that requires reconciliation. Group purchasing organization (GPO) contracts are dynamic and intricate. Other related challenges include constantly changing prices, contract terms and complex chargebacks. Many manufacturers use manual processes and rely on spreadsheets to manage this complexity which often results in significant loss of revenue due to short payments, double payments and incorrect contract terms.

QAD TAM automates this complex transactional environment, reducing errors, lowering costs and adding efficiencies.

Trade Contract Activity Center

TAM Contract Activity Center

Contracts | Contracts by Customer | Contracts by Buying Group | Contracts by Member | Contracts by Item

Actions | Setup | Cancel | Add to Favorites

Search: Customer starts at [] Search Clear All

Viewing 1 - 72 of 72 Records per page: 100

Customer	Sort Name	Active	Bill To	Class	List Type	Business Relation	Type	Site	Country Code	Region
10C1003	Pacific Health Care Systems	yes	DIST	customer	10-C1003	DIST	10-100	USA		
10C1004	Price Chopper	yes	WHSL	supplier	10-C1004	WHSL	10-100	USA		

Customer Pricing Contracts | Indirect Sales Browse | Customer Resale Contracts

Actions | Setup | Cancel | Add to Favorites

Viewing 1 - 100 of 130 Records per page: 100

Contract Code	Description	Contract Type	Status	Buying Group	Customer	Buy Start	Buy End
CR-00250	Return Distributor Contract	Distributor Contract	Closed		10C1003	11/28/2014	11/28/2014
CR-00248	Test Generate and Review Claims	Distributor Contract	Closed		10C1003	11/28/2014	11/28/2014

Contract Deal | Contract Earned Discount Total Browse | TAM Contract History Browse | TAM Deduction | Claim Browse

Actions | Setup | Cancel | Add to Favorites

Viewing 1 - 3 of 3 Records per page: 100

Contract	Deal	Description	Deal Start Date	Deal End Date	Deal Category	Entity	Deal Effects	Combination Type
CR-00250	Dial Service Fee	Distributor Service Fee	11/28/2014	11/28/2014	Deferred Discount		None	
CR-00250	Distributor Contract	Distributor Contract Pricing	11/28/2014	11/28/2014	Contract Pricing			Exclusive
CR-00250	One-Off Deferred	One-Off Deferred Incentive deal	11/28/2014	11/28/2014	Deferred Discount		None	

For more information on how the QAD Candy and Confectionery solution can help your company, please contact QAD at +1-805-566-6100 or email info@qad.com.