

# SHELF STABLE BOTTLING, CANNING AND PACKAGING

## Benefits

**Lower inventory cost while adapting to changing consumer preferences**

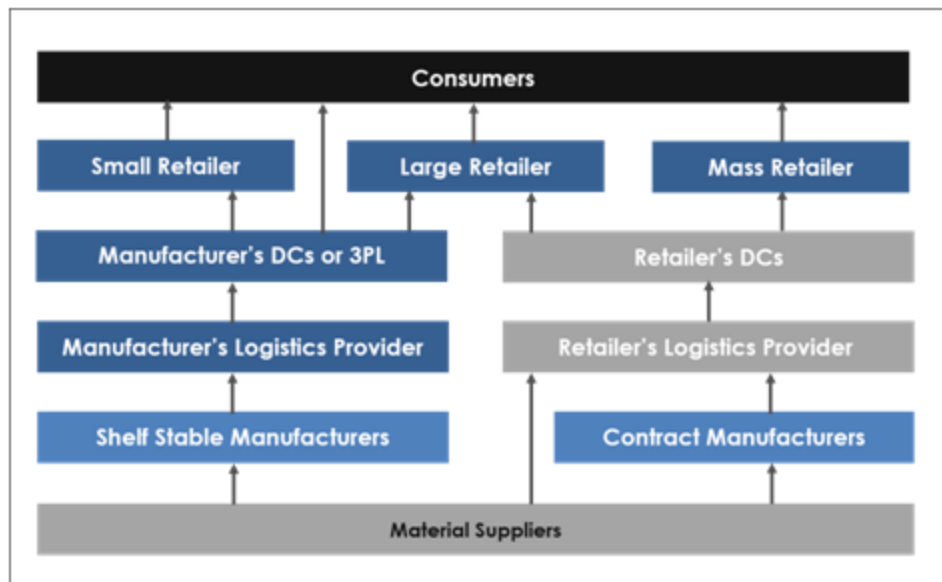
**Improve product traceability to limit recall risk**

**Manage promotions and trade activity to meet demand and improve profitability**

**Readily meet consumer and regulatory compliance requirements**

QAD offers a unique solution to help shelf stable bottling, canning and packaging manufacturers in the food and beverage industry manage their business “from field to fork” and address industry challenges. QAD’s solution includes its full-featured QAD Cloud ERP and several related capabilities that help shelf stable manufacturers readily meet consumer and regulatory safety requirements, run effective promotions and manage shorter product lifecycles while minimizing inventory costs.

## Shelf Stable Bottling, Canning and Packaging Value Chain



Given the complex nature of the shelf stable value chain, agile manufacturing options, promotions management, warehousing and meeting safety standards are essential to the success of shelf stable manufacturers. The QAD solution includes capabilities like mixed mode manufacturing, trade activity management, transportation management, serialization and track and trace, quality management and global financials.

**Increase inventory turns and reduce inventory** by using sophisticated forecasting methods

and detecting demand forecast changes as they happen.

**Improve manufacturing efficiency** through better planning and agile manufacturing.

**Improve promotion management and reduce trade spend** through timely and accurate trade activity management.

**Comply with regulatory requirements** through serialization and quality management.

## **QAD Shelf Stable Bottling, Canning and Packaging Solution Overview**

This shelf stable segment of the food and beverage industry is global in nature due to ingredients being sourced from all over the world. Technology, social media and internet-based buying has further increased the global nature of the segment. Internet based buying increases consumer demand for healthier and more innovative products.

Shelf stable bottling, canning and packaging manufacturers combine batch and tank mixing, blending and compounding for discrete packaging operations. Manufacturers look for end-to-end visibility and streamlined processes to manufacture safe and high quality products quickly. Many shelf stable manufacturers apply lean principles to streamline manufacturing and use preventative maintenance for shop floor assets.

Key materials are often sourced internationally, and managing on-time delivery of ingredients to keep up with finished product demand is often challenging. Though products shelf lives are increasing, managing expiration dates and rotating inventory complicates warehousing, transportation and distribution, adding to inventory cost.

Food safety regulations are evolving around the world which impacts manufacturers' ability to manage the entire supply chain and manufacturing process. Synchronization across all processes and systems between all departments is critical to achieving on-time delivery and improving profit margins. Supply chain planning from customer demand through procurement is essential while balancing manufacturing scheduling.

The QAD solution includes the full-featured QAD Cloud ERP, which supports best-in-class, industry-specific business processes and flexible deployment options. Shelf stable manufacturers need integrated business systems and processes that allow them to compete in today's complex environment. The following are key capabilities of the QAD solution in addition to QAD Cloud ERP to help manufacturers succeed:

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

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

**Serialization and Traceability**

[QAD Automation Solutions \(Shop Floor Data Collection and Label Printing\)](#)

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

## [Planning and Scheduling Workbenches](#)

## [QAD Supplier Portal – Supplier Management](#)

## [QAD Warehousing](#)

## [QAD TMS \(Transportation Management System\)](#)

## [QAD EAM \(Enterprise Asset Management\)](#)

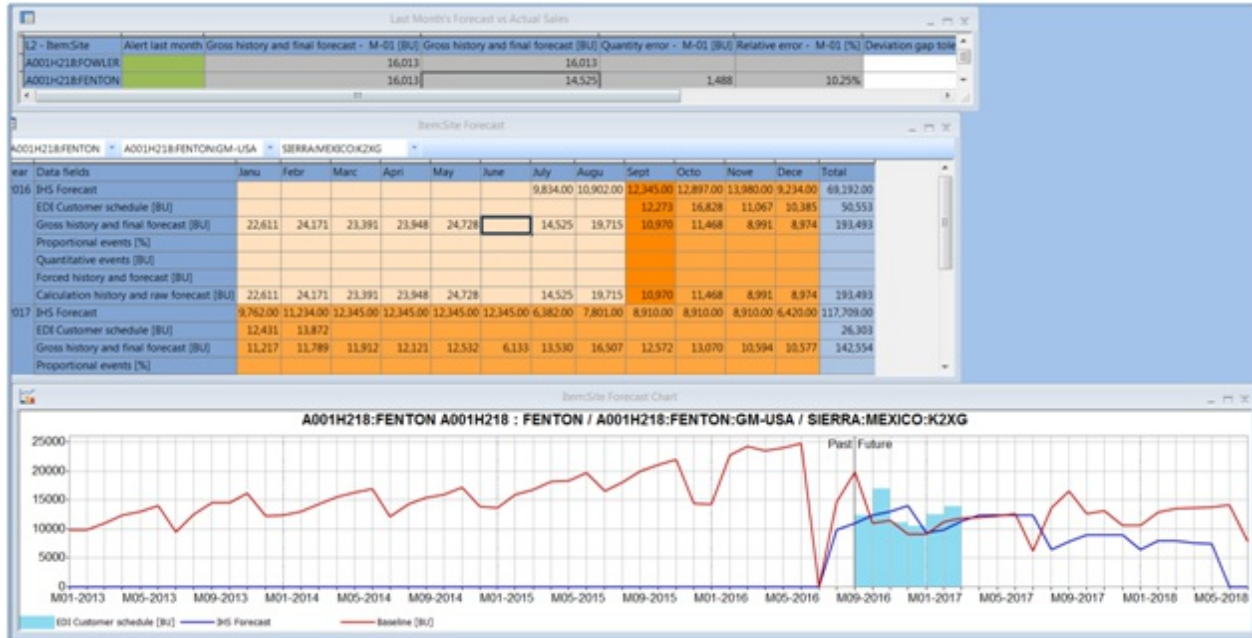
An overview of the first three processes follows. For information about the other processes, please visit [QAD.com](http://QAD.com).

## **QAD DSCP (Demand and Supply Chain Planning)**

QAD DSCP helps improve key metrics by providing tools to build and manage forecasts, improving reliability and accuracy through collaboration by all the parties involved in the forecasting process. **Manufacturers can manage forecasts at any level – customer, item, group or family – with input from a variety of sources – sales representatives, customers, marketing and finance.** This enables true collaboration, one of the keys to improving forecast accuracy.

QAD Demand Planning, part of QAD DSCP, **forecasts demand and related sales based on historical data, market analysis data and customer production data.** Exceptional events such a holiday shutdown can be specified to better tune the forecast. QAD DSCP uses **sophisticated statistical modeling to pinpoint statistical anomalies** that can skew demand. It can smooth historical data if applicable, determine the effect of exceptional events and generate a forecast for each individual item. It **automatically selects the best-fit statistical model.** QAD Demand Planning helps support new product introduction initiatives to drive new revenues.

### **QAD DSCP Long Range Demand Planning**



## QAD TAM (Trade Activity Management)

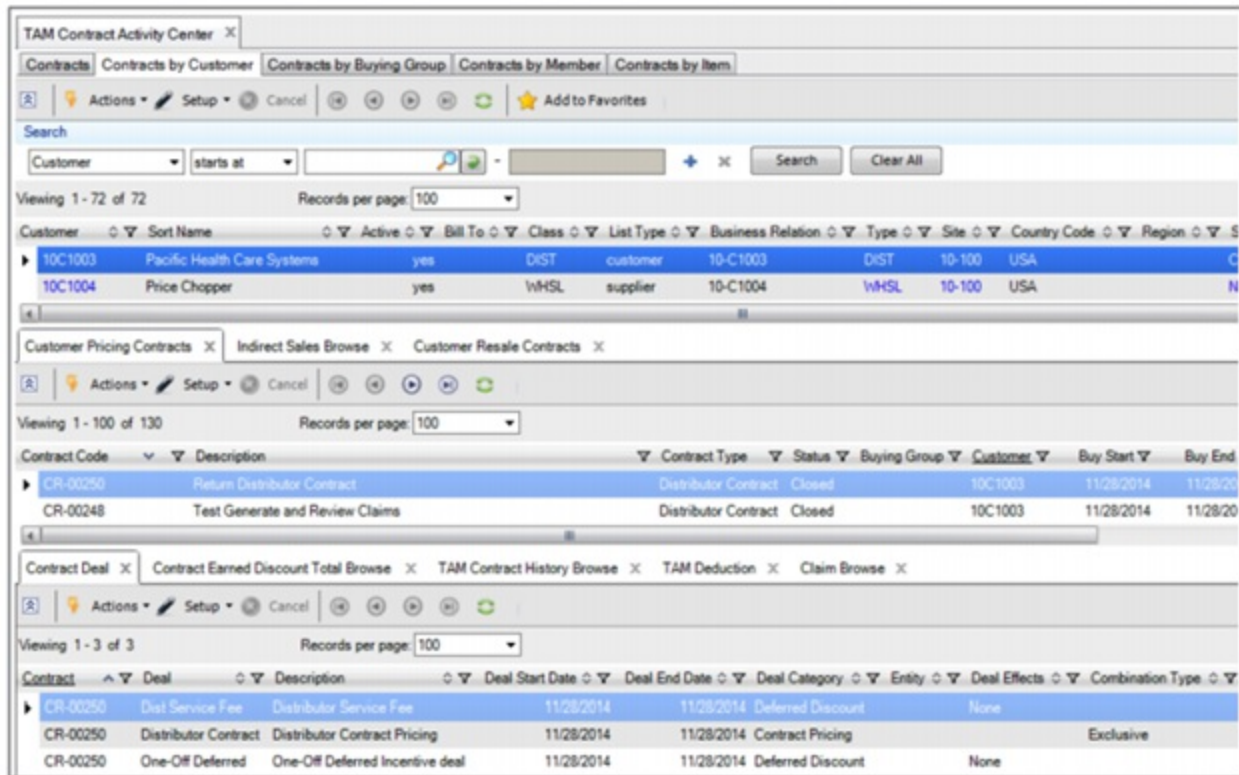
QAD TAM uses **historical information to help plan promotions**. It increases visibility of discounts earned in promotional deals on a real-time basis. Promotional data is maintained at the invoice line level including all relevant details needed for profitability analysis.

**Manufacturers may copy various levels of detail from live or past promotions, or create promotion templates.**

**QAD TAM provides flexible deal management capabilities for individuals and groups by customer and items.** Deal categories include: Immediate discount and order line/order level discounts commonly referred to as **off-invoice deals**; deferred discount which are future discounts based on sales activity commonly referred to as **bill-back and rebate deals**; **bonus goods** – free or discounted goods based upon previous order lines; and allocated funds – fixed monies with a defined payment schedule independent of sales activity commonly referred to as **Lump Sum deals**.

QAD TAM delivers an efficient and powerful solution for managing deductions. Key deduction management capabilities include a deduction review workbench which is a central dashboard for viewing and maintaining deductions and earned discount visibility which helps validate against open earned discounts. **QAD TAM helps shelf stable manufacturers take advantage of promotionally-based revenue opportunities.**

### Trade Contact Activity Center



The screenshot displays the TAM Contract Activity Center interface, showing a list of contracts and their associated deals. The top section shows a search filter for 'Customer' and a list of contracts with columns for Customer, Sort Name, Active, Bill To, Class, List Type, Business Relation, Type, Site, Country Code, and Region. The bottom section shows a list of deals with columns for Contract, Deal, Description, Deal Start Date, Deal End Date, Deal Category, Entity, Deal Effects, and Combination Type.

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		

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	11/28/20
CR-00248	Test Generate and Review Claims	Distributor Contract	Closed		10C1003	11/28/2014	11/28/20

Contract	Deal	Description	Deal Start Date	Deal End Date	Deal Category	Entity	Deal Effects	Combination Type
CR-00250	Dist 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	

## Serialization and Traceability

Field-to-fork traceability gives shelf stable manufacturers the information needed to respond to product issues and supports food industry compliance requirements. Government regulations are increasing and changing frequently, and the **ability for manufacturers to serialize, track and trace products is critical for compliance and to gain trust in the marketplace**. Key metrics related to safety and regulatory requirements are the Out of Compliance Incidents and the Cost of Compliance measures. Automating full life-cycle transaction accountability not only reduces risk, it also can reduce Sales, General & Administrative (SG&A) expense.

QAD assists manufacturers in the tracking and tracing of products through the Lot Trace Workbench, which supports improvements by helping you quickly access complete lot/serial-based transaction history. It provides full traceability – from sourcing to manufacturing and shipment – and a **complete audit trail of all lot or serial numbered items**. At any point in time, you can look up any lot or serial number of a product and identify where you used it, where you shipped it and where it is right now. All this information is readily available, ensuring you can quickly identify the scale and scope of any issue that arises.

### Trace Item Report

Initial  
Search ((Direction = false) and (Item Number = '02200'))

Direction equals Backward Search Clear All

Item Number equals 02200

Lot/Serial equals

Level	Date	Transaction Number	Site	Location	Item Number	Description	Lot/Serial	Reference	Quantity	UM	Type	Order Number	Transaction Ref	Batch
1	10/10/2016	1119826	10-200	010	02200	Motor Asm 8'Way Seal Adj, 24V amp 2 hp	101016ejm		100	EA	ISS-SD	ejm666	2455037	
2	10/10/2016	1119823	10-200	010	02200	Motor Asm 8'Way Seal Adj, 24V amp 2 hp	101016ejm		100	EA	RCT-WD	ejm777	2455036	
3	10/10/2016	1119822	10-200	020	62201	24V Amp 2HP, 1/2 Dia	ejm101016		100	EA	ISS-WD	ejm777	2455036	
4	10/10/2016	1119821	10-200	020	62201	24V Amp 2HP, 1/2 Dia	ejm101016		100	EA	RCT-PO	ejm999	R1012013	

Address Detail Lot Availability Transaction Attributes Detail Serial History Browse

Address Detail

Address Name Address Address City State Postal Code County County Attention Telephone Fax Number

10C1002 Houston Automotive Group 801 Louisiana, Suite 700 Houston TX 77002 USA Gene Alfuso

For more information on how the QAD solution for Shelf Stable Bottling, Canning and Packaging Manufacturing can help your company, please contact QAD at +1-805-566- 6100 or email [info@qad.com](mailto:info@qad.com).