

Become a connected FOOD company



Dynamics for Food introduction

Challenges faced by organizations



Compliance

An ever-changing regulatory landscape, increasing retail and certification demands and sustainability challenges require fast insights and flexible operations.



Increasing customer demands

Consumer expectations have grown beyond the quality of the food. They expect sustainable, traceable, smart and varied products.



Operational excellence

Price volatility requires close monitoring of margins, and heavy operational investments. Stay ahead of these challenges with the right financial and operational overview.



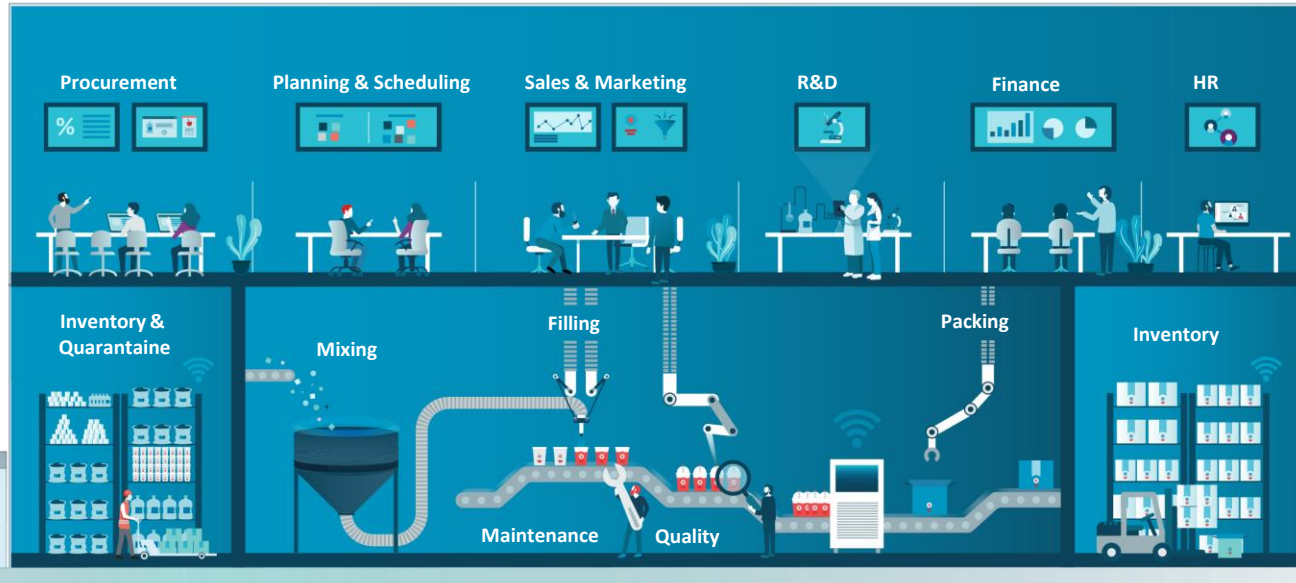
Data-driven supply chain

From farm to fork and back again: data sharing outside your organization is required to integrate, organize and optimize efficiency across the supply chain.

Dynamics for food helps you
to overcome challenges and
to become a connected company

Dynamics for Food


End-to-End Solution



Dynamics for Food

Overview of the Key Capabilities



	Food Manufacturing		Trade		Supply Chain Management		Advanced Warehousing		Quality Management		
Microsoft Dynamics for FOOD	Recipe Management		Contract Management		End-to-end Supply Chain visibility		RF Scanning & barcoding		Integrated Quality control		
	Scheduling & Sequencing		Intercompany trading		Batch Attributes		Picking & Put Away Strategies		Advanced Traceability & Recall Management		
	Active ingredients & Batch Balancing		Potency Pricing & Valuation		EDI & Portals		Automated Replenishments		Specification Management		
	Product Costing		Available & Capable to Promise		Demand Planning		Lot Disposition & Blocking		Shelf-Life Management		
	Enterprise Asset Management		Rebates & Trade Promotions		Vendor Managed Inventory		Cross Docking		Complaint Management		
	Mixed mode production		Pricing, discounts & charges		Intra & Inter-Company Planning		FEFO Picking		Approved vendor Management		
Microsoft Dynamics	Planning & Manufacturing Execution		Inventory & Warehouse Management			Transport Management			Product Information Management		
	Project Management & Accounting		Expense Management			Procurement and Sourcing			Retail and Commerce		
	Marketing Management		Financial Management & Budgeting			Sales Management			Human Resource Management		
Business Intelligence			Collaboration & Portals			Workflow Management			Integrations		

Key Drivers

What our customers are looking for in a Food Solution

Food
Manufacturing

Trade

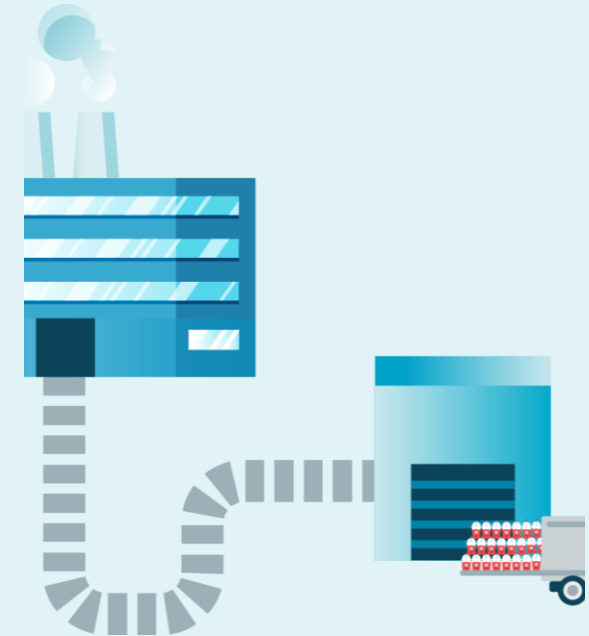
Supply Chain
Management

Advanced
Warehousing

Quality
Management

Operate Agile Factories

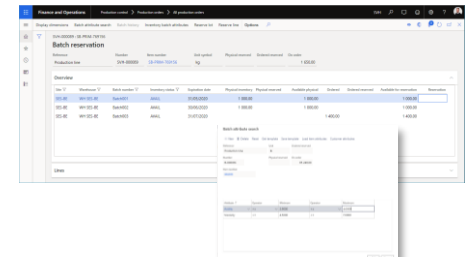
- Improve production efficiency and reduce downtime
- Optimally plan and combine mixing, filling and packaging manufacturing processes
- Support production and raw material consumption in line with changing customer specific requirements.
- Offer insights in product costing and asset productivity



OBJECTIVE

Overview of the Dynamics for Food Solution

Active Ingredients



Improve production efficiency with dynamics recipes adapting the formulation based on the value of an active ingredient (e.g., fat content) in the consumed lot



Key Drivers

Overview of the Dynamics for Food Solution

Food
Manufacturing

Trade

Supply Chain
Management

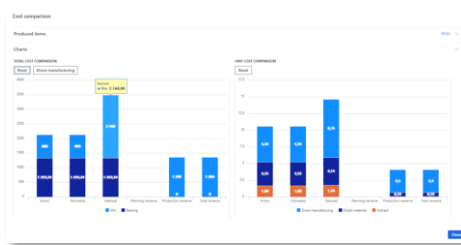
Advanced
Warehousing

Quality
Management



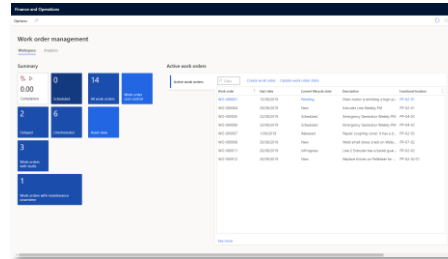
Solutions

Product costing



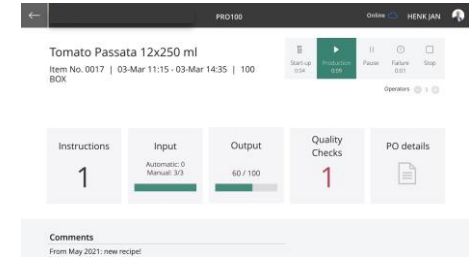
Enhance your production insights thanks to detailed product costing setup including the impact of co- and by-products, and monitor variations at different levels

Asset Management



Improve uptime of your production lines with the integrated maintenance capabilities, maximizing your return on investment

Shop Floor Execution



Centralize your data, digitally manage all your product information, track every variable and perform quality checks from within your shop floor



“Dynamics 365 offers countless possibilities and is very flexible. This is ideal for us, because we can adapt the processes per company to the local context.”



Alexander Drost, CFO at Bieze Food Group

Key Drivers

What our customers are looking for in a Food Solution

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OBJECTIVE

Deliver effective customer outcomes

- Enabling different pricing, discounting, contracting and promotional strategies
- Responding faster to customer demands with immediate insights into availability and capabilities across different sites
- Understand the customer while engaging remotely and digitally across channels



Key Drivers

Overview of the Dynamics for Food Solution

Food
Manufacturing

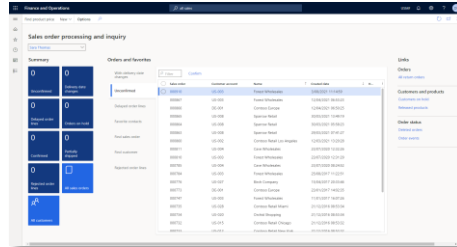
Trade

Supply Chain
Management

Advanced
Warehousing

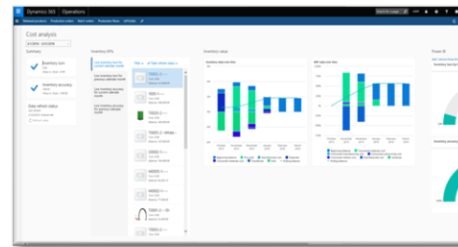
Quality
Management

Contract Management



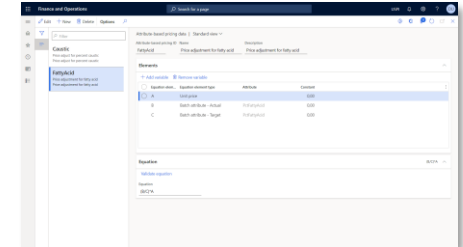
Setup and manage sales and procurement contracts for one or multiple companies within the group and monitor consumption for better supply chain predictability

Intercompany trading



Reduce administrative efforts and increase supply chain visibility thanks to intercompany sales/purchase automation, interco planning and stock visibility

Potency Pricing & Valuation



Align pricing and inventory valuation with the characteristics or quality of the received batch



Solutions

Key Drivers

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Warehousing

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Management

Available & Capable to Promise

Day	Available ship date	Day	Available receipt date	Expected ship date	Confirmed ship date	Confirmation
Thursday	16/12/2021	Friday	17/12/2021	A		
Friday	18/12/2021	Saturday	19/12/2021	A		
Saturday	19/12/2021	Sunday	20/12/2021	A		
Sunday	20/12/2021	Monday	21/12/2021		21/12/2021	
Monday	21/12/2021	Tuesday	22/12/2021		22/12/2021	
Tuesday	22/12/2021	Wednesday	23/12/2021		23/12/2021	
Wednesday	23/12/2021	Thursday	24/12/2021		24/12/2021	
Thursday	24/12/2021	Friday	25/12/2021		25/12/2021	
Friday	25/12/2021	Saturday	26/12/2021		26/12/2021	
Saturday	26/12/2021	Sunday	27/12/2021		27/12/2021	

Rebates & Trade Promotions

Name	Type	Status
22/12/2021	Discount	Active
23/12/2021	Discount	Active
24/12/2021	Discount	Active
25/12/2021	Discount	Active
26/12/2021	Discount	Active
27/12/2021	Discount	Active
28/12/2021	Discount	Active
29/12/2021	Discount	Active
30/12/2021	Discount	Active
31/12/2021	Discount	Active
1/1/2022	Discount	Active
2/1/2022	Discount	Active
3/1/2022	Discount	Active
4/1/2022	Discount	Active
5/1/2022	Discount	Active
6/1/2022	Discount	Active
7/1/2022	Discount	Active
8/1/2022	Discount	Active
9/1/2022	Discount	Active
10/1/2022	Discount	Active
11/1/2022	Discount	Active
12/1/2022	Discount	Active
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15/1/2022	Discount	Active
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22/1/2022	Discount	Active
23/1/2022	Discount	Active
24/1/2022	Discount	Active
25/1/2022	Discount	Active
26/1/2022	Discount	Active
27/1/2022	Discount	Active
28/1/2022	Discount	Active
29/1/2022	Discount	Active
30/1/2022	Discount	Active
31/1/2022	Discount	Active

Pricing, discounts & charges

Name	Type	Status	Product code type	Item code type	Price	To	Unit	Amount to use
22/12/2021	Discount	Active			0.00	0.00	ea	750
23/12/2021	Discount	Active			0.00	0.00	ea	750
24/12/2021	Discount	Active			0.00	0.00	ea	750
25/12/2021	Discount	Active			0.00	0.00	ea	750
26/12/2021	Discount	Active			0.00	0.00	ea	750
27/12/2021	Discount	Active			0.00	0.00	ea	750
28/12/2021	Discount	Active			0.00	0.00	ea	750
29/12/2021	Discount	Active			0.00	0.00	ea	750
30/12/2021	Discount	Active			0.00	0.00	ea	750
31/12/2021	Discount	Active			0.00	0.00	ea	750



Improve the productivity of your sales and their customer orientation by offering them immediate insights in best possible delivery dates based on stock and or production capabilities

Improve customer loyalty by implementing promotion programs together with your customers without administrative burden and with a view on the financial impact

Be agile and responsive in deploying different types of pricing and discounting tailored to the customer needs



*“In a strongly competitive food industry, the importance of IT increases. By innovating continuously, we aim to outshine our competition. Because the success of such a substantial project depends on the adoption by the user, we chose for a fully developed **ERP-system** which is recognizable, **flexible** and **innovative**.”*



Tomasso Cotto, COO at GRUPPO ORSERO

Key Drivers

What our customers are looking for in a Food Solution

Food
Manufacturing

Trade

Supply Chain
Management

Advanced
Warehousing

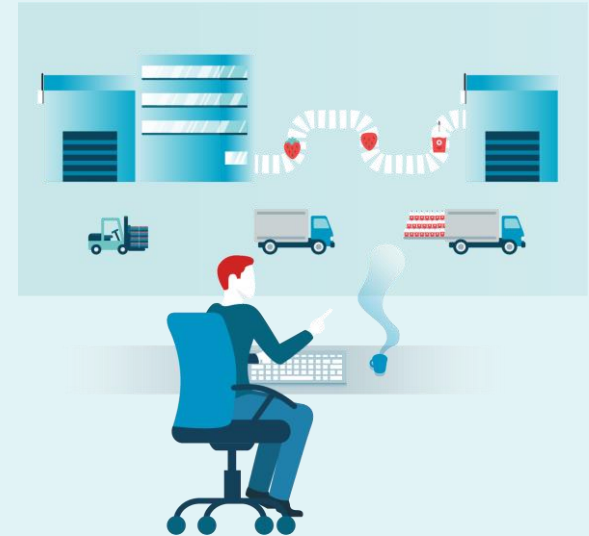
Quality
Management



OBJECTIVE

Realize a resilient supply chain

- integrated with your trading partners
- with visibility and planning of inventory at different sites and different countries
- For a wide variety of products, taking batch attributes and shelf-life into account



Key Drivers

Overview of the Dynamics for Food Solution

Food
Manufacturing

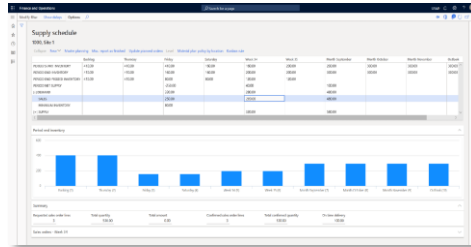
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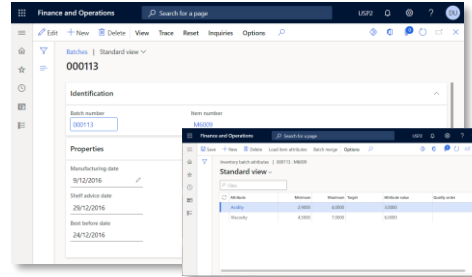
Quality
Management

Supply Chain Visibility



Gain full Inventory visibility from Vendor to Customer in Real-time

Batch Attributes



Meet increasing customer demands by taking Batch attributes into account for planning & order fulfilment

EDI & Portals



Connect with vendors and customers using EDI and collaboration portals



Solutions

Key Drivers

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Food
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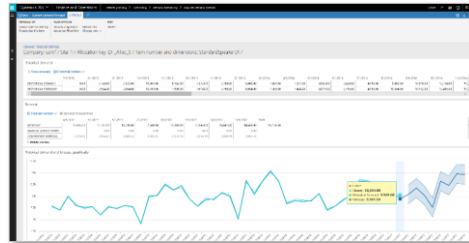
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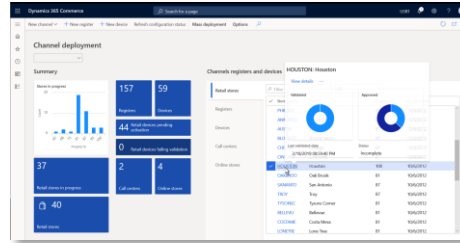
Quality
Management

Forecast Accuracy



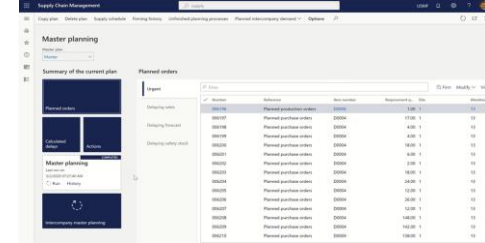
Improve your demand planning and overall supply chain efficiency

Consignment stock



Integrate with your customer and get better insights in demand patterns by managing your stock at his warehouse

Global planning



Optimize your resource utilization with the inter and intra company planning capabilities



Solutions



*“Since implementation, we have realized growth while the number of administrative employees has decreased. This is due to **better assurance of quality standards, more efficient production and a strong automation of our business processes.**”*



Bart Lemmens, COO at Lion Products

Key Drivers

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OBJECTIVE

Streamline your warehouse processes

- Enhancing the productivity of the warehouse workers with optimized picking and replenishment strategies
- Reducing errors using mobile devices
- Taking contamination and storage dimensions into account



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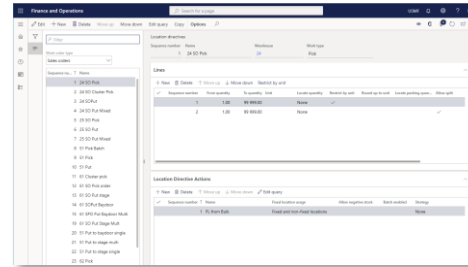
Solutions

RF Scanning & barcoding



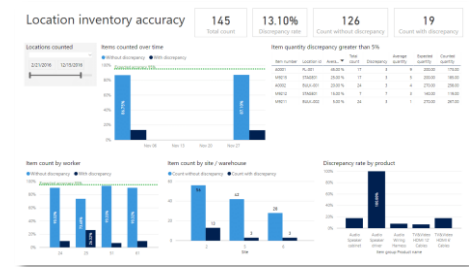
Improve your productivity with the built-in mobile warehouse capabilities

Picking & Put Away Strategies



Optimize time and movements by adopting the best picking and put away strategies taking contamination and storage conditions into account

Automated Replenishments



Make sure production lines and picking locations are replenished on time and in the right quantity

Key Drivers

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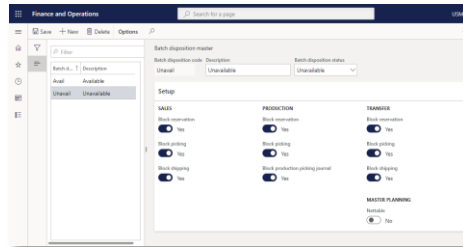
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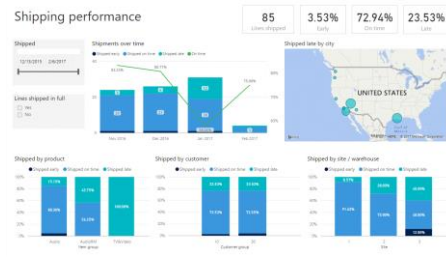
Quality
Management

Lot Disposition & Blocking



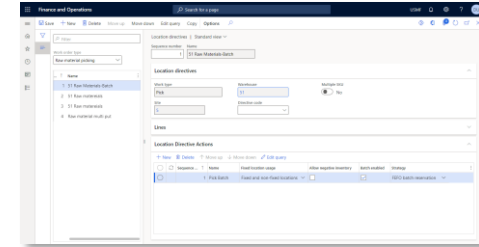
Align your logistical flow with your quality standards using soft and hard inventory lot blockings

Cross Docking



Reduce your warehousing and inventory costs by transferring incoming goods directly to an outgoing or production location

FEFO Picking



Pick, ship or consume inventory lots according to industry standard first expired principle



Solutions



*“Thanks to the interfaces between **Dynamics** and the guns in our butcher’s shops, we know our sales on a daily basis, we can **anticipate the market evolution** and take **direct actions** when it is necessary. ”*



Isabelle Auvray, CFO at Dufrais

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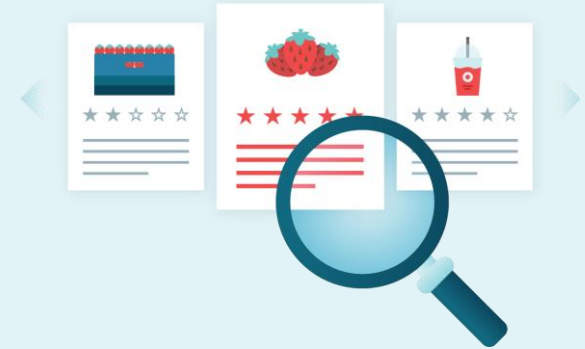
Quality
Management



OBJECTIVE

Be Compliant

- With regulations varying from country to country
- With increasing and changing customer demands
- And be in control of the quality of your products



Key Drivers

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Food
Manufacturing

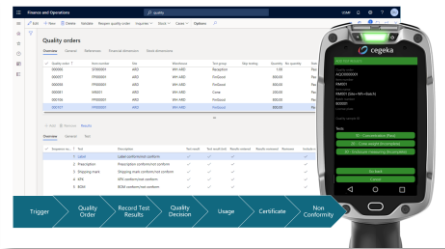
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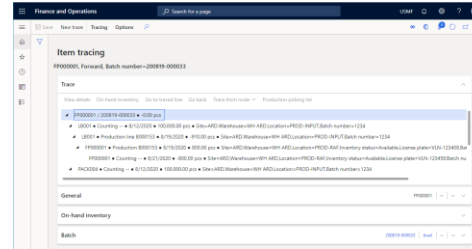
Quality
Management

Integrated Quality Control



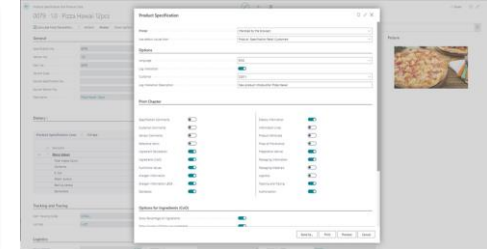
Control the sample process and the automatic release or blocking of a lot based on quality test results

Advanced Traceability & Recall Management



Get a complete end-to-end view on the process flow of every single lot and the involved customers, suppliers, locations, production orders, quality orders... allowing appropriate and immediate actions in case of a recall

Product specifications



Capture everything in one place while saving time with calculations, reduce errors and provide easy printing functionalities of product specification topics



Solutions

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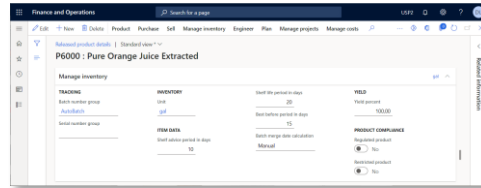
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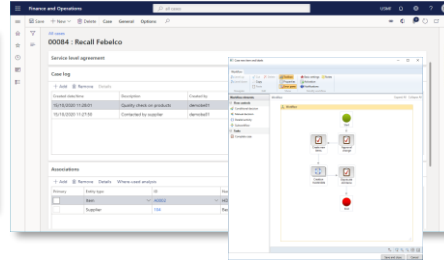
Quality
Management

Shelf-Life Management



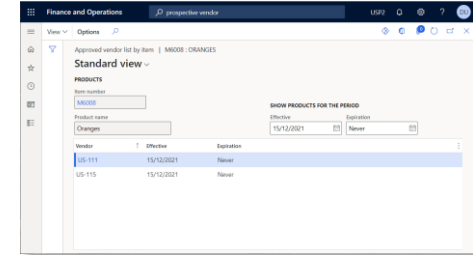
Keep track of shelf-life in your inventory management, planning, receipt and delivery (customer required sellable days) processes

Complaint Management



Automate the complaint handling process, centralize information and offer the customer service department the necessary insights to respond appropriately

Approved vendor Management



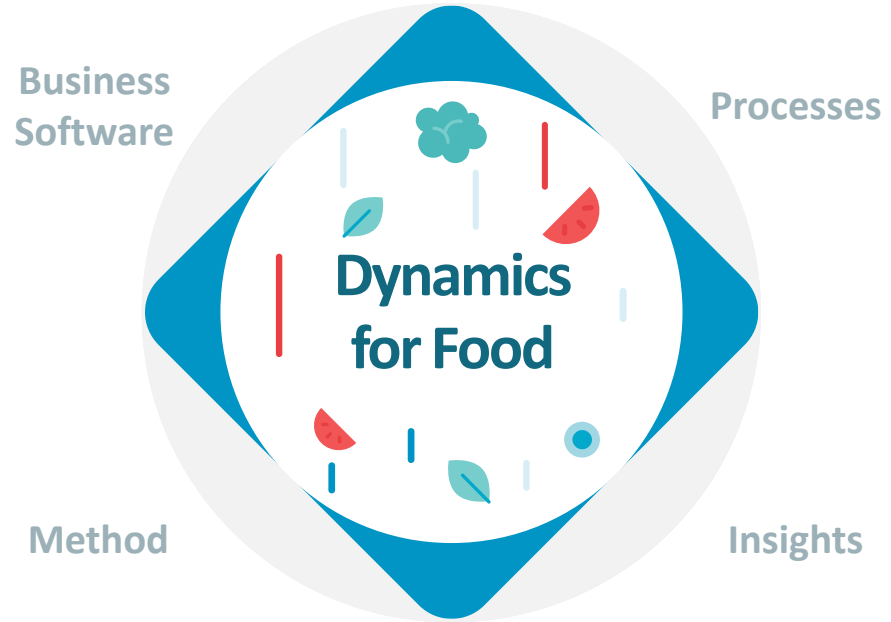
Control quality, certification and delivery reliability of your raw materials by evaluation your suppliers and adopting vendor approval process



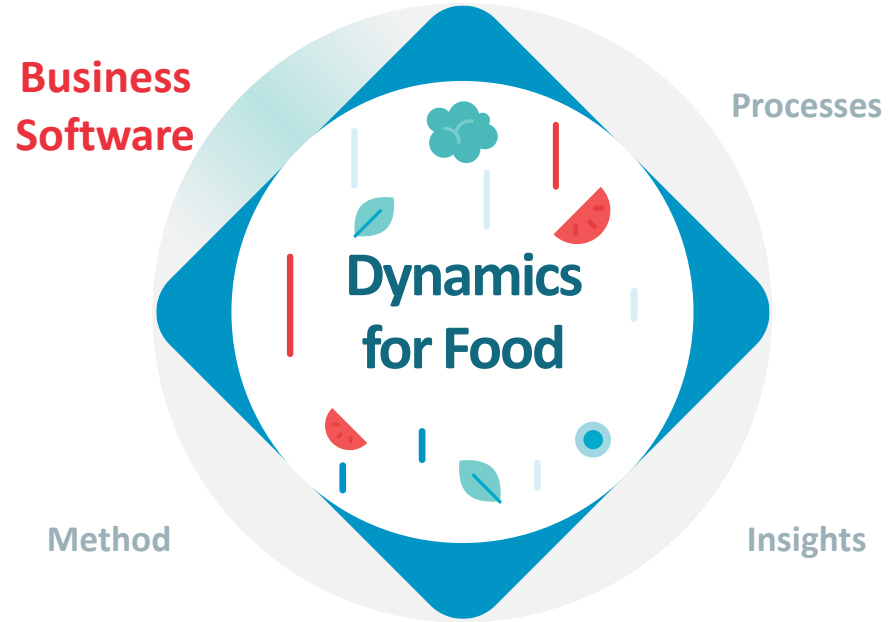
Solutions

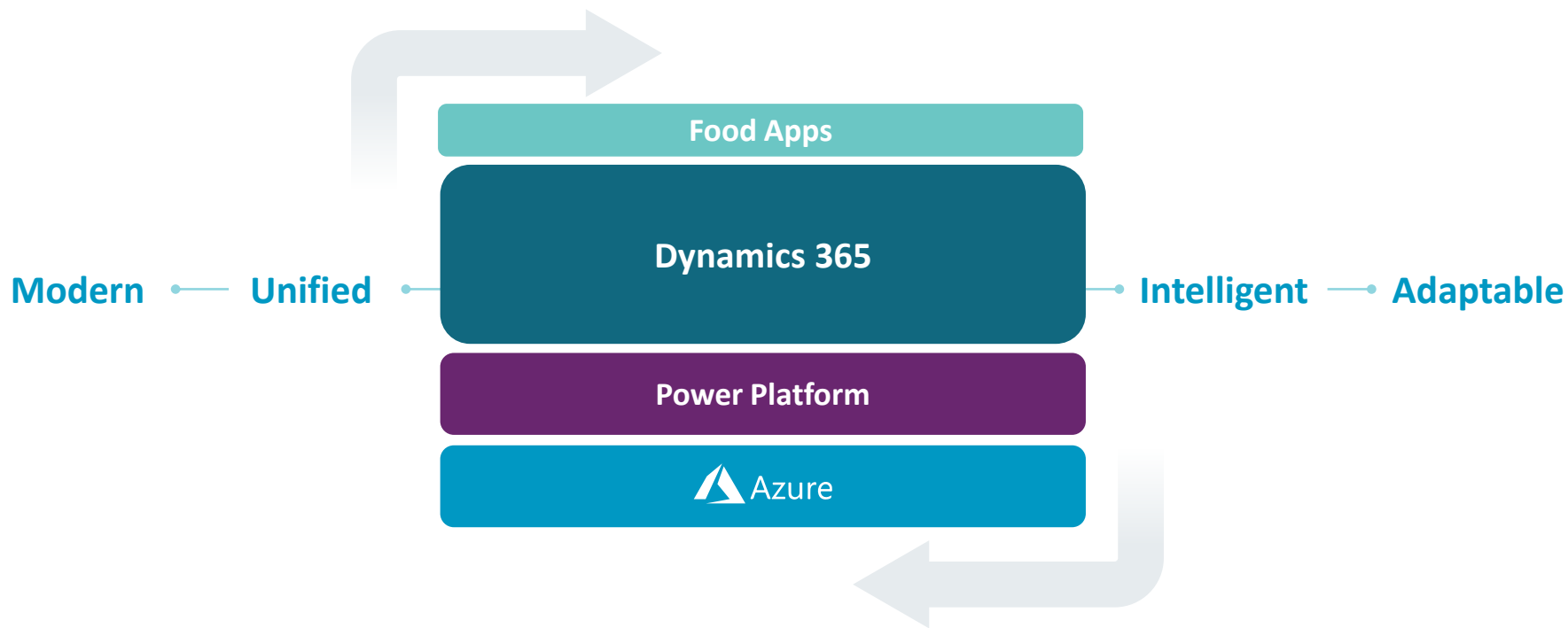
*Dynamics for food combines **business software** with industry **best practice** processes, **insights** and a proven **methodology** to successfully implement*

Building business continuity through intelligent, unified systems



Building business continuity through intelligent, unified systems



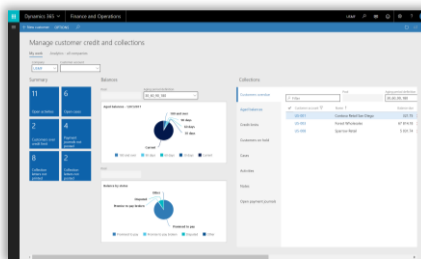


Modern

Food Apps

Dynamics 365

Power Platform



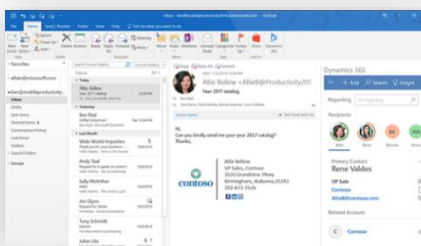
User friendly boosting adoption

The interface is intended to guide the user to those processes that need attention (manage by exception). It offers a modern user experience and enables faster adoption.



Available Anywhere Anytime

The user interface is web based and enriched with specific apps making the solution anywhere available, on any device and any time. Fully secure thanks to the underlying Microsoft Azure cloud.



Higher Productivity

Dynamics 365 is deeply integrated with Microsoft Office apps such as Excel or Outlook. This offers users additional capabilities and improves their productivity.

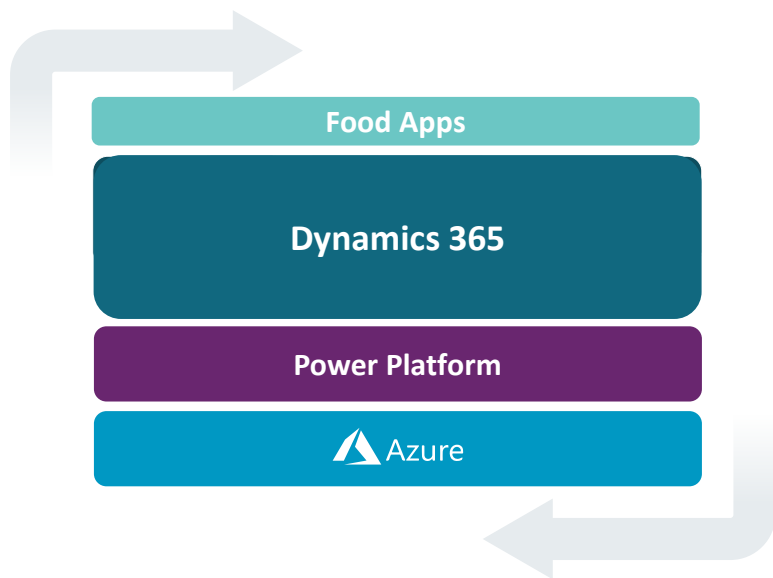


“The user-friendliness and inter-connectivity of the Microsoft platform was backed up by Cegeka’s trustworthiness and professionalism. Both were the clear choice in supporting our solution.”



Sabine Devreese, Manager Vegetable Division, BelOrta

Unified



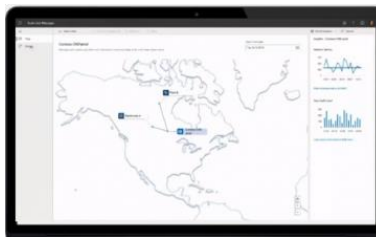
Unified Data Model

Get rid of data silos. Dynamics 365 brings all data into one unified data model. This allows your organization to work together cross department or cross countries.



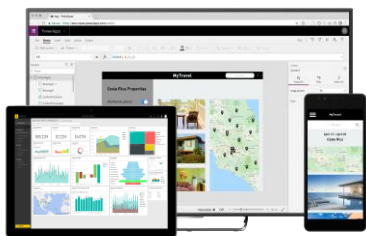
Integrated

Dynamics 365 and the underpinning Azure cloud platform offer extensive integration service to connect Dynamics internally and externally



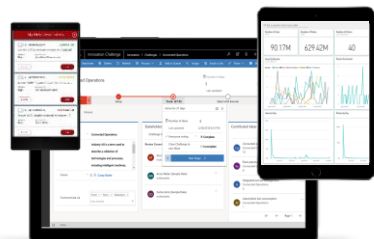
Business Security

Dynamics 365 ensures data integrity and privacy within your organization; the underlying Azure Cloud-platform offers data backups and allows you to stay in line with regulations.



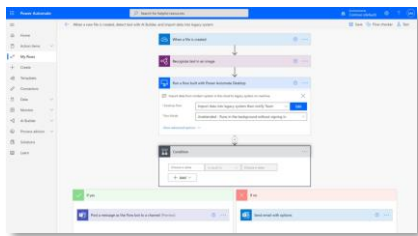
Scalability – grow with you

Within the Dynamics 365 platform you can easily add additional workloads, countries and/or users allow you to grow with your business.



Extend & Automate

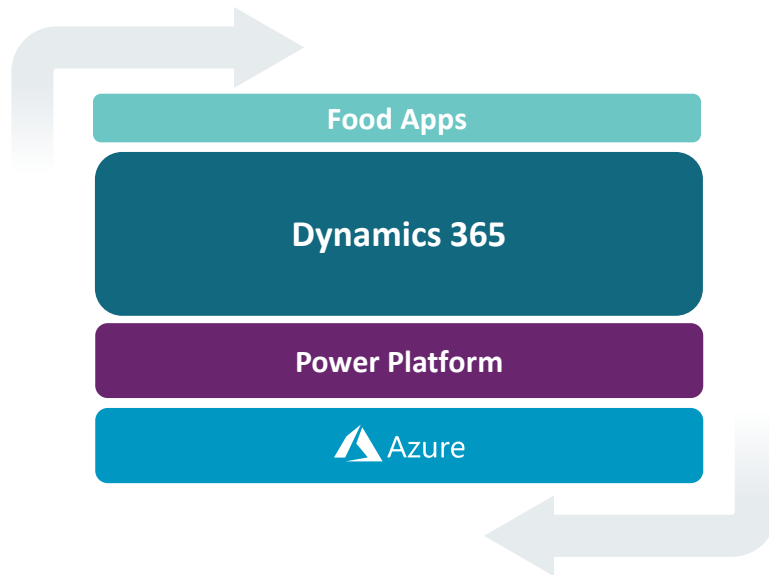
Thanks to the Power Platform, the Microsoft low code solution embedded in Dynamics 365, you can easily extend the capabilities and automate processes between different applications.



Flexible - Ownership

You can take ownership and modify, processes and workflows without the need for external partners to adapt to changed business circumstances and grab new opportunities.

Adaptable

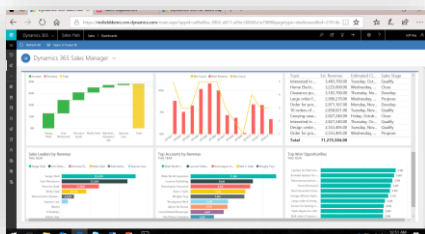




“Valentino has very ambitious growth plans. Our ERP system must be able to **grow along with our business**. A cloud solution was the only logical choice for me. Thanks to **Dynamics for Food**, we can extend our growth even further.”



Jan Roelandts, Managing Director of Valentino Chocolatier



Business Intelligence

Power BI dashboards are embedded in Dynamics 365 offering advanced insights. Drill down to details without switching apps and allowing users to take better decisions.



Intelligent processes

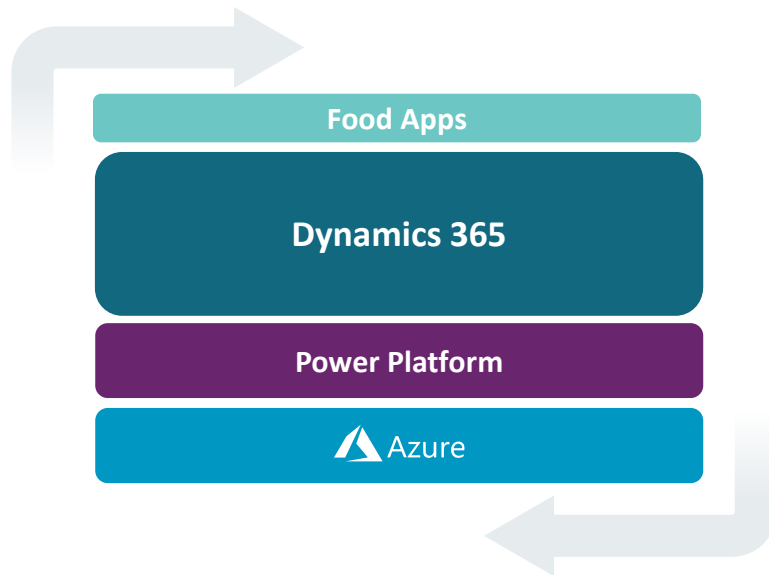
Offering AI-powered capabilities such as customer payment predictions or intelligent budget proposals. Making innovative technologies easily availability to improve your efficiency.



Advanced guidance

With Mixed Reality capabilities in Dynamics 365, you can give your employees the expert guidance wherever they are.

Intelligent



Dynamics for Food comes with two ERP-flavours, Business Central and Finance & Operations, each of them with different sets of appliances.



Business Central

Industry capabilities through partners

One country solution

Fast implementation



Finance & Operations

- 1 Built-in Industry capabilities
- 2 Multi country solution
- 3 Extended implementation time & complexity

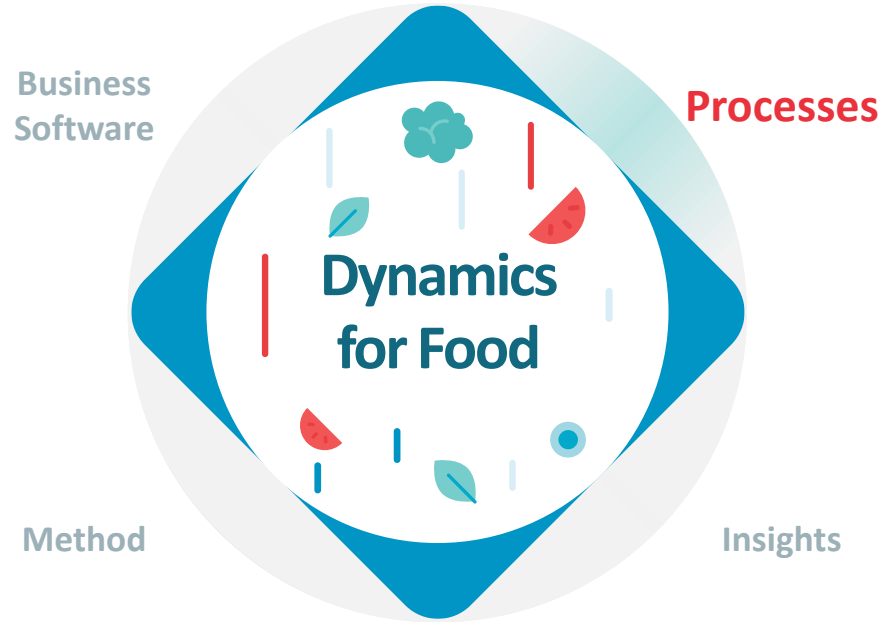


*“Every company is unique; we always look for **the right solution for each organization**. At Cegeka, we offer both applications and can help you to make the best fitting choice.*



Thibaut Heeren, Business Unit Manager at Cegeka

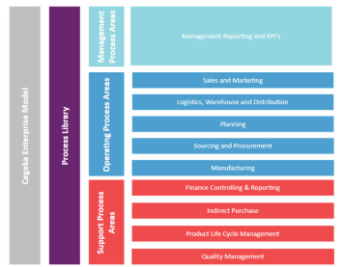
Building business continuity through intelligent, unified systems



Processes

Dynamics for Food offers food industry specific processes

Processes



- +500 Best Practice Processes
- Food Industry Specific Processes

**Industry
Accelerator**

Checklist

- * Check Lists for Internal Use
 - * Check Lists - Sales and Marketing
 - Check List - Determine Sales Related Product Data
 - * Check Lists - New Sales
 - * Check Lists - Customer Management
 - Check List - Register New Suspect/Prospect
 - Check List - Update Suspect/Prospect Data
 - Check List - Convert Prospect to Customer
 - Check List - Register New Customer

- Questions per process
- Collecting a comprehensive set of requirements

**Quality
Assurance**

Descriptions

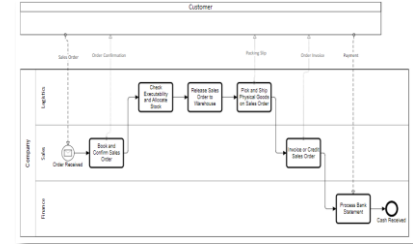
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- Starting point for work instructions
- Starting point for As Build documentation

**Fully
Documented**

End-2-end



- Cross department value streams
- Helicopter view

**End-2-end
Optimization**

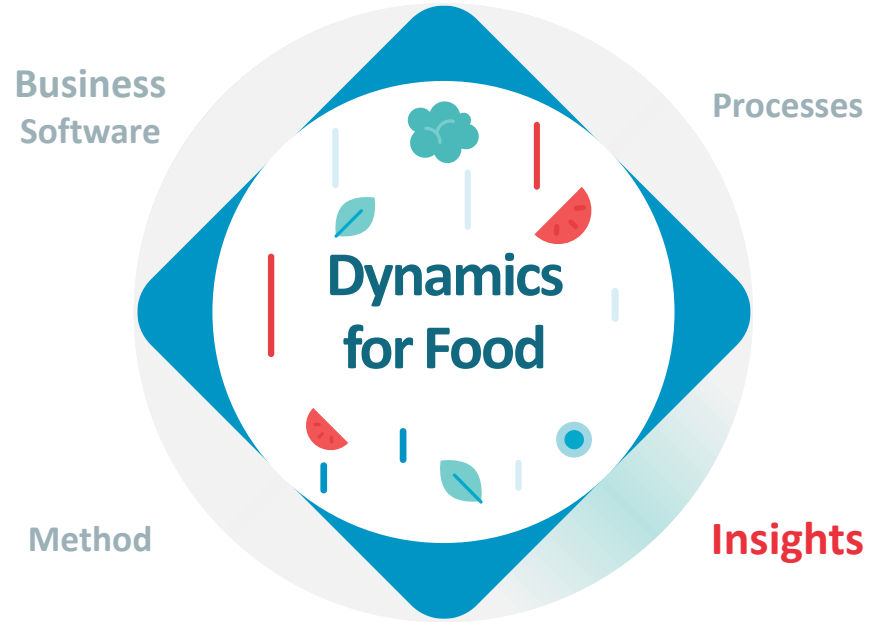


"It's not just about technology, you need to step up the effectiveness of your processes across the departments. The technology enables this. Therefore, we offer a set of Best Practice Processes as starting point of your project."



Stijn Geeroms, Sales Manager at Cegeka

Building business continuity through intelligent, unified systems



Business Insights

Dynamics for Food offers out of the box insights and dashboards



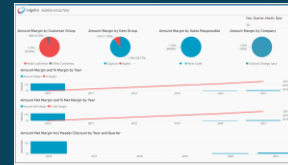
Sales Actuals vs Forecast



Customer Payments



Delivery Performance



Margin Evolution



Costing Details



Contract Fulfilment



Customer Profitability



Stock Expiry



Margin Analysis



Sales Analysis

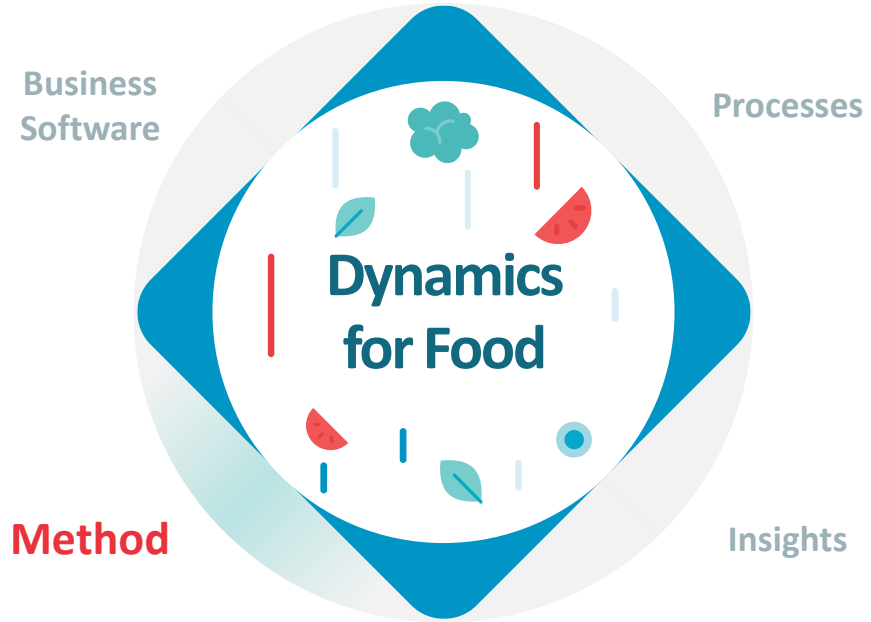


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*“Since the implementation we have **grown** approximately 5% and have **lesser** need for **administrative staff** compared to the period before **Microsoft Dynamics** .”*



Lieven Breemeersch, CEO at LANTMANNEN UNIBAKE

Proven Methodology

Dynamics for Food is implemented using a proven methodology



Fully Documented

- Templates
- Instructions

**Transparent &
Predictable**



Supporting Tools

- Collaboration tools
- Documentation & Reporting

**Collaborative &
In Control**



Academy & Guidance

- Trainings
- Coaching

**Professional &
Proven**

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SINCE 1947

VEPO
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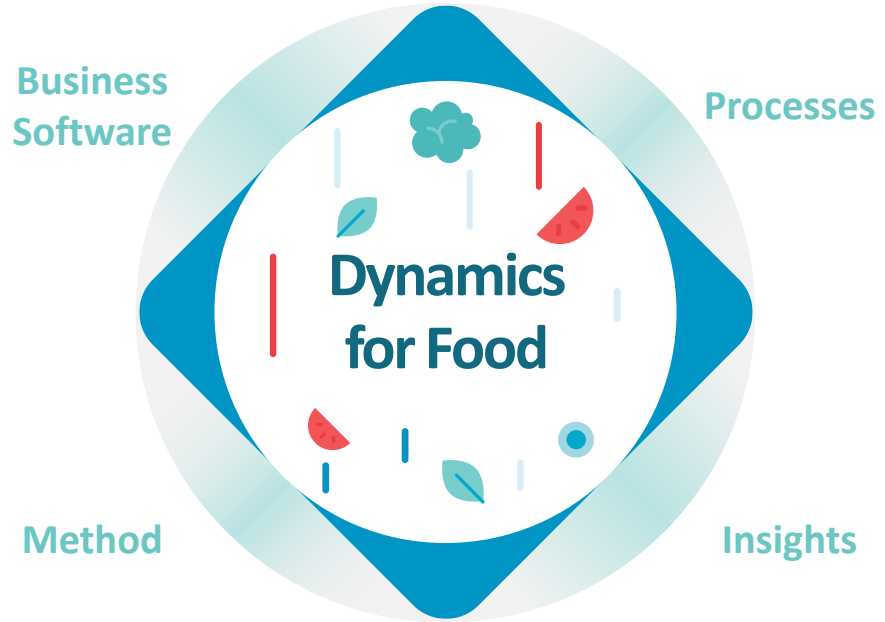
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