Infor Food & Beverage for the dairy industry

Engineered for speed

Dairies like yours differ greatly from each other in many ways. You may produce a variety of products specific to the tastes and preferences of your region. The sizes and volumes of many of the products you process may depend on seasonal changes in your area or your individual production capabilities. Even your operational processes may make you unique. As someone in the dairy industry, you know that when it comes to the industry as a whole, you also confront the same challenges that every business faces—how best to grow your company, become more agile, decrease your response times, keep your customers loyal, meet regulatory demands, become more competitive, and control your costs. In other words, you face the obstacles inherent in achieving, maintaining, and growing your business.

You find answers to these challenges in data about your operation and your market. You can increase your speed-to-customer only when you know how fast you achieve that now. You can improve your ability to introduce new products only when you know how and why your customers' tastes and preferences are changing. You need the facts about regulation changes before you can update your formulations, specifications, and labeling to satisfy those changes. You'll also use information to know how to deal with fluctuations in raw materials, production, and shipping to accommodate changes that affect your supply chain.

It all comes down to information and how fast and how well you can manage it. When you have the right information at the right time, you can measure results, such as attribute-level costing that factors in grade and market price. You can fine-tune recipes and processes based on data collected by measuring yield and variances of all ingredients. Ultimately, with the right information, you'll make better decisions, faster, using relevant data and contextual information right at the point you make decisions.

With Infor™ Food & Beverage, you get the most powerful, purpose-built, and complete suite of solutions developed specifically for food and beverage manufacturers, with tools and functionality explicitly engineered for the dairy industry. You get help to increase your speed to market, optimize your production, operations, and planning, and simplify and expedite your regulatory and customer compliance—all while lowering your overall costs.

Built to specification

You can't meet the unique needs of the dairy industry with generic software that treats all industries equally. At Infor, we understand that the dairy industry isn't like any other industry. So, we've created software that's tailored to the specific needs of this industry. We believe that one size fits one.

Infor Food & Beverage includes all the capabilities to manage the dairy lifecycle built-in—not bolted on.

So what does that mean for you? Faster deployments and fewer modifications. You get up and running more quickly, with fewer disruptions to your business. Upgrades are faster, too. So you can quickly adapt your business processes to the rapid changes of the dairy industry.

Focused on your success

With Infor Food & Beverage, you get a specialized solution for the various markets that make up the food and beverage industry, which means it offers the broadest, deepest solution for the dairy industry. You can access an integrated suite that addresses your most critical business processes, including those highlighted here.

You gain the benefit of the more than 30 years' experience Infor uses to serve the needs of food, dairy, and beverage producers worldwide with industry-specific solutions. With Infor Food & Beverage for the dairy industry, you get industry best practices that span the entire supply chain from development to delivery. Today, technologies such as enhanced collaboration functionality and built-in analytics help more than 1,500 food and beverage companies like yours succeed. Some of our dairy customers include:

- Brewster Dairy
- Dairy Farmers of America
- Darigold
- Organic Valley
- Parmalat
- Turkey Hill

For you to be successful in today's dairy market, you have to deal with new levels of complexity and critical challenges. Your planning and forecasting are becoming increasingly complex and therefore increasingly important for your company's profitability.

You're seeing consumer demands mounting and governmental and safety regulations becoming more stringent. Success for your dairy depends on your ability to effectively manage these challenges. With these increasingly complex and rapidly changing factors happening every day, old IT systems may not be able to handle the new needs of modern day, successful dairy companies. You may feel that certain systems did a passable job of handling the general complexities of the dairy industry of an earlier time.

Infor Food & Beverage helps you:

- Enhance demand planning and forecasting.
- Get better control over inventories.
- Collaborate with your value chain partners.
- Improve connectivity of solution components.
- Turn more gross revenue into net profit.
- Reduce errors and increase customer satisfaction significantly.

However, you're facing today's trends of consolidation, product diversity, new challenges around planning and forecasting, as well as new dairy regulations, and these systems may not account for everything your dairy will need in the future.

With Infor Food & Beverage, you get the tools to conquer your dairy business' biggest challenges, including continual changes to demand, ingredient availability, consumer tastes and trends, and regulations. Your dairy needs to be fast and nimble in order to overcome all the obstacles you face while trying to remain profitable. You'll get to operate at peak efficiency with Infor Food & Beverage for the dairy industry while addressing these specific dairy industry concerns:

Manage highly variable demand and availability
You'll be able to optimize manufacturing and distribution by predicting demand with more certainty using daily and seasonal forecasting, replenishment planning, inventory optimization, and promotional planning. You can bring pinpoint accuracy to your demand plans with Infor Food & Beverage's advanced statistical capabilities, combined with knowledge of the dairy market gained from internal and external collaboration. Our research has shown that most companies can meet customer service level agreements with 10% less finished goods inventory when using the inventory optimization strategies you'll find with Infor Food & Beverage.

Optimize your supply chain around industry-unique variables
With Infor Food & Beverage for the dairy industry, you can manage all your capacity and supply chain constraints, such as shelf-life limitations, contamination risks, and managing multiple plants and distribution centers.

You get to maximize tank utilization by intelligently sequencing lines, taking into account elements such as tank capacity, clean-in-process, and flavor contamination. In fact, dairy companies like yours that use Infor Food & Beverage commonly increase throughput 10% to 40%, while reducing compliance risk.

Maintain formula flexibility and meet regulatory compliance
You can develop new or revised recipes quickly and collaboratively, reduce the costs for new product introductions, and decrease product time to market by 50% or more with Infor Food & Beverage. You'll have tools to reduce the risk of ingredient contamination and meet quality and compliance mandates—including label production. To provide you with early and quick detection of problems, Infor Food & Beverage provides alerting and rapid escalation technologies. You can also perform lot and sub-lot track and trace throughout the supply chain for quick recall identification.

With Infor Food & Beverage, dairies like yours can respond quickly and profitably to disruptive events in your supply chain, minimize safety risks and the rising costs of compliance, and make the most of your precious production resources. You'll gain greater control and agility over your operations to boost profitability. And, because you'll be able to react to change faster than your competition, you'll be positioned to capitalize on new market opportunities

A new way of working

What would it mean if you could not only improve the efficiency of your business processes, but reinvent them? If the time you waste searching for information could be channeled into acting on it? If all your employees could be productive from anywhere?

Infor Food & Beverage for the dairy industry is built on ground-breaking technologies that deliver new levels of usability, connectivity, and insight. Based on the latest advances from both the consumer and enterprise worlds, these technologies change everything you thought you knew about business software.

Organized. Role-based dashboards and powerful personalization tools let you arrange graphs, key metrics, priority alerts, and favorite inquiries on a single screen, giving you one place to go for all the information you need to make better decisions, faster.

> "With the Infor solution, we're projecting a savings of $2 million per year...in addition to other operational savings."
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> —George Neill, Director of IT, Organic Valley of Farms

Mobile. Infor mobile applications put the power of your Infor solutions on your tablet or smartphone, so you can be productive anytime, from anywhere. Sales managers can view up-to-date information on customer orders and shipments, staying on top of critical information. Production managers can be in one plant, yet track the progress in another. With Infor mobile applications, out of the office doesn't mean out of touch.

Confident. Alerts and pre-defined workflows automatically deliver critical, role-based information to you, when you need it. Act faster with early notification of late deliveries, missed shipments, and quality failures, and be more proactive with your suppliers, customers, and production.

Connected. With warehouse inventory in one system, sales orders in another, and maintenance records in yet a third, it can be almost impossible to get a complete picture of your business. Infor's ION technology simplifies connectivity between your existing applications, both Infor and non-Infor. You get seamless integration and a unified user experience across all your systems.

Reliable. With Infor Food & Beverage, you get a single, reliable source for all your reports—even when information is drawn from multiple systems. Out-of-the-box, you'll benefit from powerful role-based reports and industry-specific business intelligence derived from our 30+ years in the food, beverage, and dairy industry.

Social. With our social collaboration capabilities, you can transform the way your company works. Imagine being able to work together on the same project or document in real-time. Finance managers can work on the same budget application simultaneously. Sales staff can work together on a new quotation. R&D can share new recipes with any production location. Everyone can work in communities of shared interests, collaborate more effectively, improve processes, act faster, be more productive, and get better results.

Partnering with you

Realize value faster with Infor's deployment and support options than with other business systems. Take advantage of deployment options that include cloud, on-premises, and hybrid deployments—so you can choose the option that makes the most sense for your business today, and maintain flexibility wherever your company winds up in the future. Whichever deployment option you choose, you'll have the same industry-specific functionality.

With the Infor implementation methodology, you'll streamline the steps required for a system implementation and get the key functionality you need to get up and running quickly. Benefit from a preconfigured database with predefined parameter settings and template master data such as items, equipment, services, suppliers, and customers. Save time and money, and take the guesswork out of deploying an enterprise management system.

When it comes to support, Infor can do a lot or a little depending on your needs and preferences. Infor Xtreme Support is designed to offer choices that fit your organization's evolving needs. By having options that align with your cost structure and existing in-house expertise, you can select the perfect balance for supporting and maintaining your software.

See results now

With this powerful management solution, you get information and analysis capabilities that can help you get your products to market more quickly than your competitors. You'll streamline your sourcing process, manage your inventory more effectively, and strengthen your collaboration with suppliers, partners, and customers. You'll also lower your distribution costs while strengthening your distribution process, improving your efficiency and customer service levels, and improving your current supply chain performance. Best of all, with Infor Food & Beverage you'll find you can take your dairy business to an entirely new level of performance.

With Infor Food & Beverage for the dairy industry, you can:

- Meet your customer demands, while minimizing shelf life issues with push-pull planning.

- Modify your formulas to use raw materials most effectively with recipe and formula optimization.

- Know the true cost of each product and adjust accordingly based on post process market-based cost allocation.

- Quickly and accurately trace suspect product using lot and sub-lot traceability and recall capabilities.

- Quickly adjust scheduling based on available raw materials to improve order fill rates and decrease waste by using daily and hourly forecasting and planning.

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About Infor.

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit www.infor.com.