NetSuite for Food and Beverage Distributors

One System to Manage Your
Distribution Business

ORACLE
NETSUITE

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As cloud applications mature and the world becomes more connected, upgrading a business' IT environment is no longer a way to get ahead—it's a requirement to keep pace. Food and beverage distributors seeking to capitalize on new global opportunities need to unify their supply chains, inventory and order processes to deliver the right products to the right people at the right time.

Food and beverage distributors also need an agile tech environment in order to capitalize on new business models. Whether expanding into a new channel, market or country, or fundamentally changing their business models, distributors need technology platforms to keep pace and innovate.

How Do Mismanaged Business Processes Impact the Success of Food and Beverage Suppliers?

Leading food and beverage suppliers tell us that unwieldy back-office processes and outdated technology can create a number of issues that can impact long-term success, including:

- High operational costs and inefficiencies – Time and money spent on manually managing business processes instead of on meeting customer needs.

- Manual information exchange – Multiple software applications (accounting, inventory management, HR, WMS) that do not communicate in real time.

- Lack of visibility into key business metrics – No ability to report on profitability by customers or products due to multiple systems and spreadsheets.

With all of these issues, food and beverage suppliers waste valuable time and energy. In today's highly competitive business environment, companies need to focus more on customer service and business strategy, and less on performing manual processes, managing numerous software systems and updating spreadsheets.

At the core of these issues impacting long-term success, we see a trend: food and beverage distributors relying on spreadsheets, aging on-premise systems, add-on solutions or worse, a combination of all three. With NetSuite's unified model, food and beverage suppliers can stop wasting time and resources managing multiple data silos while leveraging real-time visibility for insights into their business.

Successful distributors need to upgrade their back-office technology to capitalize on new opportunities. Streamlining operations is crucial to success for improved business practices, inventory and order management, and data-driven business decisions. In today's fast-paced business environment, having this insight can be the difference between thriving and barely surviving.

Comprehensive Financial Management: NetSuite Financials provide end-to-end visibility into receivables and payables. Businesses are able to automate the entire order-to-cash process and streamline the procure-to-pay and record-to-report processes. As a cloud-powered platform, NetSuite also enables real-time views of key, pre-built, easily customized financial reports plus insights into budgeting, expense allocations and amortization. This, in addition to flexible revenue analysis—by customer, service or product line—allows businesses to make informed business decisions.

Inventory Management: NetSuite provides intelligent control over inventory replenishment, helping ensure that sufficient stock is on hand to fill anticipated

NetSuite Food and Beverage Distribution Edition Offerings:

- Role-based, customizable dashboards

- Multiple entity management and consolidation

- Real-time, industry specific KPIs

- Integrated ERP, HCM, WMS, Supply Chain Management, Vendor Portals and Ecommerce

orders, while keeping excess stock to a minimum NetSuite Inventory Management enables you to:

- Dynamically manage item reorder points and preferred stock levels based on average lead time, historical or seasonal-based sales demand and number of days' supply to stock.

- Reduce lag time with real-time alerts whenever stock falls to predefined thresholds.

- Avoid "stock-outs" to maintain continuity.

Demand Planning: NetSuite's native demand planning module is specifically designed to provide the user with the ability to predict required inventory based on historical demand or sales forecasts. This innovative tool offers the right balance of powerful functionality and ease-of-use to help you manage your inventory more efficiently.

Procurement: With NetSuite Procurement, distributors are able to automate much of the purchasing process. Companies are able to effectively manage vendor relationships, streamline and improve the accuracy of source-to-pay processes by enforcing approvals, automate and link key transactions, and establish matching workflows to meet compliance guidelines.

> "NetSuite's been able to keep up with our explosive growth. We can triple our volume right now and it wouldn't impact our systems."

Green Rabbit

Supply Chain Management (SCM): NetSuite has invested heavily into its Supply Chain Management including:

- Product data management, which allows for engineering change order (ECO) capabilities to manage changes that affect the supply chain.

- Supply chain control tower, which acts as central point of visibility for inventory across all subsidiaries/companies around the world to help schedulers, planners and buyers make the right decisions, communicate effectively with customers and suppliers, and hold just the right amount of inventory.

- Inbound shipment management, which enables a business ordering large quantities of product from multiple manufacturers to consolidate multiple purchase orders into a single container to simplify future tracking and status updates.

Multiple Entity Management and Consolidation: NetSuite OneWorld helps food and beverage distributors with multiple locations and subsidiaries streamline operations and provides real-time visibility at the local, regional and headquarter levels within a single system. With OneWorld, distributors can develop standard business processes, and deploy them across their divisions and subsidiaries at the click of a button.

With support for over 190 currencies, 27 languages and customer deployments in 203 countries and dependent territories, and country-specific accounting standards across the Americas, Europe, Asia, Middle East and Africa, NetSuite OneWorld enables organizations to seamlessly meet the individual needs of local operations and easily adapt to the latest accounting standards and regulations.

Ecommerce: As the distribution industry trends toward direct-to-consumer sales and business-to-business portals, SuiteCommerce empowers businesses to create a unique, personalized, and compelling mobile and web experience.

Human Capital Management (HCM): In such a high churn industry, having the right HR system in place is critical. NetSuite SuitePeople empowers managers and HR professionals to streamline employee information, new hires, employee onboarding, payroll, promotions and compensation changes, all from a single suite. Key features include:

- Core HR Capabilities
- Payroll
- Employee Center
- HR Analytics

Customer Relationship Management (CRM): As you scale and acquire customers, NetSuite CRM provides a seamless flow of information across the entire customer lifecycle—from lead all the way through opportunity, sales order, fulfillment, renewal, upsell, cross-sell and support. In addition

"The NetSuite platform is something that can absolutely grow with us as we're growing our business."

Global Food Solutions

to delivering real-time visibility of your customers, NetSuite CRM mobility extends collaboration and productivity beyond the workplace. With intuitive tools that provide your employees with the ability to easily access and upload important data they need outside the office, they're empowered with information at their fingertips.

In addition, the SuiteCloud development platform enables customized mobile applications for all unique business needs, while complementary mobile solutions from SuiteCloud Developer Network partners enable you to extend mobile functionality in such areas as sales and warehousing—regardless of the mobile platform your organization uses.
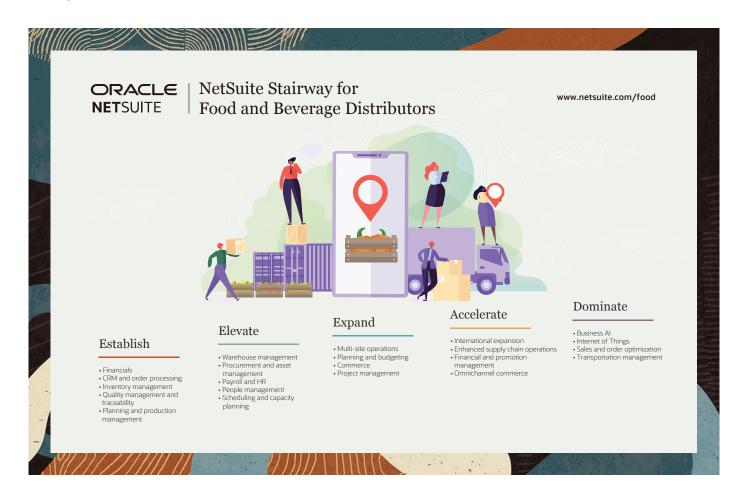
A Pathway to Success

With NetSuite, food and beverage distributors are getting more than just a software package—they are getting a lifelong business partner that is committed to their success. Built with industry-based leading practices derived from over 20 years of collective implementation experience, NetSuite is designed to deliver value on day one. Moreover, we take a consultative approach—from sales to implementation to support—to ensure continuity across your lifecycle as a customer. We have a deep understanding of the challenges food and beverage distributors are facing in today's market. As the pace of change accelerates, NetSuite is here to keep you on a pathway to success.

ORACLE NETSUITE | NetSuite Stairway for Food and Beverage Distributors

www.netsuite.com/food

Establish
- Financials
- CRM and order processing
- Inventory management
- Quality management and traceability
- Planning and production management

Elevate
- Warehouse management
- Procurement and asset management
- Payroll and HR
- People management
- Scheduling and capacity planning

Expand
- Multi-site operations
- Planning and budgeting
- Commerce
- Project management

Accelerate
- International expansion
- Enhanced supply chain operations
- Financial and promotion management
- Omnichannel commerce

Dominate
- Business AI
- Internet of Things
- Sales and order optimization
- Transportation management