

justfoodERP

PRODUCT OVERVIEW



PURPOSE

Prospective Customers often ask "What have you added to standard NAV that makes JustFoodERP special?" There are a number of ways to answer that question. This document attempts to answer the question by identifying high level features that we have reflected into the product over the years.

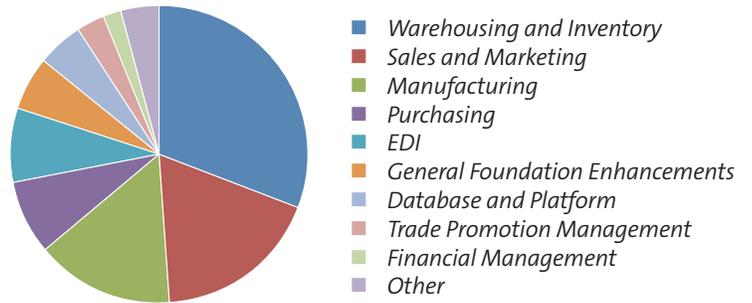
"What have you added to standard NAV that makes JustFoodERP special?"

This document attempts to answer the question by identifying high level features that we have reflected into the product over the years.

In reality, if we listed every feature that made it into the product, it would be a boring read as we add 400-500 new features each year. What you see in this document is a high level overview of the functionality improvements we have made to Microsoft Dynamics NAV.

What functional areas have we focused on over the years?

The chart below shares some perspective. The majority of our added functionality is in Inventory, Sales & Marketing, and Manufacturing; though as noted below, every area of the system has been developed.

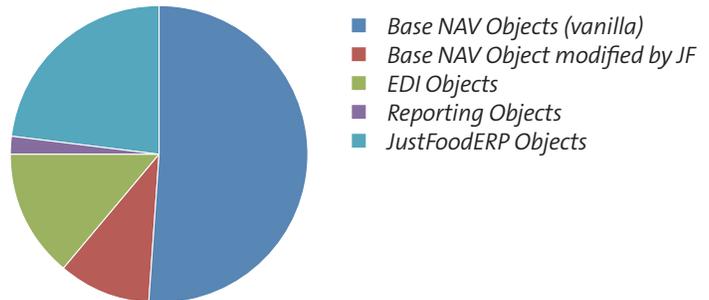


How much JustFoodERP functionality is there?

MS Dynamics NAV, out of the box, represents 5921 "objects". What's an object? Think of it as something that contains program logic. JustFoodERP has extended the functionality of 1175 of these objects to be more specific to the food industry. An example of that might be an Item Card. Sure, one exists in NAV, but then JustFoodERP tailors the Item Card and makes it more specific to food companies. An example of this would be the addition of nutritional or allergen properties.

JustFoodERP has added 2665 of its own objects containing functions that Dynamics NAV did not support. Additionally with reporting objects and EDI functions, you get a system that is twice the footprint of base NAV.

With JustFoodERP you get a system that is twice the footprint of base Dynamics NAV



SALES & MARKETING

Sales Order Entry Options

In addition to the basic sales order functionality, JustFoodERP provides additional order entry methods including Standing Order/Shadow Order functionality. This is common in bakery and route delivery environments where a given customer orders the same product each day of the week. A template order can be established to quickly limit the amount of entry required on a new order.

JustFoodERP also introduced a Quick Order concept that strips out advanced posting functions useful for customers who want to defer transaction processing of rebates, pricing, or other calculations.

In addition, Sales Order Import tool allows JustFoodERP to capture orders that may come from a shopping cart application, external customer file, or External Point of Sale system.

External Sales Order functionality can receive scanned data back to JustFoodERP in order to capture Point of Sales data. Useful for customers who deal with distributors and need to report rebate programs against sale information to the end customer/consumer. As a by-product of receiving this information, consumer data is provided and can be captured for analysis purposes.

Order Rules Management

A full Order Rules Approval process ensures that the right eyes are reviewing an order before invoicing. Rules can be based on customer, or items, minimum quantities, or multiple quantity orders; partial pallet or full pallet order rules.

For sales orders, JustFoodERP provides the ability to setup users and user groups who can approve orders over a certain credit limit, overdue balance, or orders over a certain margin percentage.

Common in the food industry, JustFoodERP introduced a Back Order Tolerance. Basically closing sales (or purchase orders) that are within a defined percentage of the whole order.

Pricing Rules & Sales Price Calculations

JustFoodERP has extended Pricing rules functionality common to the food industry. This includes variations of Bracket Pricing, Delivered Pricing, application of Customer Item Surcharges, Document Surcharges (additional charges applying to the order). Pricing functionality is integrated into Calendar features as well as Campaign functionality.

JustFoodERP added more sales type brackets like Customer Buying Group and Price List Groupings. Also allowing for specific hierarchies in determining the pricing rules.

For food companies working extensively with commodities and cost fluctuation, Cost Plus pricing functionality is available, not only based on inventory cost but could be alternate cost or fixed costs.

Customer Item Surcharges

This provides ability to include any landing costs such as Freight, Logistics, and tracking costs to an order, before receipt of the invoice. Zones functionality allows prices to be applied to specific zones of delivery, with charges based on delivery zone

Part of the Extended Price matrix, JustFoodERP allows certain item charges to be applied in combination of customers or customers groups, as well as items, or item groups. Includes options for invoice printing

A Cost Worksheet gives customers the ability to stage expected costs for freight duty brokerage for sales and purchase orders.

Estimating

JustFoodERP provides an Estimating module to simplify the quoting process with customers. Automatically linking to Microsoft Excel for what-if analysis, JustFoodERP will allow a sales person to take a simulated production order, and input all the direct and indirect costs into a quote. By incorporating marketing or promotional costs into the analysis, the sales person can get a full perspective on order profitability. The result will be more accurate and standardized quoting procedures.

● Commissions

Create highly configurable commission structures based on sales person and sales manager hierarchies. Commission rates can include margin, quantity, and price; and can have multiple calculation methods and be based on customer, product, or regions. Supports broker based arrangements as well.

● Rebates

Create rebate structures based on customer or item. Rebates can have minimum quantity rules as well as start and end dates. This module automatically creates accruals to the appropriate G/L accounts allowing you to realize the rebate if and when the customer chooses to take advantage of them.

● Trade Promotion Management

JustFoodERP provides functionality for customers that need to plan for trade promotion spend. Integrated directly to the Rebate functionality, Trade Promotions provides an approval process for suggested promotion, and allows your company to track non-inventory related expenses and sales activity to the promotion itself. A matching process allows companies to reconcile and clear promotions against the customer.

● Integrated EDI

JustFoodERP fully integrates the functionality required to electronically receive orders, access released sales orders, manifests and bills of lading, as well as invoices and credit memos. Rate shopping, Advanced Shipment Notice, and Freight reconciliation is also available. Label Formatter makes label creation for UPC, and other bar code requirements easy. JustFoodERP has pre-mapped over eighty trading partner documents including invoice documents (810,880), purchase order documents (850,875), remittance (820), advanced shipping notices (ASN 856), and more. If preferred, JustFoodERP also works with Cloud based EDI service providers like SPS Commerce for hassle free setup and maintenance.

● Contact Reference Tracking

Creates functionality for Complaint Management within the CRM module. Customer service employees can log "references" detailing the necessary information about each complaint. The module can generate tasks, interactions, and quality audits based on the nature of the complaint. Employees can generate Item Trace or Recall procedures from the reference card, and attach any documents or images as appropriate.

FOOD SAFETY

● Traceability and Recall

JustFoodERP offers full bi-directional traceability. By incorporating item tracking from receiving all the way through to finished goods, it is possible to satisfy both vendor based and customer based product inquiries. Track a suspect raw material in seconds, find out which batches and finished products it is related to. Automatically generate a recall procedure and recall letter to the impacted vendors or customers including the date of delivery, quantity shipped, and lot numbers impacted.

● Country of Origin

In order to properly support recent changes to Country of Origin Legislation (COOL), JustFoodERP has attributes that associate raw materials to their country of origin. This functionality is pervasive throughout the application and applies to order rules on sales orders, picking functionality, quality management, and other areas.

● Certificate of Analysis

For companies that need to supply and validate CofA information, JustFoodERP supports this by setting up item/customer combinations. This can impact how information is recorded on the floor and how paperwork is prepared at the time of shipping.

● Quality Assurance

Support key quality assurance initiatives including HACCP recognition. Whether your production environment has an internal lab or outsources quality tests, JustFoodERP's quality module will help you track and control key results.

Quality audits will automatically be scheduled based on raw materials receiving, production, or packaging steps. Integration to hand held and mobile devices makes it easy for your shop floor workers to record results.

Quality Procedures can be set up based on customer or item and can define the exact testing methods and tolerances for results. The quality module can even be extended to the testing of physical assets like your plant or equipment, or even include vendor/customer performance approval such as credit checks.

● Preventive Maintenance

Integrate full Maintenance planning and corrective action into JustFoodERP.

Work Orders, MRO purchasing, fixed asset management, and production scheduling is fully integrated with the PM module.

Track and record calibration results, analyze fault reasons and fault effects. Fully track cost of maintenance per unit of measure (cycle, hour, etc).

Group work orders by Group allowing for instant trendscape analysis by day, month, quarter, or year.

INVENTORY & PRODUCTION

● Recipe Management

JustFoodERP combines components such as ingredients with procedures, such as cooking/baking instructions. Easily produce recipe cards. Batch management, including batch equalization, allows you to plan batches based on batch size constraints or demand. Expiry Analysis identifies raw material, or finished goods inventory that should be used on a FEFO (first expiry, first out) basis, including the ability identify soon to expire products. Co-Product and By-Product support ensures you properly account for all costs.

Recipe Management is extended to support R&D processes including BOM versioning, BOM approval and trial processes.

● Item Properties

JustFoodERP offers an item property-based approach to tracking your finished goods, raw materials, or WIP items. Item Properties is used to designate allergens or organic products. By capturing the properties, rules can be applied for inventory movement or other factors like planning. In addition, Item Properties functionality is used for Nutritional Facts and Ingredient Declaration. With this, customers can print nutritional facts information directly from JustFoodERP, even as Bill of Material versions change or are updated the system can recalculate nutritional.

● Units Of Measure & Catch Weight

JustFoodERP handles constant and secondary units of measure. Any calculation based on a measure can be accurately converted using constants. For example, batches, recipes, or other measures can be converted from pounds to grams, or liters to ounces automatically. Secondary Unit of Measure standardizes pounds or other measurements to unit based measurements such as case quantities, boxes, pallets or other item quantities. Catch Weight functionality supported for environments that have variability, a common requirement with protein industries.

● Item Analysis

There is "Item Analysis by Usage" which can be used to build raw material forecasts based on item usage history, and "Item Analysis by Sales" which can be used to build finished good forecasts based on sales history. Settings on the item card provide the ability to restrict the amount of history to include, and "markup" historic activity to reflect anticipated usage/sales based on promotions, seasonality, etc.

● Production Capacity Overview

JustFoodERP added a Capacity Overview form/page that provides a single access point to see work center and machine center capacities and load by date. This is typically used to load balance a production day.

We also added the production scheduling property on the item to aid in the automation of production scheduling by assisting with optimal sequencing of the production orders based on allergens, color, etc. as defined on the items.

● Production & Execution

JustFoodERP extended a number of pre-existing concepts in Production including the ability to do BOM by location, and routing by location; essential for companies supporting multi-plant situations where one item can be manufactured at different facilities. On top of this, a batch equalization feature for companies that do many batches per production order (ex. Bakery) where they want to equalize the size of the batch throughout the production order. JustFoodERP also offers Shop Floor execution supporting materials consumption using touch screen devices, as well as production recording using touch screen or scanning devices. MES integration for MES/PLC systems that can supply consumption information in real-time is also supported.

● Costing

JustFoodERP added a convenient costing view that allows companies to see the costing breakdown by broad categories such as RAW, WIP, PACKAGING or other definitions. Alternate Cost functionality is also added allowing customers to analyze multiple costing methods for different purposes, simultaneously.

● User Defined Fields

Provides customers with the added flexibility of capturing business specific information at the Item Card level, without relying on the need to customize the standard form or table. This functionality is added to master files and flows through transactional documents. The functionality is 'smart' in that it can allow companies to define the field type, as well as create algorithms (if, then, else logic) to generate values. User Defined Fields extends some flexibility to customers without relying on Project Development.

● Containers

Ability to put pallet licenses on inventory, move that inventory (multiple items and multiple lots) ship and provide Advanced Shipment Notifications (ASNs). Containers can be broken down into its components for inventory tracking and movement purposes. The functionality is fully integrated with JustFoodERP's handheld functionality, JF Floor.

● Direct to Store

JustFoodERP's Direct-to-Store granule is ideally suited to companies that rely on direct store delivery as a core element to their business. When working with fresh delivered products, food companies need to take different approaches to sales order management, production forecasting, and order fulfillment.

On the sales order side, this JustFoodERP granule supports the concept of a standing order. Order templates make it easy to create shadow orders.

Forecast Scheduling allows customers to quickly review current product demand, comparing against quantity on hand, quantity on order, and average quantity sales week over week. For example, a bakery can compare the sales of an item for the past three Wednesdays against the current Wednesday demand, and against current quantities on hand.

For customers that have route management considerations, JustFoodERP's granule can aid the route sequence for each route or truck. Customer sequences can be supported with a MS MapPoint integration to provide drivers with optimized route.

● Warehouse Management

A number of improvements were made to NAV's Warehouse Management functionality including the ability to track trailer reference numbers and track shipment information, shipping in a different unit of measure than what was sold, features for bin replenishment, added picking algorithms for container picking and FEFO picking, as well as enhanced expiration date management. (For example, restricting sale of a product but allowing movement for disposition, etc). In addition to this, simplified picking rules are made less restrictive in a food production environment while maintaining principals of FEFO/WMS and good inventory practice.

● Logistics

The JustFoodERP Logistics Management granule provides a customer with the ability to manage two important aspects of Logistics Planning: Shipment Load Consolidation, and Logistics Run Planning.

Shipment load consolidation helps combine sales orders that are ready to be shipped. Orders are consolidated based on a number of criteria including weight, cubage, etc.

Logistics Run planning defines the transportation route that a shipment agent should follow for successful delivery. Logistics Route functionality allows customers to have a default route and default daily routes for delivery.

The module defines a number of records including trucks, trailers, drivers, routes, licensing (licensed for the state, drivers licensed, etc) and manage daily routes based on those criteria. RoadNet integration often used for optimized load planning is also supported. JustFoodERP consolidates manifests and other paperwork, captures actual drop off times so that you can validate any customer performance penalties, as well as measure driver performance. Less than Truck Loads can be consolidated using a tool that factors in stack heights, weight, and other dimensional information.

● JF Floor

JustFoodERP's Floor is a platform that extends Inventory and Warehouse Management functions to handheld devices. Using Web Services, JF Floor represents the ability to manage bin level inventory transactions through RF and mobile devices connected wirelessly to the network. Functions include PO Receiving, Warehouse Receiving, Warehouse Put-away, Warehouse Pick, Warehouse Shipping, Dynamic Move, Physical Inventory Counts, Quality Audit, Bin Replenishment, Product Lookup, Production Output, and Label Printing.

PURCHASING

Vendor Performance Management

Creates a new vendor journal that audits changes to receive dates, receive quantities, pricing, and quality. The creation of the journal allows customers to analyze orders and gauge vendor performance. Information from the journal can be analyzed through reporting, or Excel.

Document Distribution

Allows users to send reports and documents in PDF format by email. Special setups are available for documents that are typically interfaced with customers and vendors, such as Invoices, Customer Statements, and Purchase Orders. These documents can be setup to have distribution groups, integrating to contact management, or a simple list of emails. When a particular document is requested to be sent, the software automatically knows who to include in the distribution. With this granule, users can send any report by email in PDF factory, within one step.

Vendor Approval

Vendor approval process ensures that the right eyes are reviewing an order before invoicing. Rules can be based on customer, or items, minimum quantities, or multiple quantity orders.

Integrated Quality Audit Matrix

JustFoodERP allows you to setup quality audits specific to vendors, common when certain vendors have poor quality performance, or new when new vendors are added to the supply chain. Spot check vendor over periodic receipts.

Vendor Item Surcharges

This provides ability to include any landing costs such as Freight, Logistics, and tracking costs to an order, before receipt of the invoice.

Vendor EDI

Automate order and invoice process with vendors requiring EDI integration.

Purchase Order Consolidation

Consolidate a mix of items into one Blanket Order, useful if purchasing items that can be used as substitutes of one another.

Receipt Tolerance

Allows for under or over receiving, common when dealing with weight based receiving. JustFoodERP also supports receiving in a different unit of measure than ordered. UOM functionality converts the unit of measure quantities downstream.

Grower Management

JustFoodERP manages Grower requirements including commodity reservations, grower accounting, bill backs, inventory allocations, co-products, as well as production processes for growers that repack.

TIME CLOCK AND LABOR SCHEDULING

Labor Scheduling

Working in conjunction with Production Scheduling, JustFoodERP's Labor Scheduling granule will aid the staff scheduling process.

Using employee attributes or preferences such as shift groups, employee class, union Codes, shift preferences, employee skills or certifications; the granule will recommend a schedule based on the current production plan.

The labor scheduling granule works in conjunction with the time clock module to inform employees if they are scheduled for shifts, or what work center they are scheduled to as they swipe in.

Time Clock

Working in conjunction with Symbol's MK1200 bar code reader, JustFoodERP's Time Clock granule is a great alternative to existing time clock systems on the market today. Being a bar code driven device, the time clock functions can be extended to RF hand held units that could be deployed on the plant floor. Employees can "swipe" in and out of the wall mounted unit. Business logic can validate if the employee is scheduled for a work shift. Using an Internet Explorer browser, employees can be instructed to a specific work center. The time clock granule supports "punch to punch" rules, or advanced logic in the event that companies deduct pay for late swipe or round up for early swipe. The time clock granule can feed the payroll journal, interfacing to external payroll systems, or MS Dynamics NAV's own payroll module. Actual labor can be applied to machine centers or production orders for accurate labor costs.

CONCLUSION

This document is a high level overview of what is contained in JustFoodERP. The functionality developed is influenced by our Customer Advisory Council, our customer requests process through www.ilovejf.com, and a rigorous research and development process led by our dedicated Product Manager.

If you have specific functionality questions, you are welcome to contact our Product Manager at ProductManager@JustFoodERP.com

