



softengine
Food One
Powered by SAP

**Optimizing business and compliance processes
for the food and beverage industry**

Building upon SAP Business One's industry-leading ERP solution for small- to mid-sized, fast-growing companies, Softengine's Food One Suite delivers unbeatable inventory control, warehouse management, lot traceability, recall functionality and much more.

**The fully configurable Food One solution tackles the
unique challenges of the Food & Beverage Industry**

- Food Safety
- Regulatory Compliance
- Product Recalls
- Consistent Product Quality
- Product Line Profitability
- Pricing & Trade Promotions Management
- Optimized Inventory Levels
- CRM
- Supplier Quality

"From the initial purchase order to production to invoicing and shipping, SAP Business One, Food One pulls everything together. Plus, our financial information is always up-to-date and accessible in real time, so we never have to wait for nightly or weekly postings."

**Rosangela Borruso,
Vice President,
Castle Importing, Inc.**

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Key Features of SAP Business One, Food One

- Full ERP (Complete Financial, Procurement, Billing)
- Fully Automated, Real-Time Inventory Control System
- Catch Weights Management
- Fish and Meat Processing — Fully Integrated with Scales, Label Printers and Scanning Devices
- Comprehensive QA/QC Module, Transmittal Forms, COA and COC Generation
- Blending Station
- Comprehensive Warehouse Management — Mobile
- Superior Lot Control Functionality
- Workflow, Alert and Approval Monitor
- Raw Materials Management
- Hazardous Material Handling
- Regulatory Approval and Tracking
- Embedded Customer Relationship Management
- Customer Call Center Management
- Customer & Vendor Order Guides
- Route Planning & Daily Route Management
- Remote Sales Order Entry — Mobile
- EDI & Web Portal (B2B & B2C)



Bi-Directional Lot Tracing and Recall Functionality



SAP Business One, Food One delivers complete traceability of every step and ingredient in a food business's complex cycle, starting with the purchase of raw materials, all the way through to shipping and invoicing finished products. Softengine developed a unique Multi-Level Trace feature, which automatically traces every step and ingredient of the entire cycle backward from the shipping documents received by the customer to the initial purchase order sent to the vendor. Armed with this solution, food-based businesses are able to conduct quick and precise recall practice runs and actual recalls, and maintain total compliance with all FDA requirements. Once the specific items for recall have been identified, you can press the Lock and Recall button, which freezes those items from any further processing and automatically generates a recall letter. This letter can then be sent to the appropriate vendors and customers associated with those items, thereby ensuring that every product is recalled and taken out of circulation.

Order Guides Streamline Ordering Process for both Customers and Vendors



Softengine augmented the core functionality in SAP Business One to create Sales Order Guides and Purchase Order Guides — catalogs of items designed to streamline the ordering process between customers and vendors. When you access the Order Guides feature, you can view the purchase history of any customer or your purchase history from any vendor, including the last price paid and quantity ordered for a particular item. A great time-saving benefit of the Order Guides is that you can use information from previous orders, just by selecting the previously ordered items and clicking one button.

Raw Materials Management



SAP Business One, Food One offers top-flight raw materials management, including issuing and tracking support, potency control, catch-weight capabilities and conversion of material from one unit of measure to another.

Delivery Route Management



Establish default delivery routes for each day of the week and automatically assign the delivery route to applicable sales orders. Optionally interfaces to Roadnet.

Flexible Commissions and Rebates Management



SAP Business One, Food One offers multiple commission and rebate types. A salesperson or broker might get paid a commission for each item sold based on a percentage of the sale price or a fixed dollar amount by the case/pound. Similar options apply to rebates, where customers might earn a rebate on a per-pound or per-case basis and apply that to a future purchase or they might get their rebate in the form of a discount at the time of purchase. The parameters for commissions and rebates may be changed at any time.





Hazardous Material Handling

SAP Business One, Food One ERP systems identify, store, label and provide automated procedures for handling high-risk or incompatible products.



QA Module

Suppliers and manufacturers in the food industry face common challenges to meet continuously rising quality standards and regulatory requirements. Softengine has deployed its extensive experience in this industry and developed a comprehensive QA module, based on the industry's best practices. The QA module is compliant with the FDA and the USDA requirements, and helps the business streamline its QA processes, reduce related costs and shorten cycle times.

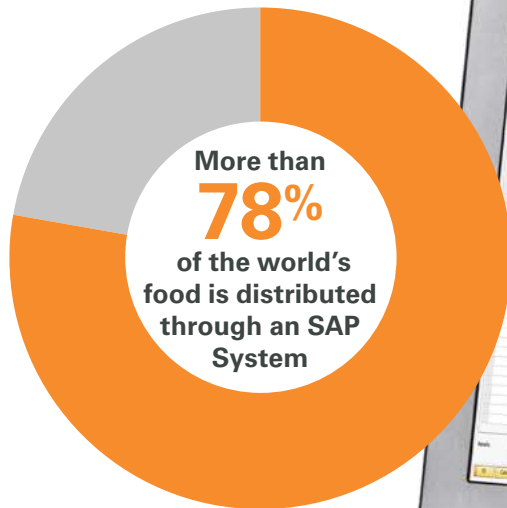


Key features:

- Flexible QA plans and tests matrix
- QA Dashboard — control the entire QA process on one screen
- Generate and email Transmittal forms to external labs
- Generate COA and COC
- Complete audit trail and revision management

SAP Quick Facts

- SAP touches \$16 trillion of consumer purchases around the world
- More than 70,000 users in 50 countries currently run SAP's solutions for small- to mid-sized businesses





Why Food and Beverage Companies Run Better with SAP

With SAP, your fast-moving food and beverage manufacturing company can gain the competitive edge it needs. SAP enables you to get the flexibility necessary to boost responsiveness, track products from suppliers to customers, improve quality control, optimize purchasing, deliver safe products to consumers and stay in compliance with strict FDA regulations that demand traceability.

Blending Station

Softengine developed the blending station solution to support those food manufacturers who blend multiple ingredients into a finished product. With a user-friendly interface on a touch screen, there's no need for a keyboard to enter data.

The functionality takes the recipe and displays it on the screen. The application is integrated with the scale to capture the weight. You can set up and manage tolerance by ingredient to block or warn the operator if the issued weight or quantity is outside of tolerance.



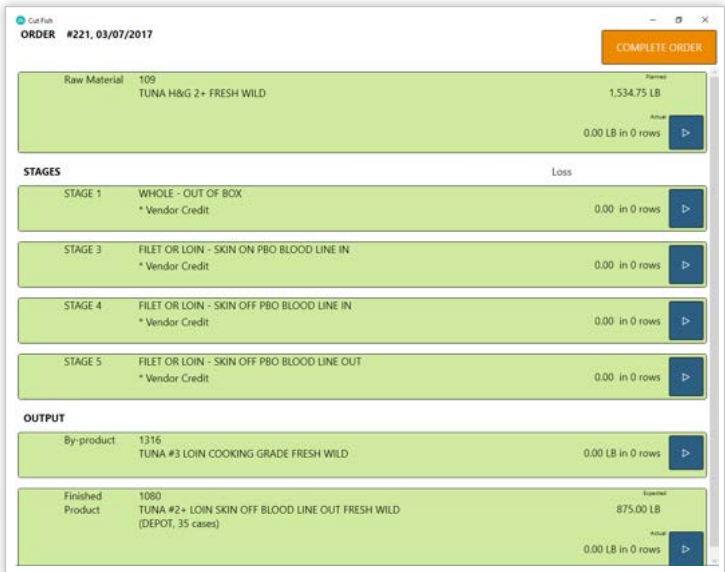
Fish and Meat Processing

Using our extensive experience in the fish and meat processing industry, we have developed an end-to-end application to handle the process, from receipt of raw material, through material consumption, to packaged product. The application tracks consumption and calculates the actual yield for every step of the process. Spoilage and loss, as well as damaged product are captured, and a request for supplier credit can be automatically created for damaged product. Yield and Performance reports can be generated at the work order level or daily.



The application supports multiple reporting stations throughout the processing line, and integrates touch screens, barcode scanners, scales and label printers for a streamlined process and a user-friendly interface.

1. By-product and waste capture
2. Spoilage and loss management
3. Multi-stage yield calculation, yield analysis
4. Weight and package automatic label printing
5. Barcode scanning, to minimize manual entries and human errors
6. Full integration with scales, scan guns, label and pallet printers, and touch screens
7. Catch weight management
8. COOL labels
9. Sustainability management
10. Quality, HACCP and Safety
11. Supports all types of finished product: whole, drawn, dressed, value-added and more
12. FDA and USDA compliant



Contact Us:

For more information on how SAP Business One and Softengine can help your company increase productivity with accurate, real-time information, visit softengine.com or contact us at 877.704.7001 or sales@softengine.com