

## Food & Beverage

### **Customer Management**

- ▶ Opportunity Management
- ▶ Customers & Prospects
- ▶ Campaign Management
- ▶ Activity Management
- ▶ Field order Management
- ▶ Retail Shelf Compliance

### **Sales Management**

- ▶ Web Ordering B2B & B2C
- ▶ Invoicing, Returns & Credits
- ▶ Customer Service
- ▶ Contact Planning
- ▶ Discounts, Bonus & Commissions
- ▶ Self-Service Order Portal

### **Strategic and Tactical Planning**

- ▶ Supply Chain design and risk management
- ▶ Sales & Operations Planning (S&OP)
- ▶ Profit & Service level Opt.
- ▶ Push and Pull Planning
- ▶ Yield Optimization

### **Operational Planning**

- ▶ Demand Planning
- ▶ Capacity Planning
- ▶ SCO-Multilevel Planning
- ▶ Sequencing and Cleaning
- ▶ Lot Expiration Planning
- ▶ Stock Build Optimization

### **Product Lifecycle Management**

- ▶ Product Data Management
- ▶ Recipe Development
- ▶ Collaborative Packaging Design
- ▶ Nutritional Labeling & Analysis
- ▶ Regulatory Compliance

### **Sourcing & Procurement**

- ▶ Supplier Development
- ▶ Qualification and Selection
- ▶ Strategic Sourcing
- ▶ Tactical Sourcing
- ▶ Centralized Purchasing
- ▶ Local Market Purchasing

### **Inventory Management**

- ▶ Package Mgmt & SSCC
- ▶ Lot Status
- ▶ Shelf Life/Sell by Control
- ▶ Attributes
- ▶ Catch-Weight

### **Manufacturing Execution**

- ▶ Batch Processing
- ▶ Repetitive Processing
- ▶ Resource Sequencing
- ▶ Tank Optimization
- ▶ Yield Management
- ▶ Co-Product/By-Product Alternate Routings
- ▶ Order & Actual Costing

### **Warehousing & Transportation**

- ▶ Barcoding/RFID
- ▶ Route Planning and Vehicle Scheduling
- ▶ Global Track and Trace
- ▶ Reusable containers
- ▶ Cross-dock

### **Product Data Management**

- ▶ Recipes/Formula
- ▶ Change Management
- ▶ Batch Sizing
- ▶ Reverse BoMs
- ▶ By & Co products
- ▶ Potency & Compensators

### **Trade Management**

- ▶ List Price Management
- ▶ Promotional Pricing
- ▶ Trade Funds Management
- ▶ Trade Spend
- ▶ Trade Discounting
- ▶ Rebates

### **Safety & Quality**

- ▶ Specification Management
- ▶ Shelf-Life Management
- ▶ Lot Traceability & Recall
- ▶ Customer Lot Qualifiers
- ▶ Quality Management
- ▶ Laboratory Inspection
- ▶ Lot Certificates

### **Enterprise Asset Management**

- ▶ Preventive, Predictive and Condition-Based
- ▶ Planning and Scheduling
- ▶ Sustainability, Energy Reduction, Compliance
- ▶ Risk Management
- ▶ Lifecycle Cost Management

### **Human Capital Management**

- ▶ Personnel, Benefits and Payroll
- ▶ Workforce Management
- ▶ Talent Management
- ▶ Training and Certification
- ▶ Health and Safety

### **Financial Management**

- ▶ Planning and Budgeting
- ▶ Consolidation
- ▶ Corporate Performance Management
- ▶ Cash Flow Management
- ▶ Self Billing, Rem. Advise
- ▶ Retro Billing

## ION Process & Intelligence