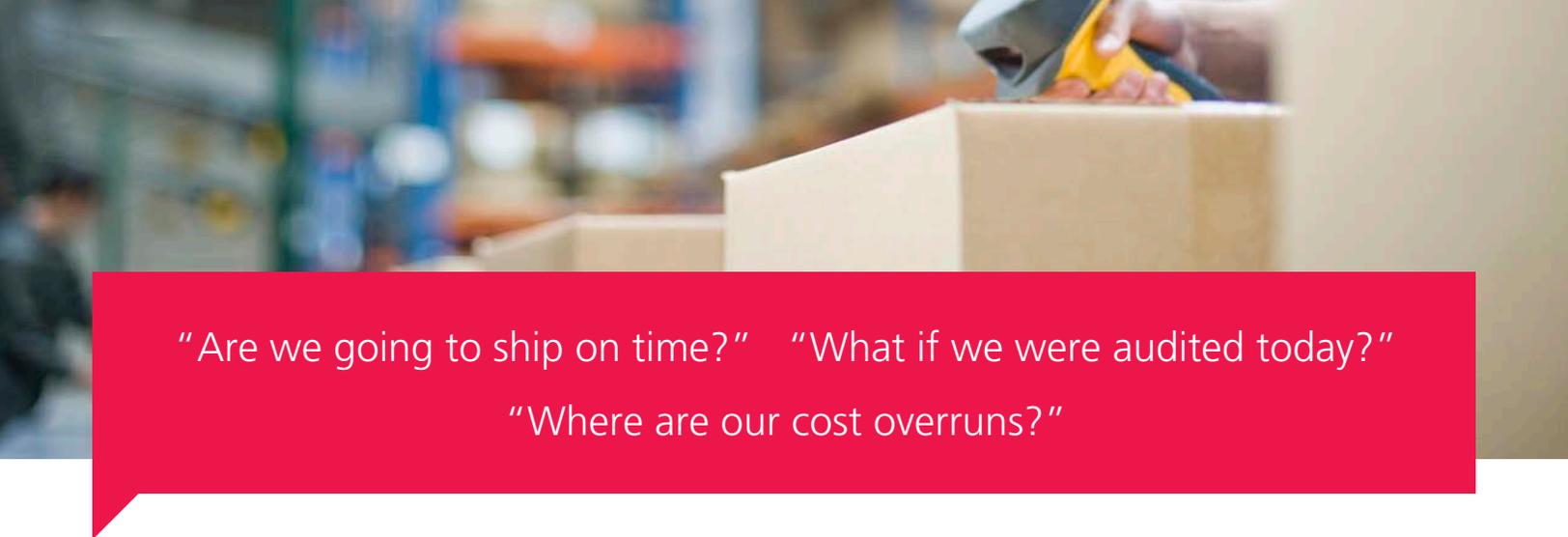# APTEAN

WHERE SOFTWARE WORKS

APTEAN PROCESS MANUFACTURING

Everything Process Manufacturers Need Is Baked Into Aptean's Process Manufacturing Suite

BROCHURE

"Are we going to ship on time?"   "What if we were audited today?"

"Where are our cost overruns?"

Process manufacturers have unique needs and challenges. If meeting customer demands was not enough, there are the additional needs for ensuring compliance with FDA 21 CFR Part 11 requirements, Food Safety Modernization Act (FSMA) regulations, USDA and trade stipulations. Process manufacturers must have the ability to quickly track and trace materials and costs throughout the supply chain, both as a matter of best practice and to support regulatory compliance. All of this needs to be accomplished in such a way that supports improved efficiency, lower costs, high quality, and increased profit predictability.

Manufacturers must tie their prospecting and sales processes to production. They need to ensure a solid connection between forecasting and planning to actual manufacturing execution. Business users need to be able to access user and production data from their CRM or ERP systems, and have confidence that this data is in sync. Surrounding all of this is the need for role-based, user-friendly, mobile-ready reporting that can be easily tailored with the flexibility to uncover new trends and data patterns on the fly, enabling better decision making.

TRACK IT DOWN, TAKE ACTION, IMPROVE YOUR BUSINESS

With Aptean Process Manufacturing you'll have the integration, scale and expertise needed to share and validate data among your critical enterprise software applications – like ERP, CRM, and MES. You'll have a tight connection to your customers. You'll be able to support your business expansion, and will be backed by specific expertise unique to the process manufacturing industry. You'll be supported by an intuitive analytics and Business Intelligence (BI) package to ensure the right data personalization for your

company's specific roles and job functions. You'll be using a solution that is uniquely focused on the Food and Beverage, Life Sciences, Chemical and Natural Products industries. No other solution does more for process manufacturers.

That's why some of the best process manufacturers in the business turn to the Aptean Process Manufacturing solution. Aptean Process Manufacturing works where your employees work – in the processing plant; at the end of the bottling line; in the pharmaceutical lab. Aptean Process Manufacturing is where software works.

APTEAN PROCESS MANUFACTURING IS BUILT ON THE FOLLOWING PRODUCTS AND SERVICES:

- Ross ERP
- Factory MES
- Pivotal CRM
- Aptean Analytics (BI)
- Aptean Business Platform

This combination of powerful products, not just add-on modules, enables process manufacturers to fully address their needs and to stay ahead of the competition.
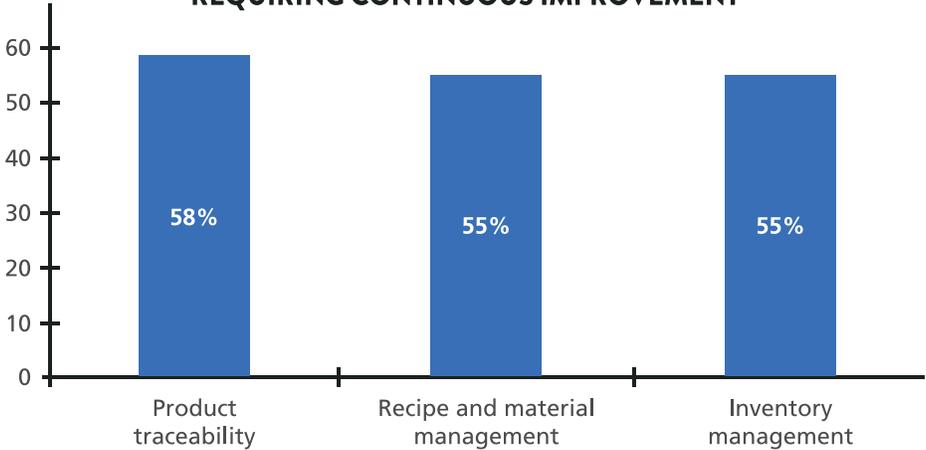
TRACK IT DOWN

IT STARTS WITH BETTER VISIBILITY

Enhancing visibility throughout the supply chain to address process manufacturer challenges is really about optimizing the entire enterprise – the obstacle is having the right set of tools to do so. Customers have shared with us their biggest operational challenges – those items they need to address both for their own profitability and to meet ever-growing compliance and regulatory – from production through execution.

Are you using an assortment of systems to trace your product and track it down from production to execution? If a recall were to occur, just how long would it take you to figure out the source of the problem? Even further, are you outsourcing your production line?

This knowledge is fundamental to enhancing your overall production. When Aptean surveyed manufacturers about the key production issues that serve as the subject for continual improvement and could be best addressed by an integrated solution, product traceability landed at the top of the list.

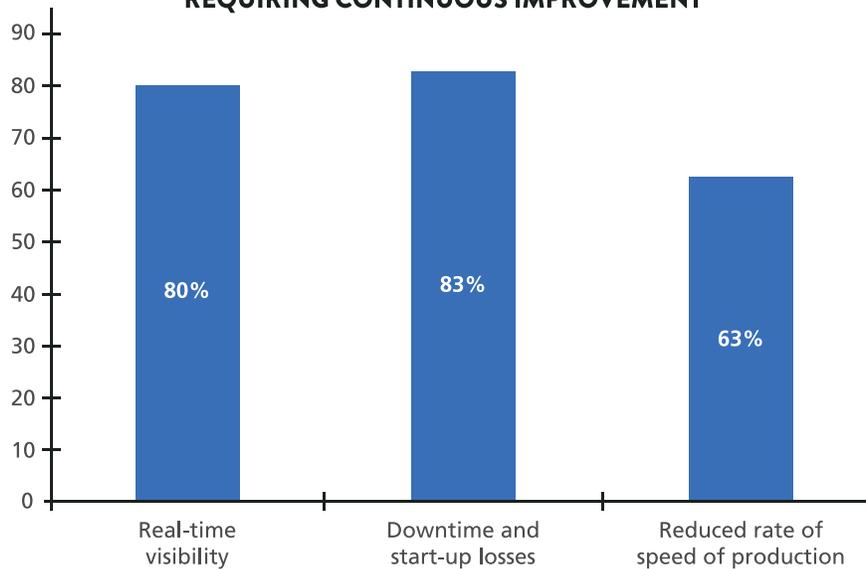**PRODUCTION CHALLENGES
REQUIRING CONTINUOUS IMPROVEMENT**

Product traceability	Recipe and material management	Inventory management
58%	55%	55%

research by **TechValidate**

What if your ERP system could talk directly to your execution system?

This means tracing your product in one solution from the time of production to the time of execution. You will no longer have to worry about inaccurate data causing downtime, loss of communication or wasting time troubleshooting inaccurate manual data inputs. You can identify relevant information and locate the information you need all in one area.

**EXECUTION CHALLENGES
REQUIRING CONTINUOUS IMPROVEMENT**

Bar chart with y-axis from 0 to 90 in increments of 10:
- Real-time visibility: 80%
- Downtime and start-up losses: 83%
- Reduced rate of speed of production: 63%

research by **TechValidate**

Along with finding a resolution to production concerns, Aptean surveyed manufacturers about the key execution issues that serve as the subject for continual improvement and could be best addressed by an integrated solution. The trends we discovered began with downtime and start-up losses as well as lack of real-time visibility.

With our process manufacturing solution, your company will be empowered to make meaningful changes by getting meaningful data. Your manufacturing team will have a clear structure for who uses what information and when, in order to take effective action.

ADD IN A FEW PROCESS MANUFACTURING INGREDIENTS . . .

With Aptean Process Manufacturing, you can quickly and accurately zoom in on issues in the supply chain. Aptean uses an 'omni-tracing' concept, enabling you to trace critical data in any direction within your supply chain, giving you the ability to identify and drill down to find detailed information about lots and batches as well as where budgeted costs fell outside of the plan.

These capabilities are applied with combinations of Ross ERP Cost Trace and Trace Express. These unique features help you save time and money by identifying issues early at the job level to aid in continuous improvement.

With Aptean Factory MES, you'll have immediate graphical tracking on the manufacturing floor for instant feedback on efficiency relative to stated goals and thresholds. This combination of job level detail and direct feedback gives manufacturers the views needed to make adjustments as needed.

AND BAKE ONE PROCESS MANUFACTURING SOLUTION

Combining these with customer tracking through Aptean Sales for Process Manufacturing, built on Aptean's Pivotal CRM platform, you can clearly track specific customer orders to profile which products and which customers present the best profitability. Tying these functions together with the Aptean Business Framework (based on Aptean EMF, or Event Management Framework) enables automatic data sharing and decision-making actions based on user-configured triggers and decision paths.

TAKE ACTION

SEE YOUR BUSINESS IN REAL-TIME

Adding to core ERP, CRM and MES functionality and visibility is Aptean Analytics, enabling additional BI and trending tools your business needs for predictability. Powered by industry-leader QlikView, Aptean Analytics provides out-of-the-box dashboards with detailed information related to:

- Profitability
- Planning
- Manufacturing
- Inventory
- Sales Pipeline

Aptean Analytics presents a holistic view of your enterprise's full capabilities, from customer opportunities and sales funnel status through the manufacturing process to help align demand and production capabilities for ensuring optimal profitability. These insights and trends create a course for action. Evaluating trends helps you proactively determine the most profitable products, uncovers purchasing patterns, and targets the right set of customer and industry targets for future business predictability. You can also address challenging cost points, unprofitable customer orders and myriad inefficiencies. Finally, you have clear data for mock recalls or actual audits that demonstrate your complete end-to-end ownership of the supply chain.

Sample Aptean Analytics dashboards

> "One individual can trace every lot we produce forward and backward within just three or four minutes. When you're competing for the business of large, national customers, you can't put a price on that capability."
>
> **Tony Harnack II**
> President and CEO,
> Wellington Foods, Inc.

APTEAN ANALYTICS BENEFITS:

- **Associative Discovery** → Connect enterprise data flexibly and discover business insights naturally
- **Domain Expertise** → Use pre-configured process manufacturing dashboards to focus on your needs
- **Freedom** → Personalize your solution and collaborate with others without constraints

Aptean Analytics gives you the ability to take specific actions, like building mixed pallets efficiently to meet specific customer needs. You will ensure better planning and equipment usage for better OEE, more effective capital asset utilization, and minimal downtime. You will know what actions to take based on the variances in your processes.

IMPROVE YOUR BUSINESS

Increased tracking and decisiveness ultimately enhances your ability to make real business improvements. Aptean Process Manufacturing provides you with the controls and clarity you need to zero in on challenges and quickly take action.

"Being a 24/7 operation, Factory allows me to see how the plant is performing from any location and time. It gives us the information needed to make good decisions to improve our efficiency."

Dave Bauereis
Operations Manager,
Premium Waters Inc.

WITH APTEAN PROCESS MANUFACTURING YOU WILL:

- Achieve better visibility throughout your supply chain
- Improve efficiency and profitability
- Have accurate cost information and cost alerts
- Know ahead of time which jobs are profitable and which are not
- Identify in-shift production losses
- Have access to the data you need to help ensure regulatory an customer compliance
- Meet stringent regulatory and customer demands
- Produce actionable data personalized to the user that needs it

By having access to production and customer information at your fingertips in an intuitive, visual manner, you'll gain the power to ensure better quality processes.

Track it down. Take action. Improve your business.
With the Aptean Process Manufacturing Suite.

Interested in learning more about Aptean? Please contact us at 1.855.411.2793 or email us at info@aptean.com.

APTEAN

About Aptean: Aptean helps businesses profit, innovate and grow where the work gets done—in the call center, on the floor of the factory, at the end of the assembly line. That's where Aptean's CRM, ERP and Supply Chain software applications enable nearly 5,000 customers to satisfy their customers, operate more efficiently and stay at the forefront of their industry.

Aptean is where software WORKS. For more information, visit **www.aptean.com**