NETSUITE FOR FOOD AND BEVERAGE DISTRIBUTORS

Today's food and beverage distributors are faced with a complex set of business challenges:

- **Increased variety in the marketplace** – Consumers have come to enjoy many more product choices in recent years, which makes it very challenging for foodservice distributors to plan and fulfill these products with the service levels and pricing required to remain competitive.
- **Increased regulation** – Recent federal and industry regulations place a high standard for transparency and traceability on food distributors.
- **An increasingly consolidated market** – As the big retailers get bigger, the big distributors get bigger, and with

"NetSuite was the ideal system to launch a company with, giving us the scalability to grow, while offering an easy-to-use, intuitive system to manage orders across a wide array of channels."

Coffee.org

"We use NetSuite as the hub for everything we do in the company; it enabled us to become a $40 million business—you can't do that without a cloud system." **Sundia Corp.**

manufacturers increasingly selling directly to retailers, the average distributors customer base is shrinking.

- **Managing complex trade promotions** – Deviations, depletions and other trade-related incentives have a significant impact on the bottom line and tracking and accounting for them can be costly and complex.

As the leading cloud business system supporting commerce, customer relationship management, supply chain, manufacturing resource planning, inventory management, order fulfillment and financials, NetSuite is uniquely positioned to address the complex challenges facing food and beverage distributors with a single solution for all key business operations.

Inventory Variety

Food and beverage distribution is a high volume operation. With an increasingly complex product mix and high SKU turnover, NetSuite can provide the solutions to help distributors offer the right product, at the right time, and at the right price. Planning and executing with extreme efficiency is the name of the game in the foodservice segment and NetSuite and its partners can bring inventory management, order management and warehouse management solutions to support these critical needs. NetSuite's flexible role-based platform is tuned to these high volume operations where manual work is minimized and key processes flow from one role to another in an automated fashion.

Manage Food Safety and Traceability

Food and beverage distributors face increasingly strict regulations when it comes to food safety and traceability. With federal regulations like the Food Safety Modernization Act and industry initiatives like the GS1 Standards Initiatives (e.g., Foodservice, Seafood) and the Produce Traceability Initiative (PTI), real-time supply chain transparency and traceability are an increasingly important goal for food distributors. NetSuite empowers distributors with a real-time cloud based access to key traceability information from product receipt to fulfillment.

"NetSuite's cost, ease of use and simple customization make it the best ERP choice for us right now, compared to other products like SAP and Salesforce.com." **Fresh Produce Group**

Increasingly Consolidated Market

With many large retailers and distributors consolidating, the typical distributor's customer base is shrinking, necessitating increased customer service and new ways of providing customer value. The NetSuite platform provides a real-time solution where pricing, availability, customer service case management, ecommerce and financials all reside in the cloud with the flexibility to change processes with you as your market and unique needs change.

Monitor Financial Health

In this increasingly competitive marketplace, food and beverage distributors require a complete and timely view of business performance to ensure the highest business health possible. NetSuite arms distributors with real-time visibility into financial performance through dashboards, key performance indicators, pre-configured reports and a powerful end-user reporting tool catered specifically to the food and beverage industry like net margin tracking, vendor performance, and managing promotions and rebates with deduction management.

Industry Specific Trade Promotions

Deviations and rebates in foodservice and depletion allowances in beverage distribution have long been a critical piece of the puzzle in their respective segments. NetSuite provides a seamless solution to meet these needs with the ability to manage these trade agreements, facilitate customer pricing and vendor chargebacks, and most importantly help distributors ensure they are recouping costs and earning incentives to their potential. NetSuite understands foodservice.

The Bottom Line

Food and beverage distributors face increasing complexity as they look to manage their operations and grow their businesses, so it's no wonder that more and more in the industry are turning to NetSuite as their solution of choice. With NetSuite as the IT backbone, food and beverage distributors are better able to automate processes, plan demand and supply, manage and account for trade promotions, and drive efficiencies, which frees up time to focus on expanding their business into new markets and to perfect their product offerings.

SuiteSuccess for Food and Beverage

SuiteSuccess for Food and Beverage is available in two unique editions, intended for businesses in different stages of organization growth. Each edition provides a certain level of functionality, pricing and deployment speed so that you can clearly identify which edition is the best solution for your business management requirements.

SuiteSuccess – Food and Beverage Standard Edition

Food and Beverage Standard is designed with small to mid-sized businesses in mind. It provides the ability for smaller distributors, co-packers and light manufacturers of food and beverage products to implement the core functions and benefits that SuiteSuccess for Food and Beverage has to offer without over-inflating their operating expenses.

Delivery Motion and Speed: Faster than Industry Standard

- Food and Beverage Standard Edition is implemented by expert NetSuite Services consultants. Your dedicated implementation team will align all solution customizations and timelines and will devote themselves to warrant an on-schedule implementation.

Modules Included:

- Enterprise Resource Planning
- Customer Relationship Management
- Subsidiary Management
- Inventory Management
- Demand Planning
- Work Orders and Assemblies
- Quality Management

SuiteSuccess – Food and Beverage Premium Edition

Food and Beverage Premium Edition focuses on distributors, co-packers and manufacturers of food and beverage products. While already being a comprehensive offering tailored toward your industry, this edition focuses on food and beverage companies with expanded manufacturing requirements.

Delivery Motion and Speed: Faster than Industry Standard

- Food and Beverage Premium Edition also includes enhanced change management, increased on-site education and extended time for conference room pilot.

Modules Included:

- Premium-Level Financial Management
- Premium-Level Procurement
- Manufacturing WIP and Routings
- Enterprise Resource Planning
- Customer Relationship Management
- Subsidiary Management
- Inventory Management
- Demand Planning
- Work Orders and Assemblies
- Quality Management

© Oracle | Terms of Use and Privacy