



Food and beverage processing complexity demands an end-to-end solution.

Crowe customizes a solution for your competitive appetite.

Global competition and relentless cost pressures keep food and beverage companies looking cautiously over their shoulders. With suppliers, business partners, and customers dispersed, company managers frequently have difficulty maintaining visibility from end to end – from sourcing, to production, to marketing and sales.

Making substantial performance gains requires a robust enterprise resource planning system (ERP) that can:

- Be customized to meet each organization's unique needs;
- Encompass processes throughout the supply chain;
- Improve visibility from end to end; and
- Offer management insight to enhance operations, sales, and profitability.

Crowe Horwath LLP helps food and beverage companies implement *Microsoft Dynamics*® AX for improved ERP and enhanced performance.

Start with an objective assessment.

Call on Crowe to analyze your business requirements and objectives, evaluate existing processes, and identify ways to help you boost your performance. At the close of the assessment, Crowe will present findings and a breakout of expected costs and estimated returns.

Test drive the solution. For many clients, an objective assessment leads to a “test drive” for further exploration. Experience the capabilities of *Microsoft Dynamics* AX before deciding to invest fully in the solution. Crowe performance consultants can assist you in piloting a few key functional areas identified as vital to the success of your business.

Pinpoint areas of opportunity for operational improvement.

Through the capabilities of *Microsoft Dynamics* AX, Crowe helps food and beverage companies move toward five key performance goals:

Integrate sales promotions.

Competitive pressures require price and discount structures that are extremely flexible. *Microsoft Dynamics* AX eases the process of comparing actual sales to the goals set by product, product line, and time period. Crowe also helps companies link rebate and promotional programs with accounting and other company functions.

Manage packaging. A product batch may be segmented into different-sized containers, or packages labeled for special promotions, private label programs, or distinct geographies. *Microsoft Dynamics* AX helps improve the ability to schedule, control, and report a single production order yielding multiple end items.

Upgrade quality and compliance management. *Microsoft Dynamics AX* provides forward and backward tracking of lots and batches, production statistics, and specification management. Benefit from using ingredients in the best sequence, thereby avoiding expiry loss through efficient shelf-life management and first-expire, first-out inventory control. The forward and backward traceability of materials can enable effective recall procedures.

Enhance yield planning and tracking. With volatile commodity prices, companies need the ability to plan the anticipated yield of each raw material and manufacturing process step. Analysis of actual yields can be critical to improving profitability. *Microsoft Dynamics AX* can help you quickly identify out-of-tolerance situations and take corrective actions.

Stay on top of variable recipes. For consistent quality, formula adjustments need to be made based on predefined ratios and scaling. The ability to track units of measure based on actual volumes and weights (instead of predefined conversion ratios) can allow for more accurate inventory management, costing, and product quality.

Choose the seamless solution.

Crowe frequently recommends *Microsoft Dynamics AX* due to its reputation for a competitive cost structure, reduced implementation risks, and more predictable timelines. Because of the integration with *Microsoft's* full range of productivity solutions, the learning curve is often reduced for employees, business partners, and customers – most of whom have recognizable tools for communicating, tracking items, and sharing information to improve performance.

Crowe is one of the select few consultancies to be recognized as:

- A 2008 President's Club for *Microsoft Dynamics* member;
- A *Microsoft*® Gold Certified Partner in Information Worker, Integrated E-Business, Security, and *Microsoft* Business Solutions;
- *Microsoft* Security Partner of the Year; and
- *Microsoft* CRM Partner of the Year.

Whether installing *Microsoft Dynamics AX* for the first time or upgrading to a new release, Crowe is dedicated to customizing the system to meet your needs. Our project charter clearly defines expectations, and our methodology helps you mitigate risks.

Crowe has delivered technology solutions for more than 30 years. Call Crowe to assess your technology environment and organize a pilot program that demonstrates how *Microsoft Dynamics AX* can satisfy your company's appetite for improved performance.

About Crowe Horwath LLP

Crowe Horwath LLP is one of the largest public accounting and consulting firms in the United States. Under its core purpose of "Building Value with Values,®" Crowe assists public and private company clients in reaching their goals through audit, tax, advisory, risk, and performance services. With 26 offices and 2,400 personnel, Crowe is recognized by many organizations as one of the country's best places to work. Crowe serves clients worldwide as an independent member of Crowe Horwath International, one of the largest networks in the world, consisting of more than 140 independent accounting and management consulting firms with offices in more than 400 cities around the world.

Contact Information

For more information, contact Vicky Ludema at 800.599.2304 or vicky.ludema@crowehorwath.com.