



prodware
adjust

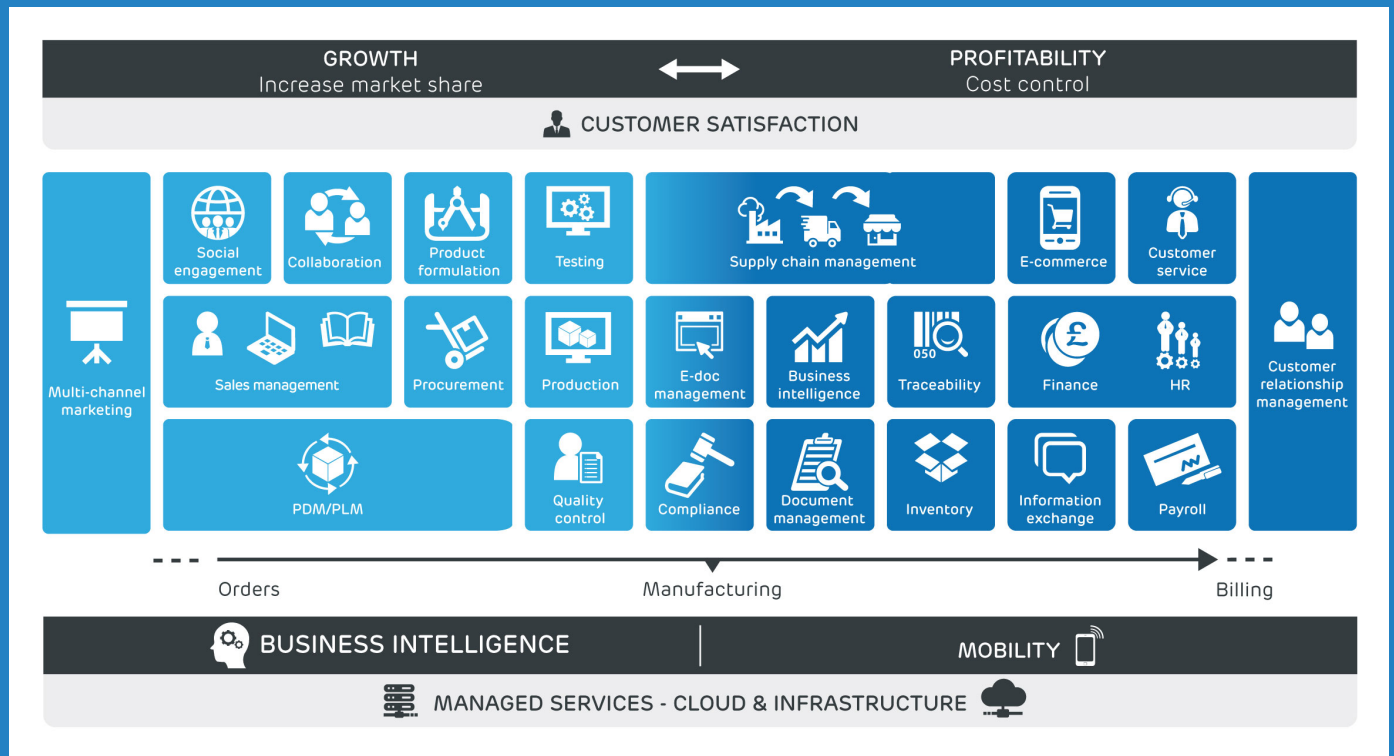
FOOD

prodware^{TD}

Our research and development strategy: to be the most innovative IT solutions integrator

“Prodware’s software development strategy is centred around the leading ERP platform, Microsoft Dynamics, enhancing it with innovative solutions to fulfil business requirements and the needs of specific industries.”

Alain Conrard
General Director - Prodware
CEO - Prodware Group



* ERP (Enterprise Resource Planning) or IMS (Integrated Management Software) is a software suite enabling a company to manage its whole range of operational processes, by integrating all of its systems such as commercial management, logistics, operations, sales, marketing and customer relationship management (CRM), regulations, its website and, also, human resources management, accounting and financial management.

** The solutions Certified for Microsoft Dynamics (CfMD) are subjected to rigorous testing proving their accordance with the highest standards, established by Microsoft for its partners.



An all-in-one solution based on Microsoft Dynamics NAV or AX, covering the key functions of the food manufacturing and trading business including purchasing, traceability, quality control, logistics, production and finance

Companies in the Food and ingredients industry are facing many challenges:

- » Ensuring consistent quality whilst adhering to hygiene standards throughout the whole supply chain
- » Adhering to quality control standards whilst optimising production schedules
- » Managing a customer base through various sales processes and channels
- » Managing wholesaler's expectations (pricing policies, procurement, repository requirements etc.)
- » Increasing margins through direct sales via factory shops, e-commerce sites etc.

The business management tools implemented in these companies must be able to offer:

- > Help with sales forecasts
- > Production optimisation and monitoring with or without MES
- > Quality control management, from the entry of raw materials to the delivery of the finished product
- > Inventory optimisation
- > Complete traceability
- > Control of production cost, purchasing and sales management
- > Delivery logistics
- > Complete control using EDI, mobility, e-business, business intelligence
- > Management of terms of trade, tariffs and fees

Prodware adjust rounds off Prodware's product range:

+ Core Solutions

Incorporation and adjustment of Microsoft Dynamics.

+ Innovative Solutions

Designing ground-breaking, high value-added solutions for specific trades and industries to enhance the performance of existing platforms.

+ Service Solutions

Advice and support in integrating, hosting and financing solutions with proactive management.

Your six selection criteria

To guide you towards the right solution for your business

✦ Functional Coverage

There is a wide variety of business software solutions but each company has different characteristics and needs. It is important to check that your Business Solutions partner meets your requirements through its industry solutions and industry know-how.

✦ Technology

Choosing the right platform is an important consideration. There are more choices than ever; Microsoft, Oracle, Apple and even Google/Linux. Considerations include familiarity, longevity, innovation and security.

✦ Innovation

Cloud, mobility, collaborative portals and social networks have become essential to business productivity and market penetration. They allow you to communicate with customers, suppliers, partners and employees in a simple, intuitive, seamless and secure environment.

✦ International availability

Only some ERP solutions are specifically designed with the requirements of international companies in mind. You should check that your geographical and linguistic needs are available in the packages you evaluate.

✦ Application structure and data

Application solutions vary technically in many respects. It is important to understand the principles and constraints if you want to fulfil your requirements, for example: single instance, multi legislation, multi-company.

✦ Project methodology

Recent surveys show that ERP and CRM projects generally fail; they are late, run over budget and do not achieve the users original vision. Understanding the main reasons behind the lack of success, and having a methodology that tackles those challenges head-on will ensure your project is one of the successful ones.

Prodware adjust Food

The food industry needs real-time data in order to respond to the needs of the global market. Controlling and optimising the purchasing, inventory, distribution and logistics processes is essential in this highly competitive sector. Prodware has recognised the needs of the food industry and developed a solution specific to these requirements; ready to use, integrated and deployed by Prodware.

With over 20 years experience implementing business management solutions, you can benefit from the technological expertise of a leading ERP provider.

NAV

Microsoft
Dynamics

AX

Microsoft
Dynamics

Major functions

- > Sales forecast, plan production and MRP
- > Help replenishment (transparency of stock levels and requirements, medium rotation)
- > Production scheduling, quality control
- > Traceability upstream and downstream of batches
- > Managing non-compliance
- > Multichannel orders taken: telesales, EDI, mobility, e-business
- > Customer catalogue management
- > Management of delivery routes and courier management
- > Inventory management by location, by site, by lot
- > EDI exchanges
- > Contract management of purchases and sales
- > Discounts, advertising, trade rates
- > Tracking of returnable packaging
- > Alerts, indicators, dashboards

Comprehensive industry software

"All-in-one" **Prodware adjust Food** covers key functions of food production including; trade purchasing, inventory, production, quality control, traceability, logistics, GMS, finance etc.

Prodware adjust Food fits your business perfectly providing tools to meet the demands of the market; buy stock at the best price, measure quality and traceability, gain flexibility, communicate with customers and suppliers, control the flow of inventory (raw materials, packaging, finished products) and optimise transportation costs.

ebusiness

suite by prodware

Flexible, wide-ranging, adaptable and natively integrated into ERP, **eBusiness Suite** is a single solution which meets all the requirements of B2B and B2C trading.

- > Native ERP connectors
- > Dedicated tool for upgrading product-marketing information
- > Simple, intuitive administration
- > Sustainability of a solution based on Microsoft standards
- > Profile and identification management
- > Research management and navigation universe
- > Shopping basket and preference list management
- > Monitoring of orders, history and budgets

eBusiness suite is an all-encompassing solution which allows you to create an e-commerce website, connected to your enterprise resource planning (ERP) business management solution. This means both you and your customers have real time data about inventory levels and allows for greater accuracy in reporting, enabling effective decision making.

business intelligence

suite by prodware

The ability to respond quickly to the changing environment is what gives a business their competitive advantage. The Business Intelligence solution by Prodware gives organisational wide reporting and analysis to support the key decision making process.

Using the Business Intelligence and reporting suite, managers can access information securely and in real-time. Notifications can be configured to alert management when margins and sales targets or other KPI's fall out of predetermined variables, allowing them to respond immediately to adverse trends.

WMS

suite by prodware

Comprehensive physical management solution for logistical flows integrated natively into your ERP.

WMS Suite is a module which physically manages logistical flows in the warehouse and is multi-company, multi-depot and multilingual.

From delivery to storage, from order preparation to dispatch, **WMS Suite** manages and optimises locations and siting and enhances traceability by radio.

WMS Suite uses barcode printers, embedded computing and EDI.



mobility

suite by prodware

The perfect add-on to your Information System, **Mobility Suite** enables you to optimise your flows, increase your productivity and reduce the number of recalls by equipping your mobile workforce effectively and intuitively.

Designed to equip your delivery workers, your service technicians or your salespeople, **Mobility Suite** enables you to supply your workforce with all the information needed for the management of field sales calls or maintenance visits.

Mobility Suite improves productivity and enhances customer service by avoiding duplication of tasks and improves accuracy by eliminating the need for double entry or waiting until the field worker returns to the office. Flexible and easy to use, the mobile solution is available across multiple platforms both online and offline with instant server synchronisation.



The services we offer

Implementation methodologies adapted to your requirements



USE PROVEN BUSINESS APPLICATIONS
OPTIMISE COSTS AND IMPLEMENTATION
TIMESCALES



Business Applications
Deployment Methodology



DEPLOY A CUSTOMISED SOLUTION
BASED ON YOUR INDUSTRY'S BEST PRACTICES



Project Deployment
Methodology



DEPLOY BUSINESS SOFTWARE INTERNATIONALLY
CONSOLIDATING YOUR INFORMATION AND
KNOW-HOW



International Deployment
Methodology



SIMPLIFY YOUR UPGRADE AND BENEFIT
FROM THE LATEST FEATURES TO INCREASE
YOUR PRODUCTIVITY



Upgrade
Methodology

Choose the help, training and service levels which suit you

✓ **Training and Help** to make your workforce more productive and support their skill development - Online or on site.

✓ **Managed Services for Applications and Infrastructure** to review the management of both your hardware infrastructure and your business applications, Prodware have skills for managing middleware and databases, network infrastructures, cloud, mobility and security.

✓ **Financing**
Prodware offers you tailored financing contracts to assist organisations, overcome financial obstacles or constraints.

Traditional infrastructure or Cloud deployment

Our expertise in infrastructure management, integration and hosting enables us to deliver the complete range of application solutions in order to support your growth no matter what your company's strategy and requirements are:

- **Traditional** solutions deployed on premise
- **EasyCloud** solutions hosted on a shared platform
- **CustomCloud** solutions hosted on a dedicated platform



APPROACH	Traditional	EasyCloud	CustomCloud
FINANCE	Investment	Pay-per-use	Pay-per-use
CORE & INNOVATIVE SOLUTIONS	Leased or perpetual licence	Included	Leased or perpetual licence
SERVICE LEVELS	Customised	Standard	Customised
RESOURCE LOCALISATION	Customer	Prodware Datacentre	Prodware Datacentre
TECHNICAL SUPPORT	Service contract	Included	Included
SECURITY	***	**	***

TYPES OF ACCESS ADAPTED TO YOUR FINANCIAL AND TECHNOLOGICAL OBJECTIVES:

IT MANAGERS

- A customised solution: from the traditional approach to Cloud models, our options fit your IT strategy
- Business requirements taken into account: our expertise in Infrastructure ensures that we can customise our offerings and guarantee you the high availability levels expected
- Gain the benefits of new technologies: Prodware has the right certifications for leading hardware and software platforms

DECISION MAKERS

- A market-leading range of offerings from an experienced systems integrator
- On-premise solutions: the traditional mode of deployment, customisable to fit your strategic requirements
- Cloud Adjust solutions: a pay-per-use fee without hidden costs with SLAs

Some of our Prodware adjust Food customers



The mineral water company Ogeu (SEMO group) has packaged and marketed bottled water for more than 50 years. Ogeu also produces sparkling waters, lemonades and flavoured drinks. Located in the Pyrenees, the company employs 150 people.



La compagnie des desserts produces and distributes more than 3 million litres of ice cream in France, Spain and the UK. Primarily marketed in restaurants and catering they process more than 1,000 orders per day.



Favrichon, ISO 9001 certified, is the French manufacturer of organic breakfast cereals. Favrichon products are certified organic by specialised independent organisation ECOCERT. The company employs 35 people.



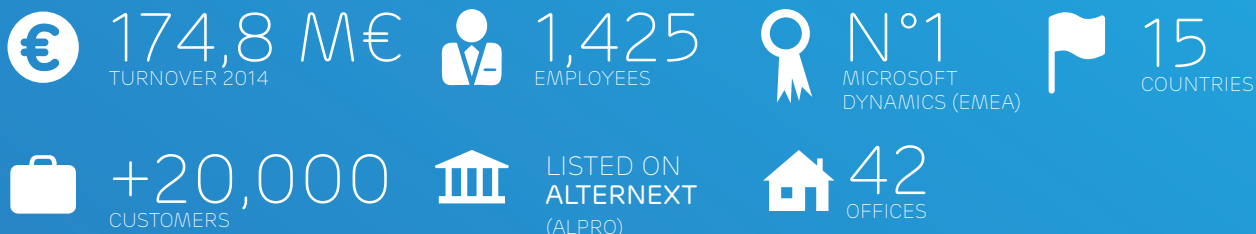
Since 1938, Eric Bur have been committed to continue the mission of the company founder: to share culinary diversity worldwide. Their products are available in delicatessens and specialist departments of supermarkets and hypermarkets.



Ajinomoto Sweeteners Europe markets the low calorie sweetener aspartame AminoSweet throughout Europe, the Confederation of Independent States (CIS), the Middle East and Africa.



Prodware in figures



Since being founded in 1989, Prodware has developed, deployed, integrated and hosted IT solutions for businesses. A Microsoft Gold Partner and a key player in the installation and management of global IT solutions and applications, Prodware specialise in Microsoft Dynamics CRM and Microsoft Dynamics ERP solutions and currently serve more than 20,000 active customers, offering industry designed solutions.

Prodware's expertise and strategic partner alliances has enabled them to become Europe's largest Microsoft Dynamics partner and one of the leading software and IT solutions providers in the UK.

Prodware's global coverage



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