

## THE PLEX MANUFACTURING CLOUD

# 5 Critical Success Factors for Food and Beverage Manufacturing CFOs

Managing a profitable high performance business with visibility, control, and compliance.



## As a financial and business leader, do you often find yourself fighting fires?

Is the connection between plant floor and top floor missing?

Do you wish you had a consolidated view of financial and operational data, across all manufacturing facilities?

Are you trying to make sense of different and sometimes incoherent pieces of data from your manufacturing business?

Is the cost of poor quality (CoPQ) or bloated inventory hurting your business prospects?

Do you wish you had standardized business processes for better control and visibility?

Does your IT organization transform your operations or is it just the cost of doing business?

# #1: Business Profitability

You are striving for a profitable operation. Profitability requires that the business operates at higher margins—eliminating waste—while increasing revenue.

## CHALLENGES

Sub-optimal resource utilization.

Poor quality processes.

Bloated inventory.

## THE PLEX SOLUTION

Plex streamlines manufacturing and supply chain operations, allowing companies to infuse closed-loop quality throughout the process, thereby reducing cost of poor quality. With accurate inventory tracking and dynamically updated costing, Plex ensures a low inventory buffer and better purchase planning. Plex increases resource utilization through finite capacity scheduling and proactive machine maintenance, reducing production downtimes and increasing throughput.





## #2: Performance and Efficiency

You want to make sure that your operation is highly efficient. Efficiency requires your business to operate in a collaborative, automated and productive manner.

### CHALLENGES

Inefficient supply chain execution.

Ineffective cash management.

Absence of responsive manufacturing operations.

### THE PLEX SOLUTION

Plex puts suppliers and customers on the same collaborative platform for higher visibility and timely response to business needs. Plex's built-in dispatching system responds to intra-day fluctuations, optimizing available capacity and equipment effectiveness for maximum productivity. Plex's centralized business management functions and real-time access to information help you with improved economies of scale, collective business terms, and consolidated management of funds.

## #3: Visibility and Control

You want to stay on top of your enterprise operations. Visibility and control of the business require a consolidated view of actionable data and use of standardized processes.

### CHALLENGES

Lack of operational visibility.

Lack of a holistic view of the business.

Material weakness in financial audits.

### THE PLEX SOLUTION

With Plex you get the best of both worlds—an industry-leading manufacturing operations management system for plant floor control and a clear view of the enterprise for planning and reporting. Plex runs your business as a connected enterprise, centralizing and standardizing financial and supply chain operations, with full audit control and end-to-end inventory traceability.





## #4: Regulatory Compliance and Reporting

You want to remain in compliance with statutory reporting and regulations. This requires that your system can be relied upon to automatically incorporate industry changes.

### **CHALLENGES**

Staying current with statutory requirements.

Complying with industry-specific standards.

Avoiding fines for not meeting audits.

### **THE PLEX SOLUTION**

Plex is purpose-built for manufacturing and with its continuous innovation delivery methodology, you have access to the latest functionality without painful, disruptive and expensive upgrades. As a member of the Plex customer community, you benefit from peers' best practices and can vote on ideas that influence future Plex development. Plex has checks and balances at every step of the business, so that you have full traceability in case of a recall.

## #5: Maximizing Contributions from IT Investments

IT investments are essential for running a business effectively and efficiently. You want to make smarter decisions and maximize your returns from IT investments.

### CHALLENGES

Cost of downtime and the ability to bounce back after downtime.

Need for continued investments in IT infrastructure.

Drawing tangible benefits from IT.

### THE PLEX SOLUTION

With the Plex Manufacturing Cloud, your IT headaches go away. Plex runs on a world-class infrastructure that reduces the risk and downtime inherent in managing an internal IT infrastructure. With over 99.97 percent uptime, Plex minimizes disruptions to your business and drastically reduces your cost of downtime. Many Plex customers have also been able to transform their IT staff into business analysts and internal consultants, delivering value-add services to the business.





## INDUSTRY

Full service contract packaging services from bundle wrapping to pallet displays and more

**3X**



Tripled customer base with zero additional headcount

**80%**

Growth rate required a change from paper and manual processes



Minutes to execute a mock recall (that used to take several people several days)

“Customer portals allow clients to manage their inventory offsite and do their ERP planning based on our inventories, production schedules and finished goods. They now have access [to] a majority of the information they would have once gotten from a sales rep directly through the system.”

Aaron Bacon,  
Sales and Marketing






Dominion Liquid Technologies

## INDUSTRY

Contract manufacturer of liquid goods

**180**   
Days to go live with Plex

**Real-time**   
Quality checks and  
traceability data

**100%**   
Inventory accuracy

“Inter-department communication has improved tremendously and the system has had a spectacular effect on the efficiency of our production floor.”

Charlie Cain,  
CEO



## INDUSTRY

Craft beer brewing



**99.7%**

Inventory accuracy



**96%**

Reduction in inventory discrepancies

**100,000**



Barrels of brewing capacity

“With the Plex model, we were able to get significantly lower cost of ownership over a 10-year period. Plus, I don’t have to deal with the headache of having a big IT system in-house. It allows us to focus on what we do best.”

Steve Goodger, Chief Financial Officer at Green Flash,  
Green Flash Brewing

# Plex means business! Its end-to-end ERP and plant management capabilities deliver tangible business benefits to its users.

- Real-time visibility and audit control.
- Powerful reporting and rich analytics.
- Comprehensive view and planning of the enterprise.
- Streamlined financial and operational processes.
- High returns from IT investments.
- Timely and accurate regulatory reporting and industry compliance.
- A high-performing and agile business.

Manufacturing CFOs rely on the Plex Manufacturing Cloud for:



Customers & Sales



Accounting & Financials



Enterprise Management



Human Capital



Suppliers & Purchasing

**ENTERPRISE RESOURCES  
PLANNING (ERP)**



Products & Programs



Planning & Scheduling

**MANUFACTURING OPERATIONS  
MANAGEMENT (MOM)**



Production Management



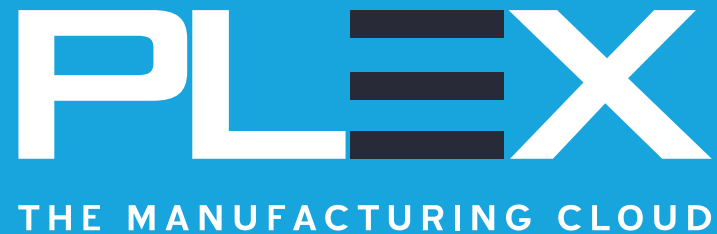
Inventory Management



Quality Management

**MANUFACTURING EXECUTION  
SYSTEM (MES)**

The Plex Manufacturing Cloud is trusted by modern manufacturers to power and connect their global operations from the plant floor to the top floor.



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