

# Transform food and beverage production with cloud ERP

Introducing the unique benefits of the Plex Manufacturing Cloud.

## Efficient manufacturing with all the trimmings

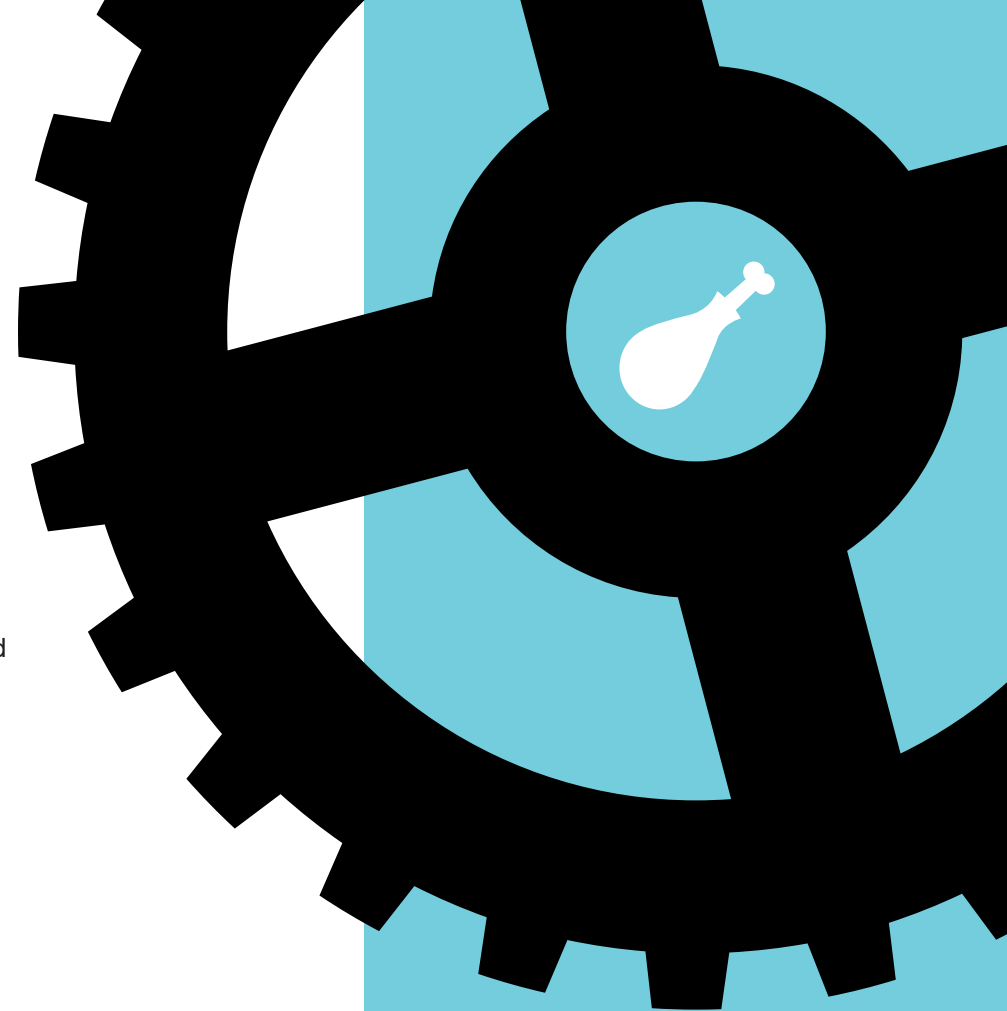
The global food and beverage industry is under enormous pressure. Regulators and consumers insist on full product traceability across the supply chain and retailers require quality stock, on demand, at profitable price points.

To stay competitive in this new manufacturing climate, businesses like yours are seeking answers to a whole new set of questions such as:

- How can I rapidly identify and trace lot information for ingredients and finished goods with precision?
- Manage the highest levels of quality one step forward/one step back in my supply chain?
- Understand where I am most exposed to risk?
- Keep up with the speed and volume of data?

Where are they finding the answers? In Plex, the only true cloud ERP solution designed for food and beverage producers, and developed with them, for continuous innovation.

Now discover how one in-demand food manufacturer has embraced the power of one integrated cloud ERP for quality, efficiency and growth.





## How the Plex Manufacturing Cloud helped Old Mill Kettle Corn overcome its growing pains

McKee Foods Corporation, a national snack food manufacturer, approached Old Mill Kettle Corn (OMKC) with a distribution offer the company couldn't refuse. Until then production management had been largely paper based. However, with expansion imminent, OMKC's management team realized that it was no longer feasible to rely on spreadsheets and manual processes to manage quality, inventory, supply chain, communications and almost every other aspect of their operations.

Given that the manufacturer needed to focus all its efforts on fulfilling new contracts rather than running new back-office systems, they chose Plex's easy-to-manage, cloud-based ERP solution.

Following a quick three-month implementation process, OMKC was using the Plex Manufacturing Cloud across all areas of its processing enterprise. The management team now has complete visibility of operations and plant data, which they are using to drive profitability.

Importantly, Plex's cloud-first model gave Old Mill Kettle Corn the flexibility to dynamically expand and scale down to meet customer demand.

## Driving wholesale transformation

The Plex Manufacturing Cloud has utterly transformed the way Old Mill Kettle Corn operates, making growth manageable.

“Earlier we would rely on approximation, but now we know exactly how much we’ve produced on any given day and how much more we need to produce.

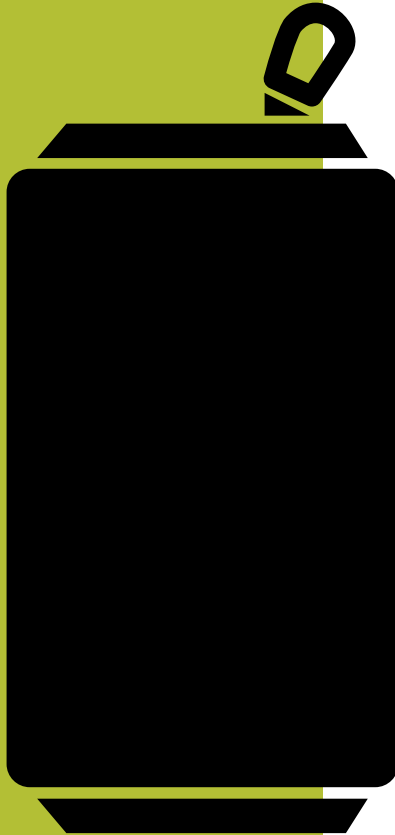
With Plex, we made a paradigm shift from the time we were handling food and raw material lot management on notepads, to the present, where with a few clicks, we can find out which lot our customers have.

Now we use barcode labeling and scanning processes to identify and track all products. Everything runs much more smoothly and inventory is tracked at virtually 100 percent accuracy.”

Greg Smith, Vice President of Operations at Old Mill Kettle Corn.

## A taste of the benefits

- **Improved coordination of business functions**
  - Order to cash
  - Plan to production
  - Procure to pay
- **Generates almost 100% inventory accuracy** – aligning stock to demand
- **Delivers precision visibility of materials** – tracks, accounts for and traces all ingredients and raw materials to identify which ingredients were used in goods, enabling fast recall and traceability
- **Supports quality** – by increasing changeover efficiency to prevent cross-contamination
- **Improves order accuracy and timeliness**
- **Enhances reporting** – by capturing real-time critical metrics like product cost and downtime
- **Drives growth** – by providing capabilities beyond their outgrown accounting package
- **Manages production complexity** – that occur as a result of growth



## Keep the home fires burning

**How cloud ERP drives growth while maintaining the big brand vision.**

Green Flash Brewing Co. is a craft brewery based out of San Diego, California. Having had great success launching its groundbreaking WestCost IPA, founders Mike and Lisa Hinkley had a vision to expand the product range and their distribution network.

However, the system that worked for producing one product couldn't easily facilitate growth. Green Flash needed an ERP that could support the Hinkleys' vision of innovation through collaboration—a simple way to integrate the processes and information required for expansion. Yet one that allowed Green Flash to keep its point of differentiation—a beer first philosophy—alive!

In fact, with the Plex Manufacturing Cloud's totally integrated approach—where all ERP modules can be activated on demand, and its self-contained, auto-updating of features, Green Flash will always be a specialist brewer and never an IT-driven organization. And that's the beauty of Plex's unique vision: to build ERP from the ground up, not the top floor down.



## Quality. Quality. And finally, quality!

For any manufacturer of craft products, quality is everything. And, Plex delivers on all counts.

“With our brewers going from whiteboard, pencil and paper to a structured platform, the risk of too much complexity could have jeopardized the entire implementation. Besides, we want our brewers focusing on what they do best—making great beer.”

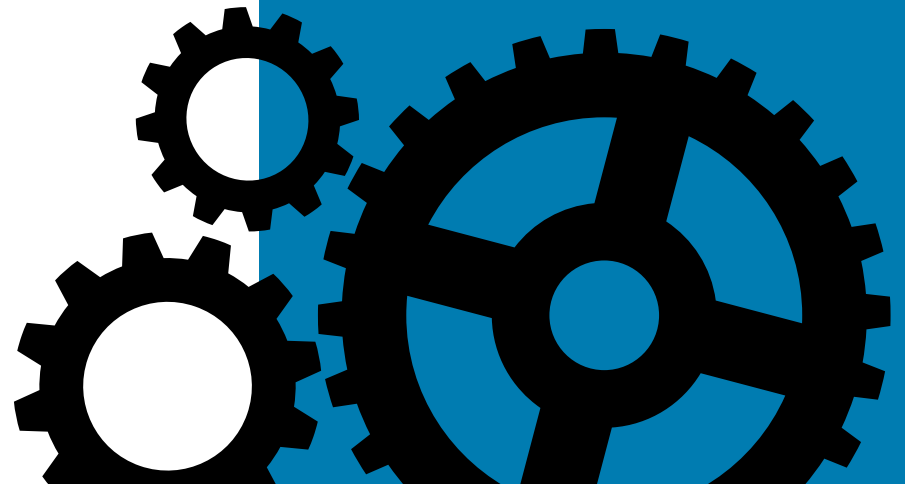
**Steve Goodger, Chief Financial Officer at  
Green Flash Brewing Co.**

“What’s really great about Plex’s audit trail functionality is that it is right there on every screen for everyone to access. While this capability is often used for ensuring internal controls, we primarily use it for on-the-spot troubleshooting.”

## Benefits you can raise your glass to

Future growth can be easily achieved with the Plex Manufacturing Cloud, all while maintaining the founding values of the business.

- **Boosts collaboration** – Brewmasters can collaborate with finance on price points for new products, sales teams who are out signing new distributors can simultaneously access customer service queries
- **Increases employee productivity** – any time, any place access to relevant data
- **Improves shipping accuracy**
- **Drives up profitability** – inventory discrepancies are down from \$155,000 to a known \$647
- **Deepens customer satisfaction** – enables Green Flash to keep its point of differentiation





## Why Plex is the perfect match for F&B

**In a very competitive industry you want to focus on your strengths – with IT supporting your business ambitions, not dictating them. The Plex Manufacturing Cloud gives you everything you need to run your business: no bolt-ons, no hardware, no software to manage.**

Our ERP is unique: it's the only one that's built from the plant floor up, not accounting down. It connects vast volumes of real-time operational data, delivering a new level of production dexterity, efficiency, traceability and responsiveness, while connecting the plant floor directly to your bottom line.

And, like your industry, Plex can adapt at a pace allowing you to make swift, simple changes to operations, processes, supply chains and business models precisely when you need them.

Because it's cloud, with all the innate flexibility you'd expect, you'll have access to a constant stream of innovation driven by a community of forward-thinking peers who work with us to develop a solution that's always in line with the F&B market.

What if you're naturally averse to risk or you're concerned about costs? Don't be.

Ours is an innovative IT cost strategy, with a customer-first consumption model, shared-risk purchase plan, and success-based pricing.

Don't believe so much is possible from one solution? Take a look at the facts...



# Plex Manufacturing Cloud

Our customers' successes speak for themselves.



Waffles, Pancakes, and French Toast  
Homemade in the U.S.A.™

Going live 54 days from the project launch was a definite advantage for this startup



From meat processing to retail brands, the whole company is on a single system



SPLENDID ICE CREAMS

Tripled production without an increase in IT spending



Aims to improve quality with near 100% inventory visibility in real time



With Plex you...

- Are 90% more likely to be in a top performance metric category
- Have an innovative IT cost strategy delivering 1.7 x more ROI as compared to on-premise ERP



Ready for what's next?

Contact Plex at **855-534-8012**  
or visit [plex.com/food](http://plex.com/food)