

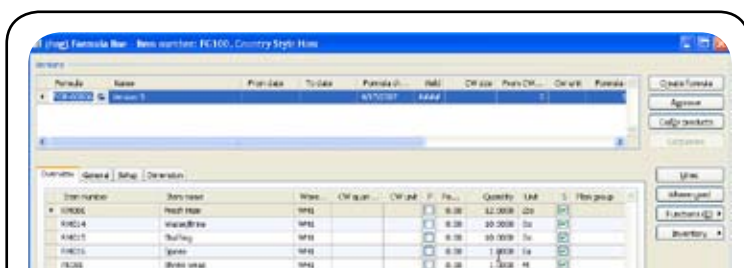
MEAT, PORK & POULTRY

Meat, pork and poultry processing is a complex business. While some products go directly to food service customers that typically have consistent demand, many others go to the supermarket shelves where consumer demand varies immensely. Seasonality (more chicken wings during football season, lamb at Easter), diet trends (the protein-focused Atkins Diet) and health issues (trans-fats in fried foods) produce demand curves that defy traditional forecasting methods and complicate production planning. Consequently, meat, pork and poultry processors have much more difficulty matching their variable supply of product to the constantly changing consumer demand trends. Add to that the challenges of variability in supply, continuous quality validation, Federal Drug Administration (FDA) compliance, short shelf life for fresh products and the ever-changing demand for value-added products (pre-cooked and ready meals), and the planning and cutting options become even more intricate. With Process Industries for Microsoft Dynamics AX, you get the tools you need to match the “push” supply of meat, pork and poultry processing to current demand while minimizing the by-products that result from the manufacturing process.

Process Industries for Microsoft Dynamics AX helps address the unique manufacturing concerns of meat, pork and poultry processors, including:

Inverse Bill of Materials. One chicken, hog or cow can produce hundreds of SKUs depending on the cut options. To support this complexity, Process Industries for Microsoft Dynamics AX features an inverse bill of materials. The opposite of a bill of materials (which assembles many parts into one product), an inverse bill of materials starts with one raw material (e.g., a chicken), and disassembles it into many parts. With extremely flexible planning functionality, you can plan the production of inverse bill items and generate material resource planning (MRP) plans by any co-product.

Catch Weight. Many processors track products by actual weight throughout the entire supply chain. These products, which have a nominal or average weight, can be identified as “catch weight” items. The issue of actual weights (versus standard weights) permeates the entire supply chain. Process Industries for Microsoft Dynamics AX will give you the ability to value, inquire, commit to orders, cost, receive, produce, place orders, price, ship and invoice by actual weight. It also lets you track eWeights, which are standard weights based on container size.



Process Industries for Microsoft Dynamics AX provides an easy-to-use, easy-to-understand way to create and manage recipes and formulas. With a single screen, users can review and maintain important information about the formula, as well as the individual ingredients.

Benefits:

- Match “push” supply with variable quality and pull demand
- Minimize or manage the production of by-products resulting from production
- Sell as much high margin fresh products as possible
- Manage the variability of incoming supply (timing, quality, cost)
- Minimize high carrying cost inventory (e.g., frozen products)
- Produce value-added/high margin products whenever possible
- Prevent stock outs or short orders
- Manage the sales and purchase of by-products and pre-processed stock
- Manage shelf life-constrained products
- Deliver “best before” dated product

Achieve a Positive ROI

Because Process Industries for Process Industries for Microsoft Dynamics AX is built on proven Microsoft products and technologies, your business can take advantage of existing IT investments such as Microsoft Office System applications and the Microsoft Windows Server System™. Your company can also realize quick payback on your investment. According to a recent research study by Nucleus Research, Inc., 75 percent of participating Process Industries for Microsoft Dynamics AX customers achieved a positive ROI within an average of only 23 months.*

*Nucleus Research, Inc. The Real ROI from Axapta. Research Note E116, October 2004

For more information or to learn how to become a Process Industries for Microsoft Dynamics AX reseller, please visit

www.fullscopescandinavia.com

or email

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Shelf Life and Best before Dates. Organic products expire if they are not processed in a timely manner. Process Industries for Microsoft Dynamics AX supports both a physical location and a logical status for a material. An expired lot of material is unusable for production or sales. Once a lot moves into a logical status of "expired," the on-hand inventory quantity is decreased by the size of the expired lot. Process Industries for Microsoft Dynamics AX also provides visibility into the expiration dates of inventory lots, and uses first expire first out (FEFO) and first in first out (FIFO) logic. FEFO logic is the only real method to monitor shelf life for incoming raw materials.

Dimensionality of Inventory. Process Industries for Microsoft Dynamics AX manages dimensionality, which means you can see many attributes of inventory at the same time. Using dimensionality, you can simultaneously view bulk equivalents, regardless of pack container, and see individual lots, lot status, lot quality control (QC) data and potency of items.

Lot Track and Trace at the Sub Lot/Serial Level. Process Industries for Microsoft Dynamics AX includes lot tracking and tracing functions suitable to pass Federal Drug Administration (FDA) audits. It tracks actual weights at a lot and sub lot level, and assigns serial numbers (unique identifiers) to each component of the lot. You can also trace shipped lots back through production to the original flock or herd number, which provides complete accountability in case of any recall issues.

Containerization. Meat, pork and poultry processors often need to produce an item and then pack the item into multiple configurations. Using containerization, you can view both bulk and packed quantities. This increased inventory visibility enables you to re-pack, or substitute products if necessary, to fulfill customer orders. For example, you can see how many bulk wings are in stock, as well as packaging configurations such as 10-pack, 50-pack or 100-pack combinations.

Costing of Components. Process Industries for Microsoft Dynamics AX provides the ability to cost products correctly because of its ability to support formulas. The product treats the cost of co-products as allocated costs from the original raw material. Supported costing features include: co-product, by-products, yield, recycles, scrap and waste.

Yield Management. Yield measures the quantity of material lost during the manufacturing process. Yield is measured and tracked at three levels (by item, operation and finished goods). Process Industries for Microsoft Dynamics AX supports and plans at each level.

21 CFR Part 11 Compliance. Process Industries for Microsoft Dynamics AX includes non-refutable electronic signatures, audit trails, calibrations management and time outs, all required components to pass an FDA audit for Code of Federal Regulations 21(CFR) Part 11 compliance. More importantly, these capabilities help reduce your risk and boost accountability as an organization producing fresh product.

This fact sheet represents functionality in Process Industries for Microsoft Dynamics AX 2009.

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