



## AFS TRADEPRO (TPM) and AFS ENTERPRISE MANAGEMENT INTELLIGENCE

NexTec Group has over 18 years of experience helping Food & Beverage Manufacturers and Distributors build recipes for success with flexible technology solutions to fit their business, like Sage ERP X3 with AFS TradePro TPM & Discovery G2 Management Intelligence. The NexTec army of experts provide an arsenal of resources, nationwide, that understand the Food & Beverage industry, not just technology.

### ACCURACY AND PREDICTABILITY

NexTec Group has been helping Food & Beverage Manufacturers and Distributors minimize their exposure to economic and industrial challenges for over 18 years. How do they do this?

Through deploying Sage ERP X3 with AFS Trade Promotion and Discovery Management Intelligence software. These integrations will increase forecasting accuracy and deliver more predictable outcomes in this ever-changing economy.

### SMART DEDUCTION PLANNING

While AFS Trade Promotion Management (TradePro TPM) is powerful on its own, our integrated AFS TradePro TPM with Sage ERP X3 enables you to manage the exposure of deductions and reconciliation with insight into cash receipts, invoice data, expenses and promotions all from a single interface.

With powerful planning and analytics that can be drilled down to a single product or customer level, these real-time analytics and historical detail can help you determine the effectiveness of promotions, deductions and reconciliations.

Whether trade promotions are done off-invoice or as expenses, AFS TradePro TPM's integration with Sage ERP X3, provides your financial team and sales team the insight they need to manage the exposure to these deductions and ultimately determine reasonable timing, measuring the impact of these activities against the lift in sales.

### AFS TradePro

- Discount Budgeting & Planning
- Trade Reconciliation
- Managed Trade Spending
- Deduction Management
- Accounting Planning

The screenshot displays the AFS TradePro software interface. At the top, there are fields for 'Category' (SI), 'Packaging', 'Product status' (Active), and 'Product' (22578). Below this is a 'Sticker Trade' field. The interface is divided into several sections: 'Identification' with fields for 'Picking description' and 'Web description'; 'Miscellaneous' with fields for 'Search key', 'Product line', 'UPC code', 'Standard', 'User access', 'TaxID', and 'Schedule B'; 'AFS Integration' with fields for 'Brand' (YMY), 'Category' (WHOLE), 'Misc. Wholesale Items', 'Promoted Pack Size' (SHIP6), 'Shipper' (72 CT), 'Pack Size Case' (12), 'Size' (20), 'Each' (EA), and 'YDA Part Number'; 'Use' with fields for 'Service life start' and 'Service life end'; 'Statistical groups' with a table for 'Product Attributes' (Pack size, TB Flavor, et Comm Price Group, Purchasing Subcate); and 'Image'.

### AFS Discovery G2

- Management Intelligence
- Pre-Configured Sales Analyses
- KPI Monitoring & Dashboard
- Simulate Promo Scenarios
- Remote Access & Monitoring

## Sage ERP X3 for Food and Beverage

- Recipe & Quality Management
- Pricing & Contract Management
- Promotion Simulations & Forecasting
- Shelf Life Management & Product Packaging
- Weighing Scales & Catch Weight Management

### About NexTec Group

At NexTec Group, we take a business oriented, results driven approach to designing an individualized recipe for success for each Food & Beverage Manufacturer or Distributor we work with, one-on-one. Focused on reducing costs and adding value to your business, our recommendations lead to improved productivity and profitability for your Food & Beverage business, like we have for so many manufacturers and distributors for the last 18 years.

## SPEND SMARTER, SELL MORE

Sage ERP X3 with AFS Enterprise Discovery Management Intelligence (Discovery G2) cross pollinates data from across your organization to provide an instant analysis of orders, rebates, promotions and sales by customer, product or item-level to help you spend smarter and sell more.

Deploying AFS Discovery G2, configured by the NexTec Group, will enable you to:

- Dissect data instantly in order to make more profitable decision instantly
- Identify the highest performing promotions to sell more profitably
- Expose and eliminate potential business issues with predictive analytics
- Simulate potential promotions and project future outcomes
- Assess the cost-to-serve by product, customer and item

## INCREASE PROFITABILITY

Bottom line, NexTec Group optimizes your business to increase profitability with Sage ERP X3's integration to AFS TradePro TPM and AFS Discovery G2. This industry-leading management intelligence solution integrates data not only from your ERP system, but your warehouse management solution, trade promotion management, budgeting tools, spreadsheets and even industry data source.

With this cross-section of data at your fingertips, available from any device, your management and operational teams are full-equipped with comprehensive data to make intelligent business decisions anywhere. With Sage ERP X3's AFS TradePro TPM & Discovery G2 Integration, take back control to:

- Optimize trade spending to operate within +/- 1% of trade budget
- Reconcile deductions to close up to 70% of open and pending reductions
- Increase fill-rates up to 99% with more accurate, predictive forecasting

AFS Discovery G2 Management Intelligence provides a cross-section of data that allows you to analyze and manage sales processes, post-trade spending, warehouse efficiency, general financial reporting and much more with integration to Sage ERP X3.



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