



SHOWCASE WEBINAR

STREAMLINE COMPLIANCE WITH MODERN ERP

Presented by Ultra Consultants and NexTec Group

ULTRA
CONSULTANTS

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PRESENTATION GUIDELINES

- Attendee phones are muted
- Question & Answer
 - Please ask questions through the **Q&A feature**.
- Other communications
 - Please use **Chat**
- You can hover your cursor over the bottom of your screen to access Zoom features



Welcome

TODAY'S MODERATOR



KRISTEN RENDA
MARKETING
PROGRAM
MANAGER

AGENDA

- Introduction to Ultra Consultants
- Disruptions in Process Manufacturing
- Streamline Compliance - NexTec
- Additional Resources
- Q&A

About Ultra

100% Vendor Independent

100s of Customers


1000s of Team Members

Across 1,000,000s of Enterprise
Users

Resulting in 1,000,000,000s in
Business Value

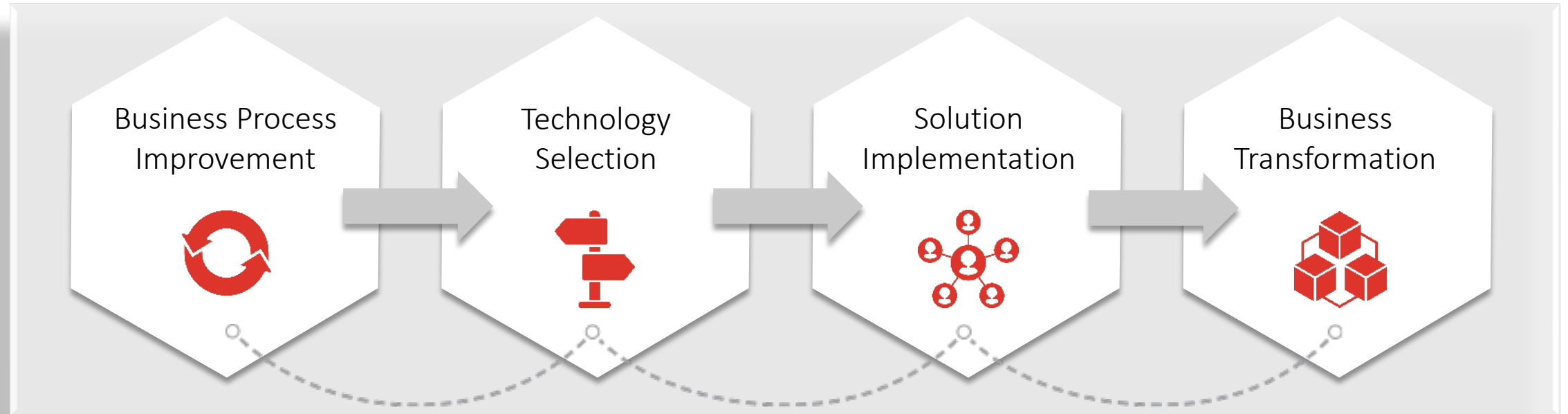


Clients by Industry

|  Aerospace & Defense |  Automotive |  Chemical |  Consumer Goods |  Distribution |  Electronics |
|--|--|---|--|--|--|
|    |    |    |    |    |    |
|  Food & Beverage |  Industrial Equipment |  Medical Devices |  Metal Fabrication |  Pharmaceutical |  Plastics |
|    |    |    |    |    |    |

Ultra's Proven Methodology

YOUR BUSINESS TRANSFORMATION LIFECYCLE



- Organize
- Current State
- Educate
- Future State
- Business Case

- Alignment
- Qualification
- Evaluation
- Due-Diligence
- Selection

- Initiate
- Design
- Build
- Deploy
- Production

- Validate
- Analyze
- Innovate
- Activate
- Realize



A BLUEPRINT FOR ENTERPRISE TECHNOLOGY SELECTION

Your 'how to' guide for enterprise technology success in Manufacturing & Distribution



EDUCATIONAL ASSETS

Videos, podcasts, white papers and expertise for an effective technology project



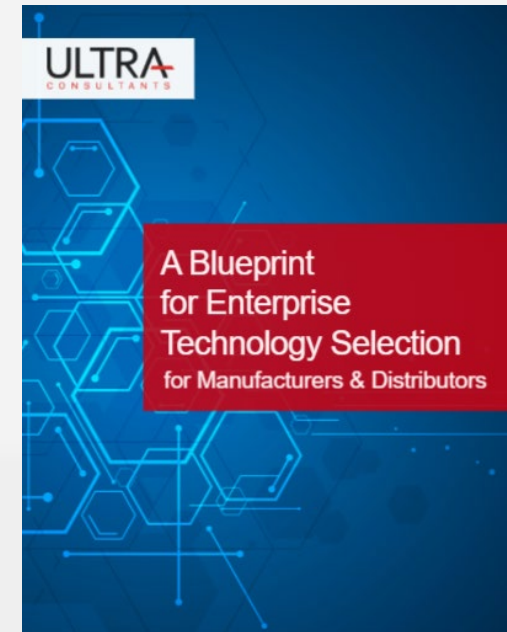
TIPS TO ORGANIZE

Project scope and team, reduce the risk of failure and drive change management



CURATED RESOURCES

Illustrating what it takes to evaluate, select and implement enterprise technology



u l t r a c o n s u l t a n t s . c o m / e r p t o o l k i t



TODAY'S POLL

- What methods does your organization currently use to track compliance reporting and document management?
- What is the current status of how your organization tracks and manages business processes across all operations?
- Does your organization plan to upgrade or implement new enterprise technology in 2019 or 2020?



ANDREW BOLIVAR

DIRECTOR, CENTER OF EXCELLENCE



- Guiding clients through technology analysis, selection, and implementation with a focus on ERP, MES, WMS, forecasting and planning
- Managing client implementation projects from kick-off to post go-live with ERP, MES, and forecasting solutions
- Business process analysis, design & implementation for clients in F&B, CPG, plastics, industrial equipment, distribution, and other industries

*Andrew is a **17-YEAR MANUFACTURING AND TECHNOLOGY INDUSTRY VETERAN** with experience within manufacturing, management consulting, and the software industry.*



DISRUPTIONS IN PROCESS MANUFACTURING



DISRUPTIVE INDUSTRY TRENDS

- Changing Consumer Preferences
- Increasing Global/Safety Regulations
- Evolving Technologies
- Food Engineering/Nutritional Progress



DISRUPTIONS IN PROCESS MANUFACTURING

- 1. Business**
2. Technology
3. Product
4. Manufacturing/Plant



DISRUPTIONS IN PROCESS MANUFACTURING

Business Disruptions

- Trust & transparency
- Big Food in search of growth
- Rise of entrepreneurial companies
- Restructuring
- New ways of selling, new retailers



DISRUPTIONS IN PROCESS MANUFACTURING

1. Business
- 2. Technology**
3. Product
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ARTIFICIAL INTELLIGENCE

- Food Sorting to Optimize Yields
- Food Recognition
- Improved Safety Compliance
- Optimized Sanitation

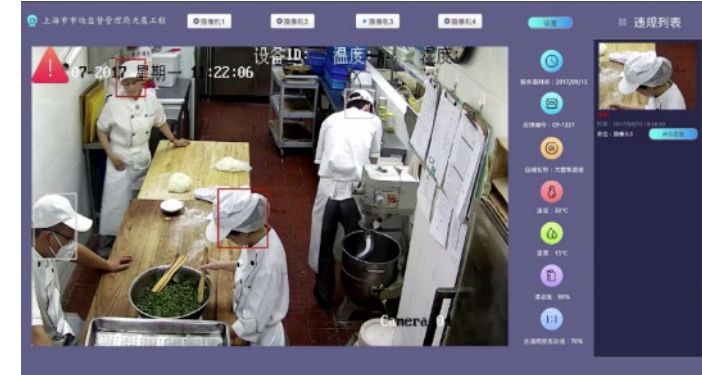
Sensory
Inputs



AI



Recommended
Action

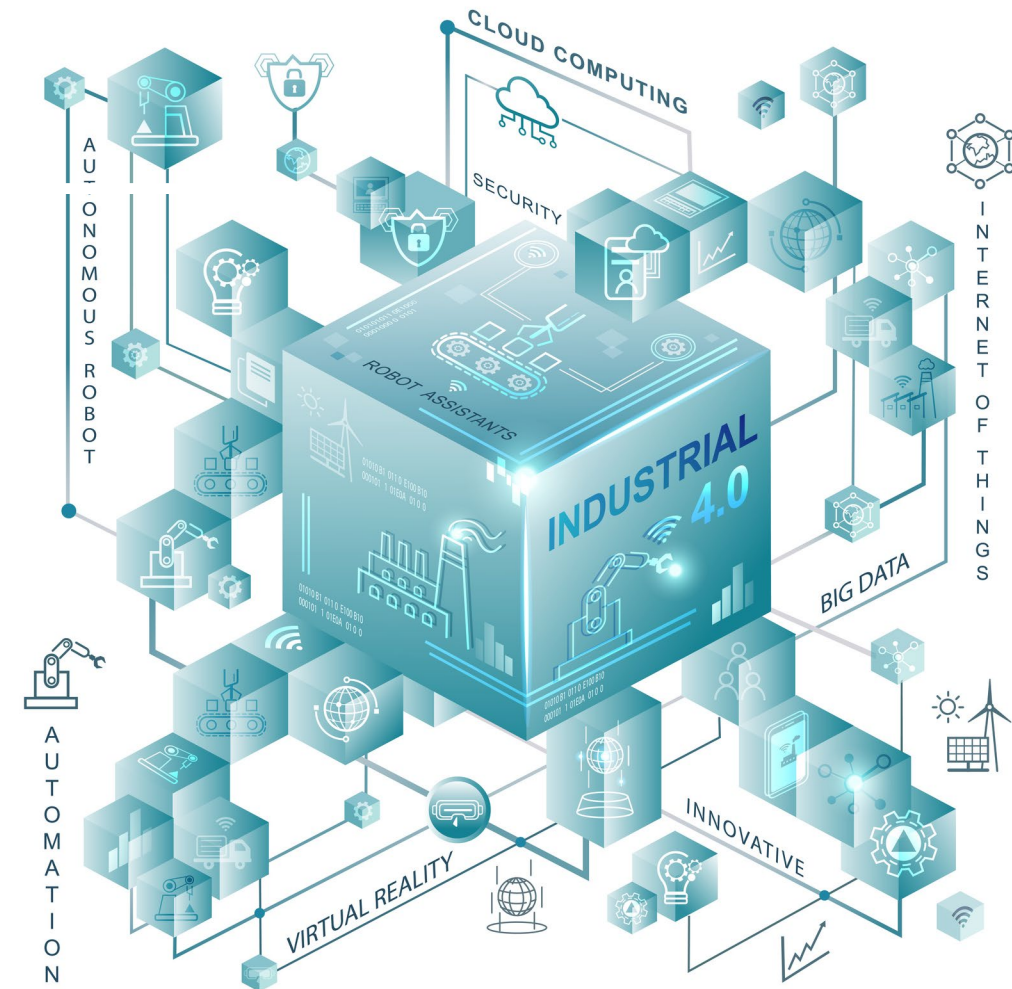




CLOUD SERVICES

Technical

- Pre-built Integrations & standard APIs
- Platform Power
- Constantly improving
- User communities and documentation

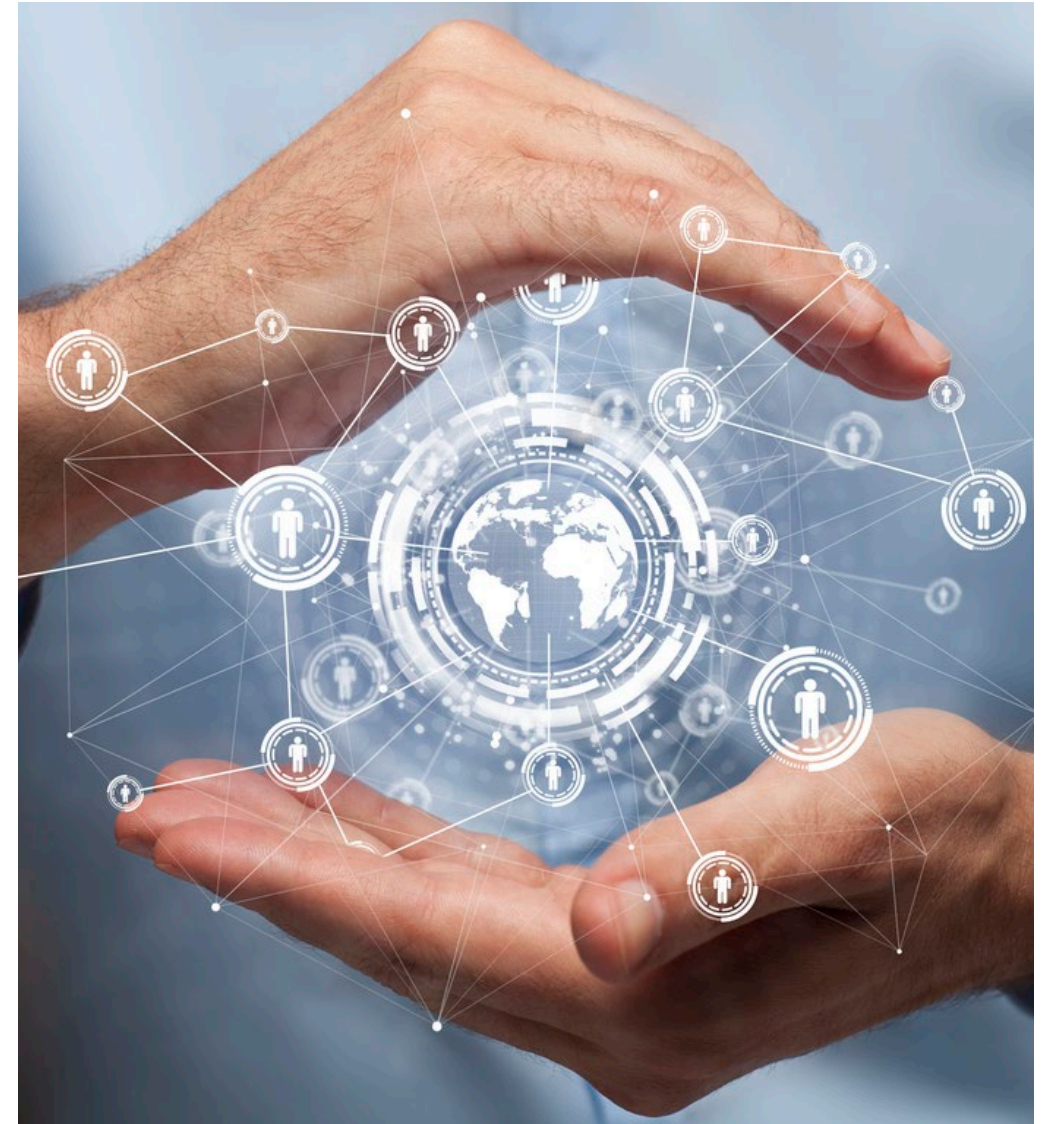




CLOUD SERVICES

What does it mean for business?

- Fewer configuration options with best practices baked in *and evolving*
- Test everything, anywhere, anytime
- Pre-built training documentation



DISRUPTIONS IN PROCESS MANUFACTURING

1. Business
2. Technology
- 3. Product Development**
4. Manufacturing/Plant



MAXIMIZING R&D'S VALUE



Confident Compliance

- New labeling laws
- Changes in raw material acceptability
- Reporting requirements from regulators & customers



End-to-End Collaboration

- Customers looking for new products
- Sampling
- Multiple departments needed for successful launch
- Food compliance alignment



Optimized Formulas

- Highly volatile raw material costs and availability
- Alternative process impact cost
- Shelf life and potency limitations
- Food safety records



Structured Responsiveness

- Consumer demands continue to evolve requiring new products to be developed
- Complex planning and scheduling across geographies and sites

DISRUPTIONS IN PROCESS MANUFACTURING

1. Business
2. Technology
3. Product
- 4. Manufacturing/Plant**



COMMON CHALLENGES

Will current, legacy systems help you operate cost effectively and efficiently?

- Standalone Systems
- Siloed Solutions
- Lack of Integration
- Duplicate Data Entry
- Delayed, Manual Reporting
- Information Accuracy



POLL RESULTS

- What methods does your organization currently use to track compliance reporting and document management?
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TODAY'S SPEAKERS



JENNIFER SPANOS
Head of Vertical Business
Solutions

Jennifer works with ERP software for the food industry, helping numerous customers improve through software implementation. As Head of Vertical Business Solutions at NexTec, Jennifer provides strategic industry focus to their ERP solutions.



SHARON FUCHS
Solutions Architect

Sharon brings over 20 years of experience in ERP implementation and project management to the table. In the past 7 years her focus has been primarily in the food ERP market focusing specifically on batch processing, costing, quality and building efficiencies in business processes across the board.



Streamlining Compliance with ERP

NexTec Food and Beverage

NexTec/Ultra

About NexTec

An award-winning business technology consultancy

ERP, CRM, BI, Cloud and On-premise solutions to small and mid-sized businesses

Over 600 customers nationwide across multiple platforms

Industries:

- Food and beverage
- Cannabis / agriculture
- Chemical
- Pharmaceuticals / nutritional supplements
- Distribution / supply chain management



ESTABLISHED IN
1994

12 countries supported

50 USA states supported



95%
annual client retention rate

25 years helping mid-sized business with **ERP, CRM and BI software**

13 years

Accounting Today's
Top 100 Resellers

50% of clients **chose NexTec** after working with another provider

600+ Acumatica, Microsoft, Sage and Salesforce **customers**

An era of compliance and globalization



Common requirements

- Focus on risk and prevention of risk
- Establish prevention-oriented standards
- Gain industry compliance with the standards through inspections and other verification activities (e.g. sampling)
- Address deviations through corrective action
- Identified responsibilities throughout the entire organization
- Record keeping and document compliance

Changes to Standards

Prescribed accountability

- Vertical culture encouraged and prescribed
- All levels of the organization have a responsibility for food safety and quality
- Anonymous whistleblower system for reporting potential issues



Holistic approach

- Shift to more holistic business management
- Information security is important as well as physical safety



Import/Export

- Supplier standards for import/export
- Demonstrate prevention and traceability
- Faster removal of unsafe product from the marketplace



Holistic business management and accountability throughout the product lifecycle

nextec

Demo

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Thank you.

ADDITIONAL RESOURCES

How Enterprise Technology Impacts Valuation & Investment

- October 3rd at 1pm CT

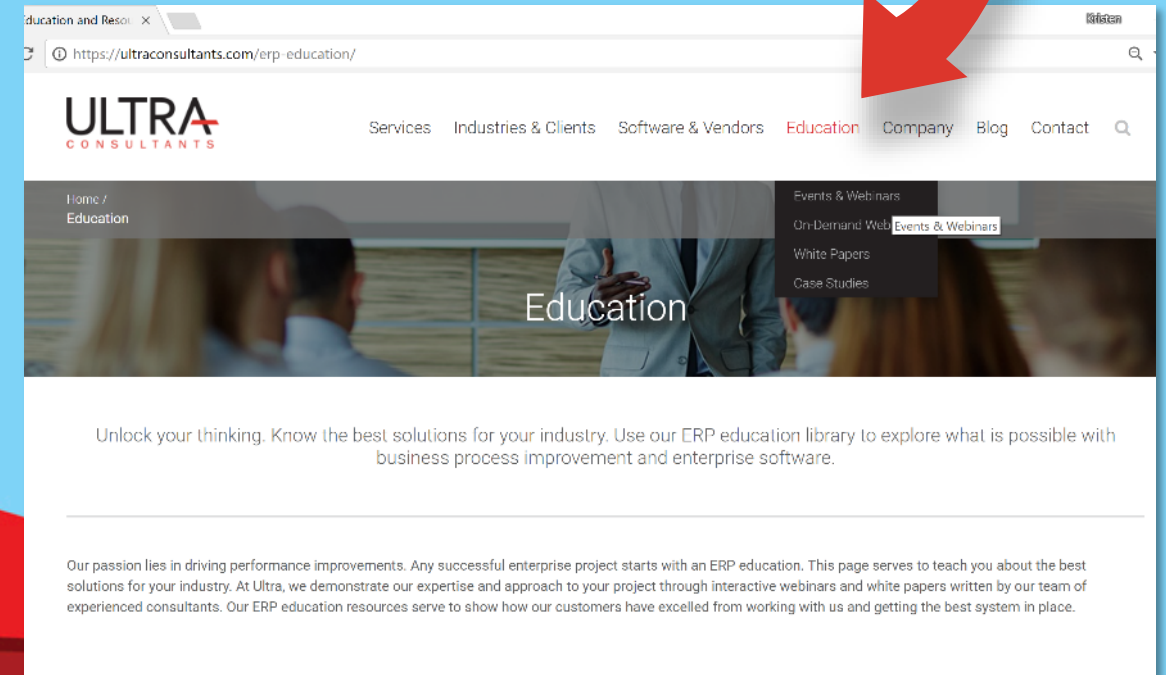
Win with Connected Manufacturing

- October 10th at 1pm CT

How to Ensure Compliance in Food Manufacturing

- October 17th at 1pm CT

ultraconsultants.com



ultraconsultants.com/erp-education/



QUESTIONS?

ultraconsultants.com/erp-education



THANK YOU!
WE'LL SEE YOU AT THE NEXT WEBINAR!

**Team with Ultra to Drive
Business Performance Improvements**