

Managing Food and Beverage Manufacturing During a Crisis

Presented by Sage and NexTec

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Welcome



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Solutions



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Agenda

- The changing F&B landscape
- Current challenges
- Real world story from the field
- Adapt and prepare
- Q&A



“Coronavirus will most definitely and substantially cut into the worldwide manufacturing revenue of \$15 trillion currently forecasted for 2020 ”

ABI Research

Changing F&B Landscape

- Consumer eating and shopping habits
- Supply chain
- Long-term economic disruption
- Regulatory easing
- Dairy, meat and fresh food



“We had an existing contingency plan but given the uniqueness of the situation, it warranted a more direct focus than a basic plan. Very early, we launched a cross-functional response team that meets every day.”

-Director, Retail Tea Manufacturer

Current challenges in F&B

- Keeping production on track
- Managing shifts in demand
- Reacting to supply chain challenges
- Keeping employees safe and healthy
- Proactive risk analysis
- Managing cash flow, financials and planning
- Visibility to accurate, real time data



Elmer Chocolate

Joe Wiley



About Elmer Chocolate



- Company Overview
- Products
- Markets

Challenges

- Remote work
- Employee safety
- Sanitization and deep cleaning
- Vendor availability
- Training
- Packaging supply



Solutions

- Cleaning
- User interface with machines
- Material handling
- Production changes
- Liability (privacy)
- Regulation



**“Half of food and beverage companies
say coronavirus pandemic will make
them stronger.”**

Mattson

Looking forward

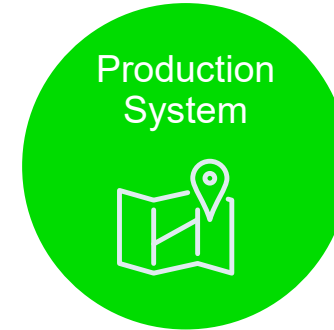
- Risk mitigation
- Streamlined supply chain
- Purchasing behavior (ecommerce, delivery, value)
- Appetite for new foods



Built for Food and Beverage

sage X3

Engineered for the food and beverage industry, Sage X3 has inbuilt industry-specific capabilities such as recipe management, quality control, regulatory compliance and lot tracking.



NexTec knows F&B

1

F&B best practices and experience

2

Partnership philosophy and customer retention

3

Solution focus vs software

4

Proven methodologies with demonstrated expertise

5

Consultative approach

6

Leading Sage X3 Partner

- Largest Sage X3 practice in North America
- Sage #1 Worldwide Partner in FY18/19

Thank you



You will receive a link to the recording and complimentary access to the new Industry study on COVID-19 and the F&B Industry.

Please use the chat function to ask any questions of the panel.

Thank you

nextec

sage