



Clients First successfully provides, supports and implements leading Enterprise Resource Planning solutions by putting clients and their business first. By helping organizations leverage the power of an ERP solution, clients are able to gain visibility and insight, optimize their operations and rely on dedicated support. With vertical expertise in Manufacturing, Distribution and Food & Beverage industries, Clients First has been the trusted advisor for many businesses looking to drive revenue growth and improve productivity with a partner they can rely on.

## FOOD AND BEVERAGE OFFERINGS FOR PROCESSING & DISTRIBUTION OPERATIONS

Your business has a shelf life - and in most cases, your product is consumed before you can claim the receivables. In the food processing industry, you must cope with specific challenges not faced by other industries. Expiration dates, regulatory standards and special handling are just a few of the requirements that must be met.

At Clients First, we have firsthand experience dealing with the challenges faced by the food and beverage industry. What's more, is that we have tailored the world's most robust Enterprise Resource Planning (ERP) solutions to meet your most critical business needs.

Clients First Business Solutions  
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**Microsoft Partner**

Gold Enterprise Resource Planning

### SPECIFIC EXPERIENCE

- › Kosher Food Requirements
- › Agriculture Grains and Crops
- › Pet Food Manufacturing
- › Beef and Poultry Processing
- › Dairy and Fluid Milk Products
- › Meat Packing and Processing
- › Frozen Specialties
- › Malt Beverages
- › Confectionary Products
- › Flour and Grain Mill Products
- › Potato and Snack Foods
- › Produce and Raw Ingredients



“ The biggest advantage to dealing with Clients First is that you’re not just buying software. You’re buying business results. Clients First knows their software, but they are also astute business people, and they really understand manufacturing and distribution in particular. In the end, they helped us engineer better business processes first, and installed the software solution that made the most sense second ”

-Jimmy Witcher, COO at Merrick

PUTTING CLIENTS AND THEIR BUSINESS FIRST

## Processing Solutions

Based on years of industry experience and customer feedback, we have been able to leverage the inherent functionality of the Microsoft Dynamics solutions without investing in additional add-on software. The requirements that our developers and consultants have helped clients leverage are:

- › **Formula Management and Security**
- › **Nutritional Labeling and Analysis**
- › **Quality Control and Documentation**
- › **Advanced Planning and Scheduling**
- › **Title 21 CFR Part II Compliance**
- › **Loss and Yield Control and Management**
- › **Lot Tracking and Recall Management**
- › **Catch Weight Management**
- › **Financials, Logistics, Warehousing, Production**
- › **Index Product Pricing**
- › **Tank and Product Management**
- › **GTIN Product Identification**
- › **Inverse Bill of Materials**
- › **Container and Packaging Management**
- › **Shelf Life and Best Before Dates**
- › **Multi-Location Inventory Management**
- › **Produce Traceability Initiative (PTI) and Case Compliant Tags**
- › **Distributor & Independent Food Contractor Management**
- › **Route Distribution and Presale Call Management**

## Customer Reference

**Company:** Merrick Pet Care  
**Expertise:** Pet Food Manufacturing  
**Deployment:** Six Facilities  
**Employees:** 400  
**Replaced:** Excel  
**Solution:** Dynamics AX 2012  
**Benefits:** Cut yield losses by 50%

Order turnaround reduced from 23 to 7 days

Financial reporting reduced from 28 days to 3 days

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