



Deacom ERP for
Food & Beverage Manufacturers
Making Complexity Simpler for the Food & Beverage Industry

Overcoming Your Unique Challenges

Are you a producer of fresh, iced, frozen, deep-frozen, dried or preserved finished goods? Do you make ingredients that are used in other food or beverage products? Are you facing challenges associated with contract manufacturing, co-packing, private labeling, or producing brand or Consumer Packaged Goods?

Deacom provides a flexible solution with industry-specific functionality that can be easily configured to your unique requirements. With extensive knowledge and experience in Food and Beverage, we are able to help you navigate the dynamic nature, complexity, and versatility of the industry. By working with companies in the Food and Beverage industry for many years, we know that many of them, despite the individual requirements, share similar challenges.

“The speed and accessibility to all of our transaction detail is so quick because of the centralized database. You simply just don’t get that with other ERP systems.”

– Jim Fragnoli, CFO of California Custom Fruits & Flavors

Environmental Impacts – The growth pace of industrialization has led manufacturing companies to adopt more environmentally conscious business practices. Food and Beverage products that are tagged as “eco-friendly” are drawing more sales than those that harm the environment.

Health Consciousness – In recent years, consumers have become more aware of the impact food quality has on their lifestyle. Foods that can carry a “healthy” label like organic, gluten-free, dairy-free, and sugar-free are driving demands which manufacturers must respond to.

Complex Inventory Management – Since food products have such a limited shelf life, inventory management continues to top the lists of challenges in the Food and Beverage industry. Strictly managing expiration dates, picking processes, production scheduling, and storage hygiene are critical. When done correctly, strong inventory control can protect a brand and become a competitive weapon.

Traceability Beyond Recalls – Consumers are becoming more interested in understanding what is going into their food and where it is coming from. This trend is leading manufacturers to leverage forward/backward traceability beyond their traditional recall needs and including this information in their ingredient labels.

Strict and Changing Regulations – Organizations like the FDA, EPA, OSHA, and FTC require strict regulations and guidelines for Food and Beverage manufacturers to adhere to. However, those regulations are also known to change frequently forcing companies to react quickly across their supply chain to minimize the potential negative impacts on waste, production, quality, and documentation.

Unpredictable Forecasts – COVID-19 caused a surge in the unpredictability of the Food and Beverage supply chain. Country-wide lockdowns, restaurant closings, consumer buying behavior shifts, food shortage fears, and the hit to farming and agricultural activities all hinder the ability to effectively forecast demand. Food and Beverage producers need a real-time view of the inventory levels, what’s in production, what’s in QC, and how demand is developing to make the strongest decisions for their business.



Key Benefits Gained with Deacom ERP

Constantly changing industry demands and evolving regulatory requirements of the Food and Beverage industry are driving the need for manufacturers to leverage an enterprise software system tailored to their market. Taking it a step further, a software solution that provides efficient and centralized data processing along with hyper-tight process control is extremely important.

Below are critical Deacom ERP benefits that meet the specific needs of those in the Food and Beverage industry:

Strict Lot Control with Track and Trace

Minimize risk with real-time visualization of enterprise lot control data.

- Meet compliance and traceability regulatory requirements.
- Embrace and support new regulations quickly.
- React quickly and precisely to immediate crisis with forward and backwards traceability – between supplier to customer.
- Identify specific products and customers affected by a lot quality issue.
- Identify lots with quality issues based on customer complaints so other customers that received products from those lots can be properly informed.
- Deliver valuable and reliable information to retailers and consumers by leveraging data (quality, transactions, batches, etc.) that travels with the product throughout the supply chain.
- Improve confidence in your product with online access to trace line data for customers and regulators.
- Validate your corporate social responsibility initiatives around quality and customer responsiveness, environmental responsibility, and sustainable development.

Hyper-Tight Process Control™

Eliminate “the cost of being wrong.”

- Gain real-time information and strict process control from planning with Material Requirements Planning (MRP) » Receiving goods » Quality Check to Production » Production » Quality Check after Production » Document Generation » Shipment.
- Prevent potential “costs of being wrong” like legal claims, recalls, low customer satisfaction, removal from preferred supplier lists, and much more because of bypassed production or quality control steps.



Native Quality Control

Maintain high quality standards from receiving through production and shipping.

- Leverage a structured approach to keeping company quality and food safety data by setting up quality control measures and comparing them with the actual quality control results.
- Ensure the highest quality products for your customers by using quality control holds throughout production.
- Manage quality, identify ingredient issues, and catch errors early so necessary adjustments can be made on the spot - before the product ships out the door.
- Prevent against recalls by constantly analyzing and improving product data in real time.
- Satisfy (or exceed) food safety standards.
- Significantly reduce preparation time for audits by providing audit reports based on operational production data.
- Trace quality data such as farming feed, medication, laboratory time, temperature measurements, or any other relevant critical process indicators.

Documents and Label Management

Generate necessary Nutrition Facts Label, CoA, and Other Documents

- Automate the process of creating documents and completely eliminate the manual creation of these documents outside of your ERP system.
- Create and manage regulatory documents including Certificate of Analysis (COA) and Nutrition Fact labels.
- Add user-/customer-defined information for allergy reporting and other requirements.
- Create user-/customer-defined calculations.
- Design form layouts and determine printing settings.



"With Deacom, we are able to quickly isolate where time and materials are being wasted. The first year we were on Deacom, we were able to scale our inventory variance down to \$90,000 (from nearly \$300,000). Today, Silver Spring Foods is in the \$1,800 – \$2,500 range for variance in our inventory."

– Noah Wallace, CIO of Silver Spring Foods

Deacom ERP Food & Beverage Functionalities

All the functionality you need in a simpler way.

Every company in the Food and Beverage industry can increase their added value by significantly improving business processes with Deacom ERP. This is done by exploring the potential for centralized collaboration within the company, as well as with suppliers and customers.

The way you do business

Regardless how your business is structured, Deacom ERP supports it:

Contract Manufacturer – Plan and manufacture based on contracts with your customers, and drill down on contract details as it relates to billing, production, and costing.

Producer of a Brand / Consumer Packaged Goods – Enforce and manage quality control requirements, track and trace a product from end-to-end, and manage multiple layers of serialization to build and protect your brand.

Contract-/Co-packer – Package and label products based on customer, brand and product requirements.

Business Processes

Manage all your business processes within one system:

Concept-to-Product – Define ingredients, end-products, co-products, by-products, and related processing steps.

Procure-to-Pay – Manage the complete procurement cycle from receiving a purchase, to receiving the goods and passing quality control checks, and finally the payment of the invoice.

Order-to-Cash – Gain real-time information and strict process control from the moment you receive an order through planning, manufacturing, shipping, document generation, billing, and cash receipt.

Ticket-to-Resolution – Increase customer satisfaction with a tight ticket-to-resolution process supported by a comprehensive lot tracking functionality to secure your brand and reputation.





Demand management that supports various channels

Utilize various channels to receive demand for your products:

Ecommerce – Enable distributors and retailers to enter orders, check real-time inventory availability, and view outstanding balances through a B2B and B2C ecommerce site.

Multi-Company/Multi-Facility – Transact between companies in a single instance, manage inventory/production/distribution across multiple facilities, and easily handle financial transactions between companies through inter-company transactions.

POS (Point of Sale) – Complete customer sales transactions to manage inventory within a store and easily identify when inventory needs to be replenished with MRP.

DSD (Direct Store Delivery) – Track orders, shipments, returns, payments, and signatures through a mobile DSD application.

EDI (Electronic Data Interchange) – Complete sales order, purchase order, shipment, and other transactions electronically with a highly flexible and configurable set of EDI tools.

Manage production and shipment

Improve production management with food and beverage specific functionality that prevents manual workarounds and the need to add third party software to your ERP environment:

Product Aging and Shelf Life – Track inventory aging and manage customer shelf life requirements based on expiration dates, and use MRP to support packaging efforts.

Yields – Track yields at each phase of the production process for regulatory reporting and costing purposes.

Catch Weight Production – Integrate scales in your production line that confirms if the catch weight item adheres to determined weight specifications and produce the appropriate label for the product with the batch weight, serial number, and a barcode.

Pricing/Promotions – Maintain price lists specific to customer and product rules, and manage promotions for off-invoice discounts or rebates for specific time periods.

Document Generation – Automatically create shipping documents, batch tickets, CoA documents, nutrition fact labels, and other documentation needed for regulatory compliance and customer requirements.

Create and secure quality

Deacom ERP has its own quality management system as part of its core solution which enforces process controls to meet quality control requirements:

Quality Control – Ensure the highest quality products for your customers using quality control checkpoints throughout production. By establishing customer-specific quality control thresholds, you can ensure only products that meet those requirements are shipped to that customer.

Shelf Life Rules – Ensure lots shipped to customers meet their requirement based on their shelf life rules.

Strict Lot Control – Enforce quality control checks or quality control holds, ensure raw materials issued to a job are recorded automatically, and leverage GS1-128 barcodes with lot numbers for serialized inventory.

Safe Quality Food Support – Manage all requirements for your food certification audits within a single platform. This includes Safe Quality Food Institute (SQF), British Retail Consortium (BRC), Halal, Kosher, and Genetically Modified Organism (GMO) requirements.

Alcohol and Tobacco Tax and Trade Bureau (TTB) Reporting – Generate Alcohol and Tobacco Tax and Trade Bureau reports based on the production for a given time period.

“We were managing various, independent systems often causing discrepancies between reports. For our company, minimal margins of even a penny can make a significant impact on our business's bottom line and a reliable ERP system like Deacom allows us to create more accurate pricing plans. Their unique, single-system software model puts them far ahead of other ERP providers and allows process manufacturers to dive deep into their data to conduct accurate forecasting.”

– Brett Black, President and CEO of Devault Foods



Complexity Made Simpler

Transforming complex business processes into a simpler solution is at the heart of the Deacom software development philosophy. This concept drives the mission to provide ONE System, ONE User Experience, ONE Predictable Price, ONE Team, and ONE Solution for your industry.

Deacom ERP provides a level of individual configuration, flexibility, and functionality necessary for food manufacturers to drive success in a simpler and more practical way - now and into the future.



ONE System

Native capabilities like CRM, QC, WMS, DSD, Ecommerce and many more, are all part of the base ERP solution meeting your complex requirements.



ONE Team

The ECI Deacom Team is the single partner for everything you need: software, implementation, training, service, and support.



ONE User Experience

Intuitive and consistent working experience across all departments, all platforms, and all devices.



ONE Predictable Price

Understanding that an ERP implementation is a significant investment, businesses that implement Deacom have full pricing transparency going into the project.



ONE Solution for Your Industry

Native industry-specific functionality and processes with functional depth.

Deacom's Functional Foundation

Accounting/Finance
Business Intelligence/Dashboards
Catch Weight
Customer Management (CRM)
Direct Store Delivery (DSD)
Document Generation
Document Storage
Ecommerce
Electronic Data Interchange (EDI)
Formulation/BOM

Inventory
Label Generation
Mobile Apps
Maintenance (MRO)
Material Requirements Planning (MRP)
Multi-Company/Facility
Point of Sale
Pre-Weigh
Production Routings
Production Data

Product Configurator
Purchasing
Quality Control/Quality Assurance
R&D/Project Management
Regulatory Management
Reporting
Sales
Scheduling
Serialization/Traceability
Warehousing/Scanning

Deacom ERP Global Implementations

Deacom's global footprint is expanding rapidly, not only with new customers but also with existing customers that are scaling their businesses internationally. To date, Deacom ERP is deployed in nine countries with plans to more than double that number by the end of 2022.



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Years of Deacom ERP continuous improvement

250k+

Global users across all of ECI's portfolio

\$50M-1B

Revenue range of most Deacom customers

250+

Process manufacturing customers

98%

Deacom ERP implementation success rate, exceeding industry avg.

67%

Customers select Deacom's Managed Cloud Service for their deployment

25k+

Total customers

99

Countries ECI operates in

1700+

Employees Globally

Contact us today to learn more.

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