

JunctionF/B™ On-Demand

An end-to-end ERP solution for Growers, Producers, Manufacturers and Distributors, delivered on your terms

On-Demand Functionality for Complex Business Needs

JunctionF/B On-Demand features additional functionality designed to address specific food and beverage business needs and to meet market demands or comply with industry or government regulations. Additional functionality includes:

- Advanced Lot Tracing
- Direct Store Delivery
- Mobile Solution
- Genetic Optimizer
- Batch/Blending
- Wireless Warehouse Operations
- Trade Promotions Management
- Producer Payroll/Grower Accounting
- End-to-end Dairy accounting

The Challenge: Complex Needs, Critical Cost Control

Growers, Producers, Manufacturers and Distributors face a variety of challenges when it comes to remaining competitive. Managing external factors, such as consumer demand and governmental regulation, as well as the need to streamline internal operations to increase efficiencies and optimize tight margins are critical factors for sustainability and profitability. The need for operational transparency and complete control over the entire value chain, from field to fork; farm to shelf; and across all supply, production and delivery channels is no longer a convenience, it's a requirement.

It is in response to these requirements that Food and Beverage companies are migrating away from legacy systems, spreadsheets and third-party bolt-on applications and looking to cloud-based solutions to manage their business processes.

With the functionality of on-premise ERP at a fraction of the cost, cloud computing is changing the way Food and Beverage companies can leverage technology as a competitive advantage. A cloud-based ERP solution reduces capital expenses, significantly lowers upfront costs, simplifies implementation and maintenance, and adapts easily to changing business needs. With JunctionF/B On-Demand, Food and Beverage companies can leverage the full benefits of on-demand ERP with industry-specific functionality, configured to meet their unique business needs.

The Solution: JunctionF/B On-Demand ERP for Food and Beverage

JunctionF/B On-Demand is an on-demand, end-to-end solution native in Microsoft Dynamics® AX and built with extended functionality to provide control and visibility over the entire Food and Beverage Value Chain. JunctionF/B On-Demand enables better management of critical activities including margin management, real time inventory visibility and accuracy, production and packaging schedules and picking workflows, the ability to leverage and execute multiple shipping options, enhance delivery channels, regulate vendor performance and more.

JunctionF/B On-Demand is an alternative to the traditional, on-premise deployment, with a subscription-based model including pay-as-you-go pricing and the ability to easily change the number of users based on your business needs, such as an expanding and contracting seasonal workforce. Users need only a Web browser, PC or mobile device to access JunctionF/B On-Demand; no other software or hardware installations are required. With JunctionF/B On-Demand, Food and Beverage companies are enabled with a complete solution that can be deployed quickly and with a low total-cost-of-ownership.

Aberdeen Group Survey states...

“ 79% of survey respondents are considering On-Demand because of the lower total cost of ownership. They are also considering it because it reduces the cost of upgrades and because they have limited IT resources and no interest in building IT staff. ”

Cindy Jutras
 Vice President
 Research Fellow and Group Director
 Aberdeen Group



Benefits of JunctionF/B On-Demand:

Significantly Reduce Upfront Costs

- Reduce upfront capital expenditure on hardware, servers, software licenses and implementation services
- Decrease ongoing IT operational and labor costs to manage data facilities and infrastructure
- Accelerate time-to-value with Microsoft-centric user architecture and job-function based interface increasing user adoption and decreasing training time

Affordable, Predictable Pricing

- Predict costs with ease with forecasted hosting and licensing fees
- Pay only for the number of user licenses needed with a subscription-based licensing model
- Leverage the predictability of regular operating expense accounting

Fast and Simplified Deployment

- Enable immediate business productivity because Junction Solutions migrates existing data to JunctionF/B On-Demand, making it available to users from the first time they access the solution
- Deploy quickly and easily with feature-rich, out-of-the-box functionality
- Utilize simple configuration templates or work with Junction Solutions to configure the solution to meet more complex business requirements

Scalable to Meet Dynamic Needs

- Provision or de-provision users to accommodate changing business needs – especially beneficial for growing, cyclical or seasonal businesses that need to quickly and efficiently change the number of users
- Identify usage levels to reduce unused capacity and maximize resources for improved efficiency
- Dynamically scale to meet demand and deliver acceptable performance levels

Reliable and Secure

- Leverage robust and multi-layered data security, privacy and access with strict adherence to regulatory compliance
- Reduce risk of data loss with fast data recovery and backup offering higher availability, better performance, faster problem resolutions and fewer issues with maintenance
- Depend on available 24/7 support from Junction Solutions

Dependable Maintenance and Efficient Upgrades

- All maintenance and standard technical support is included
- Immediate access to the latest features and functionalities with a seamless upgrade path

A Comprehensive Solution for Food and Beverage

- Address key compliance and industry safety standards including food safety plans, supply chain management and supplier verification, and records maintenance and access
- Experience the operational and financial benefits of an end-to-end ERP and value chain management solution designed specifically for Food and Beverage, including functionality to manage the entire value chain from grower accounting to warehouse management to direct store delivery and advanced lot trace
- Increase user adoption of new technology throughout the organization by utilizing a solution built on the familiar, industry leading Microsoft platform

Your Cloud, Configured to Your Business Needs

Complete Solution, One Provider, on Your Terms

JunctionF/B On-Demand integrates your entire value chain, eliminating the up-front cost and the ongoing IT complexity associated with supporting an enterprise-based system. JunctionF/B On-Demand delivers a flexible, open architecture solution that is powerful enough to support a few or a few thousand concurrent users and can be configured to meet your needs today and tomorrow. Perhaps the most significant benefit is that the entire solution is developed and maintained by Junction Solutions, from a hosted environment, with a core platform that is native in Microsoft Dynamics AX. This means there are no third-party solutions to integrate and clients can take advantage of a simplified, cost-effective, and often transparent upgrade path. The result is a comprehensive solution, designed specifically for the food and beverage industry, with an ongoing cost of ownership that is predictable.



Deep Industry Expertise to Support Configuration

Junction Solutions is comprised of a team with deep industry expertise. Our partnerships with clients are built by thoroughly understanding their unique processes and applying best-in-class industry practices to optimize business and

technology integration. JunctionF/B On-Demand enables end-users to retain the ability to configure their ERP solutions-set to their individual and dynamic business needs. This high-level of configurability, which is rarely possible in the cloud-based software world, provides our clients with the ability to adapt and evolve their processes and systems to address changing industry, economic, and business conditions.

Improve Cost Control and Performance

JunctionF/B On-Demand integrates processes across departments and streamlines cross-divisional operations such as purchasing, production, sales, cost management, and accounting. Comprehensive functions for trade promotions management provide a flexible way to control and optimize trade fund spending.

JunctionF/B On-Demand also gives you the tools and market insights to manage key activities. Easy-to-use features allow you to manage grower accounting, sales order management, trade promotions management, grower receipts, and advanced lot trace at key points in your supply chain. JunctionF/B On-Demand also features wireless warehousing capabilities, multi-dimensional inventory views, touch screen receiving, and directed bulk put-away.

Eliminate manual processes to track inventory, order management and costs that can be time consuming and do not provide the organization with the immediate visibility it needs. JunctionF/B On-Demand enables a migration from a system of spreadsheets or semi-integrated best of breed solutions to automated processes that reduce the time to capture and track financial and operational data, while improving data accuracy.

Business Operational Transparency – On Demand

Spreadsheets in the warehouse don't "talk" to the spreadsheets in accounting. However, the need for real time data visibility, versus periodic updates, is critical to fully understanding business costs and efficiently managing inventory. JunctionF/B On-Demand enables the entire organization to gain visibility into accurate operational data. JunctionF/B On-Demand is also fully integrated with the general ledger, so information from the production line and the warehouse is immediately visible to accounts receivable.

Sophisticated warehouse management features give you visibility into stock levels at multiple locations, allow you to optimize inventory for directed picking, and reduce carrying costs and spoilage. Support for direct store delivery helps you keep shelves stocked and revenues on-track for growth.

Why Microsoft Dynamics AX?

Microsoft Dynamics AX is an industry leading, proven, ERP solution that optimizes accounting, customer relationship, and supply chain operations. By automating and streamlining business processes, Microsoft Dynamics AX helps people find, use and share information, meet shifting economic and industry demands, and capitalize on new opportunities. Junction Solutions selected Microsoft Dynamics AX as its ERP platform of choice because it enables food & beverage organizations to work efficiently and make accurate business decisions with confidence.

Unique Flexibility

Microsoft Dynamics AX enables organizations to run their business the way they want. With more built-in functionality than any other mid-market ERP solution, customers can choose only the features they need and simply "turn on" new features as their business grows.

Advanced Technology

Microsoft Dynamics AX lets customers choose the architecture that best matches their infrastructure and budget. Its powerful, object-oriented environment is structured for straight forward development. Customizations are kept in separate layers, leaving the original application code unchanged for easy and cost effective upgrades.

Global Capabilities

Microsoft Dynamics AX helps scale real-time connectivity across different locations using one common, master-control database, and support for multiple language and currency capabilities.

Microsoft Platform

Microsoft Dynamics AX takes advantage of the many features of Microsoft SQL Server. Customers who choose SQL Server benefit from improved access to application data, simplified deployments, ease of maintenance, and faster application response. .NET technology provides the capability to quickly build, deploy, manage, and use connected, security-enhanced solutions through the use of Web services.

JunctionF/B On-Demand At a Glance

Order Management/Customer Service

- Full order event handling including sophisticated hold processing
- Three panel customer service screen puts all the customer information at your Fingertips
- Real-time capable to promise (CTP) available at the time of order entry

Supply Chain Management

- Integrated forecasting and demand management
- Catch weight support configurable by supply chain area to support full-visibility and limited-visibility tracking
- Sophisticated trade agreement and supplier selection capability
- Product configurator for complex, rule-based item definition
- Definition of inventory specifications and test methods

Inventory Management

- Plan supply chain across multiple plants and distribution centers
- Capacity and material-based constrained planning
- Plan inventory replenishment based on a combination min/max, period of supply, forecasted demand, safety stock and user-defined time fences
- Manage procurement from multiple vendors including import capability and container tracking
- Purchase by potency

Production Management

- Integrated support for production lines and capacity loads
- Graphic production workbench that supports order scheduling and line balancing
- Math optimization engine for production sequencing and changeover minimization
- Forward and backward scheduling
- Sub-contractor management
- Backflush of materials and resources by operation
- Support for parallel operations
- Scaling workbench that provides rule-based batch and ingredient scaling
- Ability to scale production orders based on potency of ingredients

Collaborative e-Commerce

- Support for all standard EDI transactions
- UCCNet synchronization
- Easy to create vendor and customer web portals allows external partner integration

Quality Management

- HACCP (Hazard Analysis and Critical Control Point) support
- Flexible management of date sensitive inventory
- Sample testing support featuring flexible frequencies, multiple testing methods, qualitative, and quantitative tests
- Tight integration between quality and inventory modules supports automatic QA holds if specifications not met

Warehouse Management

- Data sensitive inventory
- Support for FIFO (first in first out) and FEFO (first expired first out) picking logic
- Enhanced unit conversion support
- Store inventory at a warehouse, location, pallet, lot, and serial number level
- Optimize space by categorizing warehouse zones and areas
- Directed picking and inventory put-away
- Location tracking at the aisle, rack, shelf, and bin level
- Dynamic hard and soft inventory reservation
- Full support for touch screen, barcode and wireless devices
- Potency enhancements in the areas of messaging, scaling, and phantom BOM processing
- Full support for RFID, barcode transactions and wireless devices enabling wireless transaction support

Commodity Supplier Relationship Management / Grower Accounting

- Contract management allows definition of rules for purchasing and paying for products
- Delivery planning and authorization provides a workbench to aid in the planning and management of deliveries
- Receipt and quality process defines control and validates the receipt of product based on contract and quality rules
- Pre-Payment & Settlement process for payments of product received based on the rules of the contract including quality bonuses and deductions
- Commodity cost and variance management for monitoring, tracking and adjusting cost variances to finished goods, COGS, and profit

Financial Management

- Full set of financial modules including GL, AP, AR, Project Accounting, and Fixed Assets
- Supports multi-currency, multi-company, and multi-language (32 languages) requirements

- Sophisticated, multi-dimensional financial reporting
- Flexible sales commission structure
- Support for broker commissions
- Full landed cost support

Trade Promotions Management

- Support analysis of trade promotion data so that this analysis can be utilized to better plan future promotions
- Manage control and optimize trade fund spending through budgeting
- Facilitate trade promotion planning and executing with detailed trade promotions directly linked to pricing
- Support trade money accounting and settling with direct integration with financials to ensure proper payment to customer
- Fully support deduction resolution for deductions taken for trade promotion purposes
- Analyze promotion effectiveness including planned vs. actual comparisons, ROI measurements and contribution margins

Technology

- Touch screen and mobile wireless deployment options
- Built from the ground up to be customized by customers— very easy to upgrade
- Fully scalable three-tier architecture supports thousands of concurrent users
- Uses an advanced Microsoft object-oriented integrated development environment
- Runs on both Microsoft SQL Server and Oracle databases

Distribution Management

- Load Planning Workbench
- Picking Workbench
- Direct-Store-Delivery
- Multi-Distribution Center Planning
- Inbound/Outbound Scheduling
- Route Planning and Management

Advanced Lot Trace

- Recording of additional lot/batch attributes
- Advance Trace Workbench
- Fast Search
- Advance Analysis and Reporting
- Lot Trace Wizard

About Junction Solutions

Junction Solutions is an award winning provider of vertical-specific on-premise and on-demand software applications and services that help organizations enhance operational performance, reduce costs, optimize and expand delivery channels, and strengthen customer relationships. Built on Microsoft Dynamics® AX, and designed specifically for Food & Beverage, Multi-Channel Retail and Distribution companies, Junction Solutions' innovative offerings focus on enterprise resource planning (ERP), and provide users with 360-degree visibility across complex B2B and B2C operations including supply chain management, human capital management, merchandising, order entry management, call-center management, eCommerce engagement and fulfillment.

Where technology meets innovation for Food & Beverage, Distribution, Multi-Channel Retail companies.

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