

## JunctionF/B™

A complete solution, built in Microsoft Dynamics™ AX especially for the complex needs of food and beverage companies

### Additional Functionality for Complex Business Needs

JunctionF/B 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
- Production Schedule Optimization – Genetic Algorithm (GA) Engine
- Batch/Blending
- Wireless Warehouse Operations
- Trade Promotions Management
- Producer Payroll/Grower Accounting
- End-to-end dairy accounting

### The Challenge: Lack of Visibility, Complex Needs

The Food and Beverage industry is a dynamic vertical that deals with perishable, fast moving products and is required to constantly respond to changing market conditions or consumer preferences, industry and government compliance and the occasional crisis. Internally, it is critical to get a handle on inventory management, coordinate multiple manual processes for tracking operations and finance and ensure orders get out on time to maintain customer satisfaction and revenue flow.

Food and beverage companies depend on a technology backbone that can support their business needs, fluctuations or changes in demand and accommodate growth over time while being stable enough to consistently keep their operations up and running.

Traditionally, companies have chosen to address their needs with a system of homegrown solutions and third party point solutions or go with a larger vendor that augments their core capabilities with third party add-ons to fill in the gaps. This approach results in multiple manual processes, systems that likely aren't connected across the enterprise or are painful and costly to maintain over time. There is another, better option for food and beverage – JunctionF/B™.

### The Solution: Junction F/B –A “Field to Fork” Solution for F&B

JunctionF/B is an end-to-end solution, specifically designed for food and beverage, developed and maintained completely by Junction Solutions, meaning no third party software integration is required. JunctionF/B is built in Microsoft Dynamics™ AX and is a fully integrated, open-architecture product suite that enables complete control over the entire Food & Beverage Manufacturing Value Chain.

JunctionF/B address information visibility challenges by providing a 360-degree visibility across the enterprise, from both an operational and financial perspective. Companies are able to better manage activities including cost-of-goods sold, real-time inventory visibility and accuracy, production and packaging schedules and picking workflows, leverage and execute multiple shipping options, enhance delivery channels, regulate vendor performance and more.

Because Junction Solutions understands the specific requirements of companies within the food and beverage industry, a professional services team can work with our customer to customize JunctionF/B for complex requirements specific to a sub-vertical, such as dairy accounting, or a customer's own unique requirements.



## Everything Your Business Needs to Thrive

### Complete Solution, One Provider

JunctionF/B completely integrates your entire value chain—from field to fork. JunctionF/B delivers a flexible, open architecture solution that is powerful enough to support a few or a few thousand concurrent users and be configured to meet your needs today and over time.

The significant benefits are that the entire solution is developed and maintained by Junction Solutions and that it is native in Microsoft Dynamics AX. This means there are no third party solutions to integrate and you can take advantage of a simplified upgrade path. The result is a comprehensive solution, designed for the food and beverage industry, with a total cost of ownership that ranks among the industry's lowest.

### Improve Cost Control and Performance

JunctionF/B integrates processes across departments and streamlines cross-enterprise 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 also gives you the tools and market insights to manage key activities. Easy-to-use features allow you to calculate catch weight, standard weight, promotions, rebates, and pricing and accounting on dairy, meat, and other commodities at key points in your supply chain. JunctionF/B 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 don't provide the organization with the immediate visibility it needs. JunctionF/B 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.

### Visibility Across the Enterprise

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 enables the entire enterprise to gain visibility into accurate operational data. JunctionF/B is also fully integrated with the general ledger, so information from the production line and the warehouse is immediately visible to accounts receivable.

“ One plant saw a 40 percent reduction in ingredient and packaging inventory since real-time information through JunctionF/B™ became available. ”

**Bob McCullough**

Group VP of Manufacturing  
H-E-B

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 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

### 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
- Settlement process for receiving payments for product received based on the rules of the contract
- 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

### Collaborative e-Commerce

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



#### **About Junction Solutions**

Junction Solutions is an award winning provider of software applications and services that help Retail organizations enhance operational performance, reduce costs, optimize delivery channels, and strengthen customer relationships. Designed specifically for high-volume, multi-channel retailers, and built in Microsoft Dynamics™ AX, Junction Solutions' JunctionMCR provides users with a 360-degree of visibility and management over complex B2B and B2C operations, from Merchandising and Promotions, through the Call Center and out to the Warehouse. This seamless integration between front- and back-of-house systems provides our clients with Catalog, Mail Order Direct, e-tail and brick & mortar business requirements a precise sales, operational and financial picture by which to make critical decisions regarding their most profitable customers.

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#### **Inspirational software and services for Food & Beverage and Retail companies**

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