



Introducing

# NetSuite Food and Beverage Edition

A Cloud Business Management  
System for Food and Beverage  
producers and wholesalers

ORACLE  
NETSUITE

Powered by:

 NoBlue



[noblue.co.uk/erp-food-beverage-edition](https://noblue.co.uk/erp-food-beverage-edition)

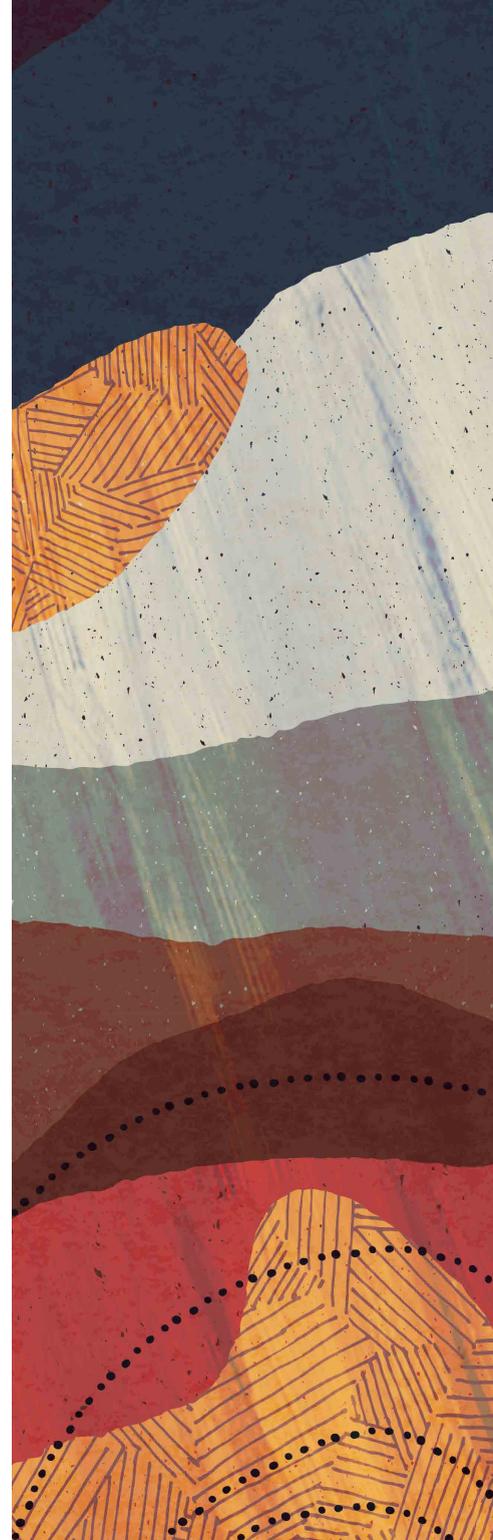
# Industry Leading Software Alone is Not Enough

The right software solution by itself will not run your business. It takes a team to do that. In addition to selecting the best cloud solution on the market, it takes smart and dedicated people to expand and scale a business profitably over time. Food and beverage companies must be agile in a highly competitive landscape and constantly innovate to keep pace with customer expectations.

The same is true for your business solution partners. It takes a team of dedicated professionals tightly focused on your business sector to deliver a truly competitive platform. That's why NoBlue and Fern have enhanced the Food and Beverage Edition and have a dedicated team to it. NoBlue-Fern has combined sales, marketing, solutions consultants, software development and professional services into one team dedicated to building, selling and delivering the best solution on the market.

## NetSuite Food and Beverage edition provides:

- **An end-to-end cloud system** for financials and accounting, inventory and order management, CRM and marketing, and ecommerce.
- **One singular instance of data** across your entire food and beverage business.
- **A unified omnichannel commerce platform** built around the B2B and B2C customer experience.
- **A full view** of your manufacturing, wholesale and retail business updated in real time.
- **Out-of-the-box roles**, reports and dashboards to get you up and running quickly.





“NetSuite has provided us with visibility that we didn’t have before and allowed us to step up our game as far as what we’re able to do and the decisions to make. I feel like we have become a better company because of the data and the resources available.”

Steven Ramage, Vice President, Finance and Operations, PB2

## Built and Delivered With Industry Experience

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NoBlue-Fern has a rich history of working with companies within the food and beverage industry. We have taken this industry expertise and bundled it into a food and beverage solution that solves your unique industry challenges. Combined with the leading practices developed by a dedicated food and beverage team, we help our customers transform their businesses with an intelligent staged approach that allows companies to consume capabilities based on their business needs. This Edition and approach is only available from NoBlue-Fern.

### Key Benefits

**Deliver** the ideal customer experience by phasing out costly, outdated and unruly systems using a prescribed stairway methodology.

**Achieve** faster time to value, increased business efficiency, flexibility and greater success.

**Optimize** business processes with tailored features, designed to meet the dynamic needs of food and beverage teams.





## FernSPEED

FernSPEED is the culmination of a multi-year transformation effort to bring together the NetSuite unified suite, added functionality for the Food and Beverage and process manufacturing industry with more than 20 years' of industry leading practices and know how. A new customer engagement model and business optimisation methods into a unified and enhanced, Food and Beverage ERP cloud solution.

Our Edition is engineered to solve unique industry challenges that historically have limited a company's ability to grow, scale and adapt to change. Most ERP vendors have tried to solve the industry solution problem with templates, rapid implementation methodologies and custom code.

We took a holistic approach to the problem with domain knowledge, leading practices, KPIs and an agile approach to product adoption.

Of course every business is unique and that one size does not fit all, in food and beverage nor in technology. Our team works to identify your business needs and priorities because every organization has a different starting point, business model and direction moving forward.



## Product Designed With Your Business in Mind:

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NoBlue-Fern Food and Beverage Edition is designed to give your team the tools it needs to monitor the business, enabling faster and better decision-making while improving the customer experience and your bottom line.

NoBlue-Fern Food and Beverage NetSuite Edition was built from experience and with the help of many key clients. This involves an iterative design process that includes customers in the design of the solution and allows them to preview the user experience to see exactly how the system will look and function.

The result is a complete, end-to-end management system tailored to the needs of today's food and beverage organizations.

“We’re going to be at a steady state of growth for the next several years. We think NetSuite’s going to help us compete to win.” Nick Alex, Former CFO, Enjoy Life Foods



## Key Benefits

**Menu Management and Nutritional content:** store and access different recipes and their versions with nutritional and allergen information.

**Recipe USP protection:** Keep the recipes/formulas safe by access controls.

**Versioning:** Ability to track changes made to the recipes, and by whom, providing a historical view of modifications.

**Vendor Management:** Compare multiple recipes in terms of ingredients, labour, and other characteristics. Allows decision-making to prioritize vendors, particularly from a quality and cost perspective.

### Batch Management & UOM

**Conversions:** Support to ingredient proportioning & ingredient traceability, allows yield tracking comparison right to its batch and lot number and item specific conversions that use UOM conversions unique to this item. If unavailable, standard UOM conversions can be applied as well.

**Estimated Vs. Actual Cost:** With cost, and 'what-if' cost analysis features, allow to perform granular-level accurate costing of a product while considering all the elements and different costing methods. also estimate profitable scenarios based on different assumptions.

## Product Designed With Your Business in Mind

NoBlue-Fern Food and Beverage Edition features and enhancements include:

- Recipe management, Production Order and Production Planning.
- Mobile Interface suitable for kitchen and Production Floor to enter Ingredients usage; Labour & Machine time usage; Finished Goods completion; and generate Finished Goods labels for packing and delivery.
- Dual Unit Inventory Management (Catchweight): With 2 units of measure existing at the same time for a single product for example a chicken measured in each's and weight at the same time
- Ability to produce multiple end products from single input product (inverted BOM) such as meat processing.
  - 1 chicken to legs, wings, meat or 1 salmon to salmon filets, head, tail
- Co-products and by-product management.
  - Multiple end products; Waste products (costed and free)
- Nutrition labelling; Multi country labelling for multiple jurisdictions'
- Costing including machines and labour
- Food/process item receipt and sales
- Food quality control
- Allergens labelling and control

# Recipe Management

Recipe (or formulation) is the composition of the food/beverage/process and is different from BOM (bill of materials). A recipe can include one or more ingredients to produce multiple end products from a single input product, but also waste products, both costed and free. A recipe also manages the number and quantity of ingredient's required for the production and can calculate its yield and potency.

The NoBlue-Fern solution can store different versions of recipe and effectivity dates to cope with changes of ingredient due to varying supplies and other changes (e.g. seasonal items, unstable supply items). A backflush feature auto deducts and calculates the cost of specific ingredients and automatically issue the ingredients.

The actual usage and cost during production can be hard to measure; Machines, overheads and labour usage can also be included and either entered or automatically allocated. With unlimited ability to enter and allocate any direct or indirect overhead the true cost of production can be measured and effectively reported on.

The screenshot displays the Oracle NetSuite interface for a recipe titled "Salmon Filet Preparation Lot". The interface is divided into several sections:

- Navigation:** Includes tabs for "Edit", "Back", "Approve Recipe", "Print Recipe", "Print Ingredients", "Print Allergen", "Print Nutrition", "Copy Recipe", "Calculate Cost", and "Actions".
- Recipe Information:** Shows details such as "Recipe Name", "Version", "Recipe Type", "Recipe Effective Date", "Recipe Inactive Date", "Recipe Inactive Reason", "Recipe Inactive Date", "Recipe Inactive Reason", "Recipe Inactive Date", "Recipe Inactive Reason", "Recipe Inactive Date", "Recipe Inactive Reason".
- Ingredients Table:** A table listing the ingredients used in the recipe, including their item ID, item description, quantity, unit of measure, issue sequence, ingredient type, backflush status, yield percentage, potency, nutrition, costing factor, prep purchase cost, and market billing.

EDIT	ITEM	ITEM DESC	QUANTITY	UOM	ISSUE SEQ	INGREDIENT TYPE	BACKFLUSH	YIELD %	POTENCY	NUTRITION	COSTING FACTOR	PREP PURCHASE COST	MARKET BILLING
ESL	Ltd	Salmon - Bone	12	KG	1	Ingredient	No	100	100		1	1.58	
ESL	Ltd	Number	19	KG	3	Primary Product	No	100	100		9		
ESL	Ltd	Salmon Filet	1	Each	2	Ingredient	No	100	100		1	0.10	
ESL	Salmon	Salmon - Tail	1	Each	4	Co-Product	No	100	100		2		
ESL	Salmon	Bone	1	Each	5	Waste Product	No	100	100		0		

Recipe View



# Production Planning & Mobile Interface

## Key Benefits

Prevent shortage of ingredients and end products.

Generate production order in advance systematically.

Easier to manage priority of the production orders.

Improved efficiency on production, and meet sales demand.

Faster and easier data entry.

Paperless.

User friendly



Suitable for F&B or process manufacturing businesses with production floor, central kitchen/manufacturing, food processing, and/or catering services.

## Production Plan for Finished Goods

- Plan Production Order from Sales Order, existing inventory and forecasts
- Production Order planned with batch size
- Production Order planned with production lead time
- Time Bucket for grouping sales order for planning
- Review and Firm Plan and Create Production Order for production

## Requirement Plan for Ingredients

- Plan purchase orders from actual inventory and production orders - including planned and existing.
- Review and Create Purchase Order
- Purchase Order planned with purchase lead time
- Purchase Order planned with minimum order size

# Real-time Global and Dual Inventory and Order Management

Everything in NetSuite is updated and available globally in real time. Whether you have one location or 10 warehouses, everyone in your company will be on the same page in terms of inventory position, availability and commitments. The Advanced Order Management solution lets you configure rules to define which locations should be used for order supply based on location, lead-time, service level, availability or any combination of these parameters and more. The NoBlue-Fern Dual Inventory Management allows you to record and calculate the item quantity and inventory value by two units of measure, allow operation to handle the movement by inventory unit while sales and purchase need to take care the weight sold or purchased as most of the orders for these items will be priced at weight.

Achieve the perfect product assortment, tear down inventory silos, avoid stock-outs and deliver on promises with a unified instance of merchandise data across all channels. Finally put an end to drastic markdowns on excessive stock and unrestricted cash flow that is tied up in tired inventory. NetSuite's inventory and order management capabilities allow you to understand your bottom-line costs while maintaining the right mix of product across the business.

Item	UOM	Stock	Qty	Price	Qty
AVSALL	10.00	10	6.00	5	5
SWEL	24.00	20	15.00	15	15
MEDUM	30.00	30	15.00	15	15
AVSPL	20.00	20	15.00	15	15
AVSAPL	10.00	10	3.00	3	3
<b>GRAND TOTAL</b>		<b>102.00</b>	<b>61.00</b>	<b>61.00</b>	<b>61.00</b>

Enter Multiple Matrix Items with Grid Order Entry

## Key Benefits

**Allocate** orders and reserve inventory between retail accounts and direct consumers.

**Offer** the capability to: buy, return, fulfill from anywhere.

**Reduce** stockouts with accurate inventory visibility across all channels.

**Fulfill** orders faster; optimize shipments with rules to automatically fulfill orders based on preferences such as nearest warehouse, shipping price or stores with excess inventory.

**Quickly** move merchandise and eliminate timely manual entry of transfer and replenishment orders with quicker, bulk transfers of inventory across multiple warehouse and retail locations.

# Pre-Configured Dashboards, KPIs and Reports

Every food and beverage user is presented with a home dashboard that presents only the information that is required for that role to perform daily tasks most efficiently. The dashboard serves as your central hub of information complete with pre-configured alerts, KPIs, reminders and report snapshots -all of which are updated in real time

## Sample of Included Reports

- Inventory Turnover and GMROII
- Product Category Report
- Sales Per Hour Report
- Same Store Sales Report
- Sell-Through Ratio Report
- Shrinkage Report
- Stock to Sales Ratio Report
- Units Per Transaction Report
- Weeks of Supply Report
- Update Sample Reports for F&B

## Key Benefits

**Expand** into new markets with multi-site and multi-country support from a single account.

**Host** B2B and B2C web stores on the same platform.

**Customize** payment terms for different vendors.

**Save the sale** with cross-channel inventory visibility and order fulfillment.

**Streamline** order booking at tradeshows with mobile POS.

**Service** in-store customers and improve the checkout process via a tablet.

**Drive** business with a B2B web portal for quick orders, wholesale pricing and credit applications.

## Unified Omnichannel Commerce

In today's market, food and beverage brands need to be able to sell their products consistently through multiple channels, but how exactly do you accomplish this? NetSuite was built to service B2B and B2C companies with financials, CRM and ecommerce. Additionally, with native support for selling through partners, the ERP solution is uniquely positioned to handle sales through all channels. Every order comes into the same place in NetSuite regardless of whether it is manually entered, imported through ecommerce partners/distributors through portal offerings.

Meet the needs of omnichannel shoppers with a leading commerce solution that enables you to streamline and accelerate the transaction process, while also delivering personalized customer service. With a full view of the customer and company-wide, real-time inventory visibility, NetSuite delivers a unified shopping experience to build strong customer loyalty. Working together, NetSuite's ecommerce platform enables you to bridge the gap across channels to fully service and satisfy your customers.





“We have grown 500 percent year-over-year because we’re able to put our resources on selling the product, and not a lot into the back-end.”

Justin Lawrence, Head of Supply Chain, Operations and Finance, Dyla LLC

# Financials and Accounting

## Key Benefits

**Eliminate** errors with out-of-the-box reports and a robust reporting engine.

**Automate** collections, billing, invoicing and approval workflows.

**Drill down deeper** from historical data to the transaction level to gain more insight.

**Drive** financial excellence with real-time reporting.

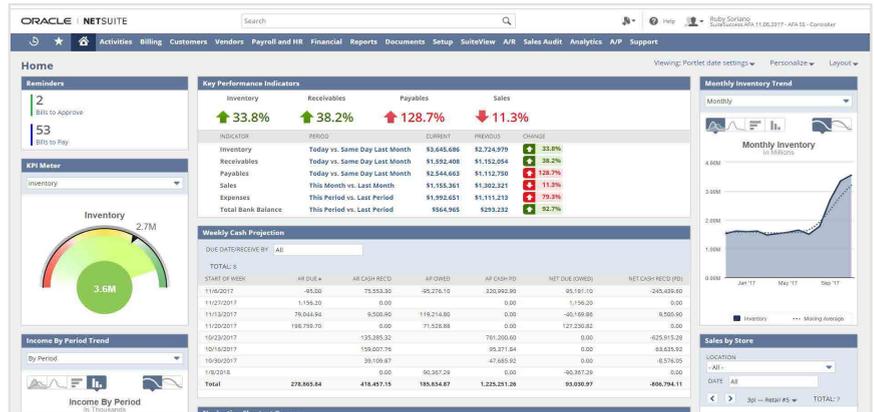
**Eliminate** billing errors, strengthen revenue recognition processes and drive fulfillment accuracy and efficiency processes.

**Close out** your books faster.

**Improve** visibility into costs, revenues and margins.

Today, many businesses in the industry rely on multiple solutions that can't achieve all of their financial reporting needs. Because of this, companies leverage tools such as Excel to piece together and view financial and accounting data. This static data makes it nearly impossible to obtain accurate insights into the business and often results in errors. The outcome is significant amounts of time wasted on building reports, hindering the ability to make an intelligent decision. Additionally, the lack of accurate data across the organization can affect all departments, resulting in problems such as restricted cash flow as well as lengthy and inefficient period-end close process.

NetSuite's unified platform ensures complete real-time visibility into the financial performance of the business from a consolidated level down to the individual transactions. It seamlessly integrates with all NetSuite order management, inventory, CRM and ecommerce functions to streamline critical processes and deliver the best outcomes for your business.



**Keep a Pulse** on Finances with the Controller Dashboard

## CRM and Marketing



To be successful, food and beverage companies must deliver timely and relevant communications. Sales representatives need a full customer view to prospect for new business and service existing buyer relationships. The marketing team needs access to data such as customer preferences, purchase history and geo-location to segment and deploy intelligent campaigns.

NetSuite CRM delivers powerful CRM capabilities for food and beverage brand, including Sales Force Automation (SFA), marketing automation, customer support and service, ecommerce, and flexible customization, all in a single cloud CRM solution. And unlike typical CRM solutions, NetSuite includes powerful sales performance management, order management and omnichannel management.

## You're in Great Company



NoBlue-Fern's depth of experience in the food and beverage industry, coupled with our F&B Bundle to make the most of F&B NetSuite Edition, transforms the way food and beverage customers go to market.

With customers and offices around the world we are transforming their businesses implementing NetSuite. With amazing customers throughout the food and beverage industry, we have deep experience working with businesses like yours.

## Key Benefits

**Elevate** productivity across the organization with a full view of your customers.

**Improve** sales performance through forecasting, upsell and commission management.

**Build** intelligent campaigns around tradeshow, seasons, products or promotions.

**Automate** communication with triggered emails to notify customers when an item they purchased online is available for store pick-up.

**Engage** customers, both B2B and B2C, from anywhere, on any device with one unified cloud platform.

**Simplify** compensation for sales with built-in commission tracking.

**Track** customer issues and process product warranty service and returns.





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