



Food & Beverage Industry Snapshot

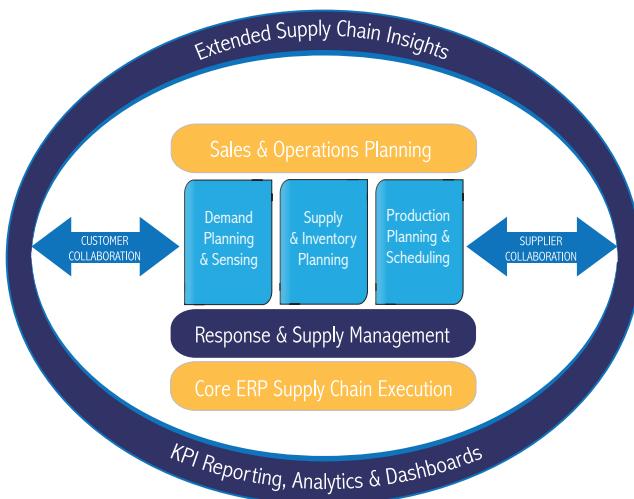
The Food and Beverage marketspace today faces many supply chain efficiency challenges as product portfolios expand to meet shifting consumer tastes. Government labeling and quality requirements continue to tighten. Revenue growth strategies that drive innovation in product variation also create brand and SKU proliferation. Increased supply chain complexity, in a market where margins are often thin, make visibility critical to enable quicker response to spikes in unexpected demand and promotional activity. Building a seamless, collaborative relationship with distributors, retailers, co-packers, suppliers and consumer communities is a journey. Partnering with a market-savvy supply chain firm you can count on to help you through the maze of planning conundrums you constantly face is a smart strategy to employ.

SCMO2 specializes in working with Food and Beverage Industry customers to:

- ✓ Develop end-to-end process integration that drives greater visibility into point-of-sale data and inventory availability avoiding stockouts
- ✓ Identify and better respond to market demand changes in highly promoted, seasonal and newly-launched products

- ✓ Actively track and control SKU proliferation as well as better manage spoilage and credits back to retailers
- ✓ Provide solutions that ultimately help personnel make more timely decisions, increasing customer service levels and profits
- ✓ Collaborate seamlessly with suppliers, retailers, food service distributors and co-packers to establish proper KPI's and develop analytics to measure real results

SCMO2's Business Process Expertise



We help you get better results in:

- Forecasting demand across expanding product portfolios and distribution lines
- Collaborating across internal silos of responsibility via S&OP that works in the system and actually increases revenues and profits
- Managing multi-echelon inventory levels with vetted logic and rules
- Establishing vendor managed inventory programs that do more than meet retailers' requirements
- Syncing up market demand changes with capacity constraints and production scheduling at the plant level to control changeover costs
- Helping people trust and use the SAP® SCM solution suite with confidence

SCMO2 is a supply chain management firm that has built its reputation on making SAP® SCM solutions work by attaining better results than ever before. Our team of veterans ensure that the planning and scheduling processes and procedures that run the supply chain are managed within the SAP® system by providing solutions that always enhance user adoption and drive business benefits. Whether you are on a legacy version of APO or moving to the latest IBP HANA architecture, we can help you get the most from your supply chain technology investments.

Our Services Include:



Client Examples:



- Redesigned and implemented APO DP, SNP, PP/DS and piloted SNC to potentially replace legacy VMI solution.
- Developed custom PP/DS solution to automate the generation of the PP/DS setup matrix based on over 1M product characteristic combinations.
- Developed training and education programs to drive continuity of adoption over time.



- Designed and deployed a distributor collaboration program using SAP® SNC solution that provided distributors the ability to access order information online and build truckload sized orders with the desired product mix and delivery dates.
- Integrated the warehouses with direct store delivery distribution product visibility.
- Results included a reduction of 20% in inventory carrying costs; a 30% increased savings through cost avoidance on site-to-site last minute transfers; 5% reduction in expedited inventory costs..



- Co-lead EMEA APO implementation with SAP® Services Team.
- Implemented of DP, SNP, PP/DS as well as rolled out processes for VMI and CPFR programs.
- Solved network constraints that included warehouse capacity, transportation and product cost containment.
- Developed recommendation roadmap for their APO Center of Excellence organizations to assist in ensuring long term self-sufficiency.



For Sales Related Inquiries Please Call or Email SCMO2
404.496.5383 | sales@scmo2.com

