

The Exact Solution
for the Food Industry



Exact[®]
software

Management Summary

This brochure is intended to inform you about how your organization can benefit from an Exact Software solution in implementing your strategic plans and in managing your daily business activities.

Exact Software is a leading player in the mid-market of ERP and e-business solutions with expertise in the food processing industry gained during more than 20 years of developing solutions that meet the requirements of food processing manufacturers world-wide.

The 'Exact' solution offers instruments for transforming primary and supporting processes into competitive processes. It can be noticed that the food industry is struggling on a global level. Regulations for quality and food safety standards make it mandatory to implement HACCP procedures and to proof that products can be traced both forwards and backwards within the supply chain. These regulations require commitment of all parties involved into the entire supply chain of a food product and their consideration can be seen as vital for a continuing role within this supply chain.

Emerging markets offer opportunities for growth, but demand specialization and innovative products. Added value for your customer

always balances between tight margins and a high service level. Recent developments show that both suppliers and customers consolidate and that margins decrease. Today supermarket own brands dominate the product market as the more informed consumers get about product characteristics, the less distinctive branding becomes.

Transform primary and supporting processes into competitive processes and remain cost-efficient in all of them. But how?

You are the expert! However, Exact Software can help you to strengthen your position in the demanding food market where success heavily depends on the ability to act on changes based on living your business real-time. Implement assortment management, warehousing tools and prepare for RFID. Communicate via EDI, share knowledge with employees and external stakeholders via web portals and measure results on the spot.

Experience the advantages of Exact Software in providing solutions for optimizing your business processes and the communication within your supply chain.

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About Exact

Exact International is one of the three strategic divisions of Exact Holding N.V. – a holding company listed on Euronext Amsterdam since June 1999. Established in 1984, Exact has grown from a local bookkeeping solution provider to one of the world's premier companies delivering business software solutions to international medium-sized organizations and smaller subsidiaries of multinationals. Our offering includes software for accounting, manufacturing, human resource management (HRM), customer relationship management (CRM), e-business and enterprise resource planning (ERP). Our solution is available in over 40 languages and legislations. Exact is globally present in more than 40 countries where our employees serve customers in over 125 countries every day.

SUCCESS THROUGH BETTER INFORMATION MANAGEMENT

Our products are the result of more than twenty years of experience in developing and implementing software. Exact Globe 2003 Enterprise and Exact e-Synergy represent the revolutionary success of this development: a state of the art ERP solution combined with a powerful information management tool – enabling you to fully integrate all business processes.

Our first principle in developing software is that employees work with it easily and efficiently. Easily accessible Web-browser interfaces make our solutions very intuitive and user-friendly – so that your employees can start to work with them instantly and don't spend many hours with extensive IT-training. Innovation and technical perfection are thereby self-evident:

Exact products use advanced technologies such as scalable relational databases, so the system can grow with the company. They have the latest internet technology such as electronic exchange of transactions (XML) for lower transaction costs. They perfectly associate the requirements of typical operations in the mid-sized market.

EXACT GLOBE 2003 ENTERPRISE: THE FOUNTAIN OF SUCCESS IS A SINGLE SOURCE OF TRUTH

With Exact Globe 2003 Enterprise you consolidate every valuable aspect and asset of your business in one place, which makes it instantly accessible to every authorized person anywhere and anytime: the idea of the single source of truth realized by our concept of one single database. Your employees login to the system, your suppliers see your stock and your customers use their own portal to contact customer support. You enter data only when processes are translated to work flows and knowledge will be exchanged faster than ever. Every bit of information is filed and reported, which ultimately supports a higher goal: fast information, fast decisions and the success of your business.



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**EXACT GLOBE 2003 ENTERPRISE AND EXACT E-SYNERGY:
ERP AND INFORMATION MANAGEMENT**



Exact Globe 2003 Enterprise:

A product for all your needs

- Globally standardized with over 40 localizations
- Single entry and retrieval to one accessible database
- Real-time information
- Latest technology
- Integration of all business areas in one solution
- Data is automatically linked to people, projects, budgets etc.
- Easy to use

Exact e-Synergy:

Your advantages at a glance

- Open communication with customers, business partners and employees
- Complete, centralized location of all detail that is crucial to your business
- Gain immediate views into day-to-day operations from anywhere at anytime
- Centralized view of customers
- Real-time financial reporting
- Create, budget, plan and manage complex marketing projects
- Inherent knowledge sharing across the company

**EXACT E-SYNERGY: INCREASING EFFICIENCY
BY SHARING INFORMATION**

In most organizations only about 10% of employees have access to the information stored in their administrative or ERP business solution. Exact e-Synergy can help change that figure to 100%. Through easy accessible Web-browser interfaces, it provides employees, customers, suppliers and

partners with realtime access to information across the entire organization. Furthermore, this information is always linked to workflows, projects, resources, plans, e-mails, documents or any other relevant source. This allows you to unite and integrate all information of your organization into one multifunctional database.

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SAFETY FIRST

The food industry has world's largest consumer market. However, this market is far from being transparent and it is determined by mainly cultural and economical influences. Although a great variety of players is involved, the market is dominated by multinationals in a consolidating way, aiming for financial leadership. Despite this development, chances for differentiation and diversification still exist. Responding to these opportunities requires flexible production methods, product management and the integration of suppliers and buyers in the supply chain.

Although producers do not supply the consumer market directly, the end consumer determines the success of the food industry. This needs to be kept in mind at all times. Requirements for food quality and for food safety standards present opportunities and obstacles at the same time. These standards are dictated by major players and governmental legislation. A production or distribution failure can cause a product recall that affects the reliability of a complete supply chain. This means that all participants of a supply chain must meet the same standards. If they do not, they will be out of the supply chain since any leak in it will have a negative effect on all companies within this chain.

Whichever company strategy is key, the Hazard Analysis and Critical Control Points (HACCP) for standard procedures on quality and safety and proven traceability capabilities for a quick response in case of an escalation will make the difference for whether being IN or OUT of the supply chain.

ADDING VALUE IN THE SUPPLY CHAIN

After all, customer value is measured by product delivery only. This means that it is not only the product that counts, but also the ability to deliver this product according to the customer's requirements. Since the food industry is dealing with commodity products most of the time, stimulating customer needs by offering cost-efficient products, new products or related products requires a flexible and innovative organization. An innovative organization requires creativity, and creativity requires structure to hang on to. Structure, however, can only be created when having an overview over your business processes. Therefore, first thing is to get this overview by integrating best practices into procedures which will provide you a base for transformation. Knowing what the primary and supporting processes within your company are makes way for a transformation into competitive processes.

Entry of recurring sales orders can be assigned to the customer who will be able to order the required quantity online via an e-portal at any time, having direct access to the assortment available and to outstanding order status. Suggestions for product applications known by a selected group of experts can become a marketing instrument and this way a part of your primary business process. Suppliers can be involved in stock control and joint product development. This continuous process of change and innovation can only be managed when having an integrated system that allows you to implement changes without lacking the overview and that can also link you to your supply chain partners.

COST EFFICIENCY

Components, resources and expensive machinery – all related to fluctuation – are the main elements in the food processing industry. Food ingredients that are traded on the world market demand for long term agreements with suppliers. Contracts with local suppliers, optimal stock levels as well as control of delivery performance, expiry dates and quality are key for cost-efficient component management. Since resources are expensive and

much of the work is repetitive, introducing human resource management will monitor resource skills, but it will also enable measuring competence and dealing with sick days. Machinery is far from generic and therefore expensive and hard to replace. As machinery is used in almost every step of food production, machine availability is often the bottleneck. Service management on machinery, revision and preparation for new products needs to be managed to avoid a standstill in production.

DO MORE WITH LESS

As mentioned above, the food industry's value is challenged in the supply chain. Just like in the distribution sector, the food industry is facing competition from neighboring countries and its retail customers insofar as many of them add distribution and production activities to their core business. Those who can remain the most cost-effective and the most innovative will survive. Which products are beneficial and what is missing in the assortment? What is the optimal stock level of ingredients and finished products? What is the risk of storing goods at your customer? If these questions can not be answered easily, your company is losing precious time.

EMERGING MARKETS

Emerging markets offer huge possibilities for future success. Entering these new markets has impact on distribution strategies and on the decision whether or not to start production on a local level. Who are the other players and what are their qualifications? Do they meet all safety standards and can they deal with local legislation? Set up your business system to deal with local legislation requirements and to be able to consolidate management indicators at headquarter level.

BUSINESS SOLUTIONS

Transparency and integration – these are the two keywords in this brochure. Answering essential questions about your business process requires insight. Insight that reveals itself when business processes are transparent and linked to each other. Only then you know your company's position – at any time, anywhere, in real-time and in the most detailed way.

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Exact Software offers your employees and external stakeholders a platform to work together in an optimal way: Sharing knowledge, cutting costs and targeting on new opportunities to gain profits. Transforming primary or value added processes and supporting processes into efficient and competitive processes. The figure presented above shows what Exact software is capable to support. Food processing specific issues such as purchase contract management, warehousing, sampling, tracking and tracing, offering the right assortment according to a competitive pricing as well as exploring new market opportunities are integrated parts of the Exact solution. On top of that, it allows offering reliable service by excellence in machinery and resources availability, responding on the spot to customer remarks and sharing product data to increase knowledge and,

consequently, awareness within the company's ecosystem. Via Key Process Indicators, decision-makers have instant insight into critical business events which can be monitored or auto-responded via alert messages.

THE RIGHT ASSORTMENT

What does your assortment look like? Which items are really cash cows? Is your assortment complete or are there critical products missing? Do you have the right quantity per item on stock? A complete overview of an assortment is required to make adequate decisions. Implementing assortment management will help a company to decide on which activities to perform per group of items. In the current market situation where production companies start distribution activities and retailers

start to manufacture their private label products, real-time control over your assortment results is vital. Will customers react positively to a wider scope of products or will they go for multiple vendors offering low-cost products? If distributors can get a complete assortment group in one purchase, will they still knock on your door or take higher costs per product for granted? All these questions are part of daily decision-making processes. Implementing assortment characteristics offers a number of possibilities for linking product related requests, documentation and transactions which enables you to make informed decisions based on facts rather than assumptions. Assortments can be based on a combination of characteristics like product brand, purpose, type of material or even color of the product.

The Exact solution offers an instrument to analyze product life cycles and pricing strategies, prevent doubles and gaps, create an electronic product catalog and stimulate comparing product related sales with customer groups, measure product profitability and costing and group products by distribution channel.



“In case of an incident, we can organize a complete recall procedure within an hour”

Jos van Zijl, Logistics Manager
Bieze

The screenshot displays a SAP Pivot analysis window titled '309 Pivot analysis - Invoice - Exact *'. The main table shows a pivot analysis for the year 2005, month 12, for GL account 311100. The pivot table has columns for GL account, Assortment, Deb. Classification, Actual, and Total: Actual. The data is summarized as follows:

GL account	Assortment	Deb. Classification	Actual	Total: Actual
Sales Revenue Domestic Trade	Tropical Fruit	Corporate Account	-820,000.00	-820,000.00
Sales Revenue Domestic Trade	Tropical Fruit	Wholesale trade	-447,000.00	-447,000.00
			-2,402.60	-2,402.60
			-822,402.60	-1,269,402.60

A detailed view of the 'Sales Revenue Domestic Trade' account is also shown, listing quantities and descriptions for Tropical Fruit:

Our ref.	Quantity	GL account	GL description	Assortment	Deb. Classification	Month	Date
9010001	200	311100	Sales Revenue Domestic Trad-Tropical Fruit	Wholesale trade	12	12/7/05	
9010001	150	311100	Sales Revenue Domestic Trad-Tropical Fruit	Wholesale trade	12	12/7/05	
9020004	200	311100	Sales Revenue Domestic Trad-Tropical Fruit	Wholesale trade	12	12/7/05	

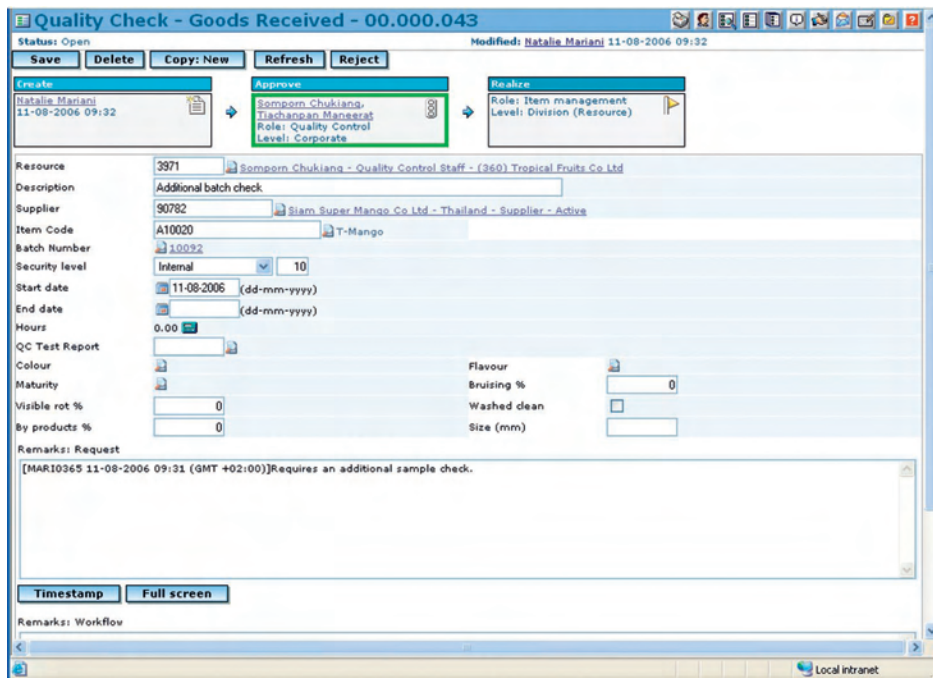
Easy to use and adjust pivots. Make crossings to give answers to questions real-time and online with the possibility to zoom in to the most detailed level.

COMMIT TO QUALITY

As part of a supply chain that ends at the consumer, demands for a predictable food quality and regulations for food safety have increasing impact on your customer value proposition. In other words: it is vital for any member of the food supply chain to have proven control over food quality. The US

and EU markets have taken the lead in demanding control over critical processes that include food processing, distribution and storage. Both proof of quality standards and the proven capability to act effectively in case of an incident are critical requirements. Implementing Hazard Analysis of Critical Control Points or HACCP certification will allow

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Implement critical control points and register vital data via predefined and event related workflows for e.g. quality analysis.

this proof of quality control, just as on demand traceability from the consumer back to the original sources. The ability to meet these requirements will decide upon being part of the supply chain or

not in the near future.

What sounds like an obstacle can well become an opportunity to increase your company's customer value insofar as quality products are

offered on a constant basis. By providing information about the content of every single batch, you will gain trust and repeated orders. If waste management costs are reduced due to an optimized durability of products and due to ingredients that keep longer, even the pricing can remain competitive.

The Exact solution offers possibilities for tracking and tracing products and ingredients, for measuring supplier and internal performance in order to optimize the company service level, for carrying out procedures to meet safety and quality regulation standards and for reducing waste management costs by controlling product shelf life. Via warehousing and quality sampling, specific characteristics can be registered per individual batch of products as well as storage at alternative locations. Allergen information can be stored per product and presented on product labels.

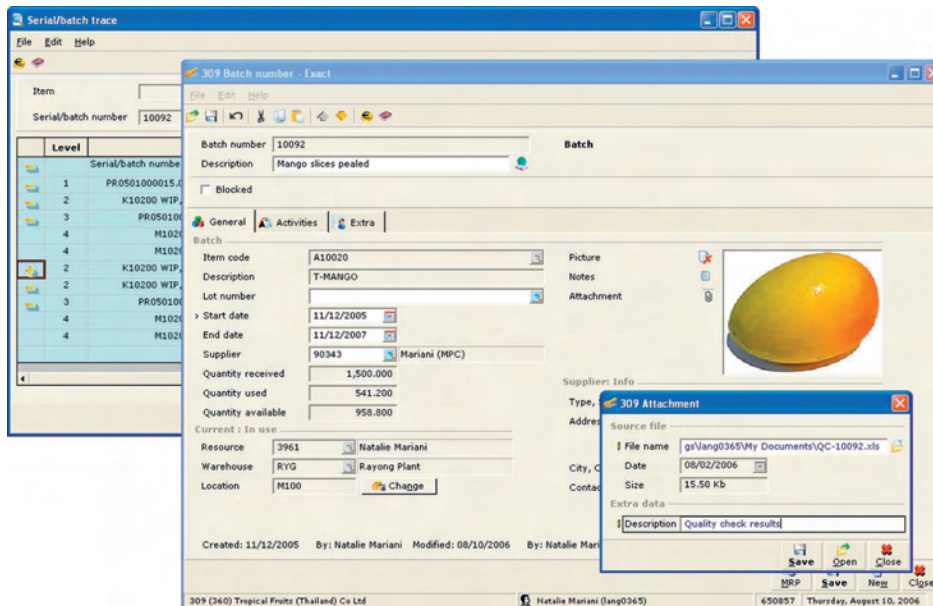
“The functionalities of Exact software like issuing a purchase order or a sales invoice are very easy to use. It is very convenient and efficient to work with.”

Brenda Wong, Shipping Executive
Vero “Sweet Presents” (Hong Kong) Ltd.

TRACKING AND TRACING

Tracking and tracing of products is relevant in any type of industry. It is always done on an exceptional level based on specific transactions within the supply chain and can relate to internal or external activities. Traceability requires setting flags on product movements. In other words: identifying

individual products or product batches via labels, bar-coding or RFID tags. Reasons for tracing can be to get information about the product's location (a warehouse location or an external shipment location), the product's characteristics (often quality related), the source of the product (the supplier or production order) or the consumer of the product.



Trace ingredients and finished products from their origin to the customers involved.

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309 Calculate - Exact

File Edit Help

Item code: K10200 WIP, Island Fruits 170 g Version: 1 - Recipe of 12-07-2005
 Quantity: 100 bag Batch quantity: 1,000.00000000 Main version

Type	Condition	Item	Description	Quantity	Unit	Cost price	Amount
Items							
Always		A10110	Pineapple	8.86000000	kg	88.260	781.984
Always		A10020	T-Mango	9.02000000	kg	189.490	1709.200
Always		B10200	Bag Island Fruits 170 g	.01.01000000	bag	2.720	274.747
Always		B20010	Sticker Norway	.01.01000000	piece	0.400	40.404
Always		E99999	Allocation: Sanitation Supplies	0.10000000	Kbag	83.500	8.350
Always		F99999	Allocation: Chemical Supplies	0.10000000	Kbag	13.100	1.310
Always		G99999	Allocation: OPP Supplies	0.10000000	Kbag	47.600	4.760
Always		H99999	Allocation: Office Supplies	0.10000000	Kbag	5.500	0.550
Machines							
Once per production order		U10200	Food Mixing	2.000	hour	120.000	240.000
Always		U10200	Food Mixing	0.400	hour	120.000	48.000
Labor hours							
Once per production order		L10000	Production Labor	2.000	hour	100.000	200.000
Always		L10000	Production Labor	0.400	hour	100.000	40.000
Extra charge							
By-product							

Sales price	5500.000 THB	Items	2821.305 THB
Total costs	3349.305 THB	Machines	288.000 THB
		Labor hours	240.000 THB
Margin	2150.695 THB	Extra charge	0.000 THB
		By-product	0.000 THB
		Total costs	3349.305 THB / 100 bag

00000000936 Friday, August 11, 2006

Recipe versions that include ingredients, packaging items, operation steps and extra charges can be calculated via multiple scenarios.

This consumer can well be part of an internal process in e.g. a production order, meaning that tracing is extracted over multiple products with multiple identification tags. In food processing, tracing is used for a physical fist in first out of goods and incidentally in the search for the source of a problem and for informing the supply chain members involved in case of a food safety incident.

The Exact solution offers registration of batch numbers including batch characteristics and related documents per batch. Tracing can be done across different product levels, both forwards and backwards, in order to handle incidents in a focused and cost-efficient way. Next to this, batches are registered per warehouse location and include the remaining shelf life.

WAREHOUSING

A warehouse is only stocked up when necessary. All goods on stock are part of an investment that can not be made available in any other way. Therefore, goods that have been delivered to a warehouse must be transported out of the warehouse as soon as possible. Why keep stock then? First, the customer demands a daily delivery of requested products. Second, some ingredients may take days

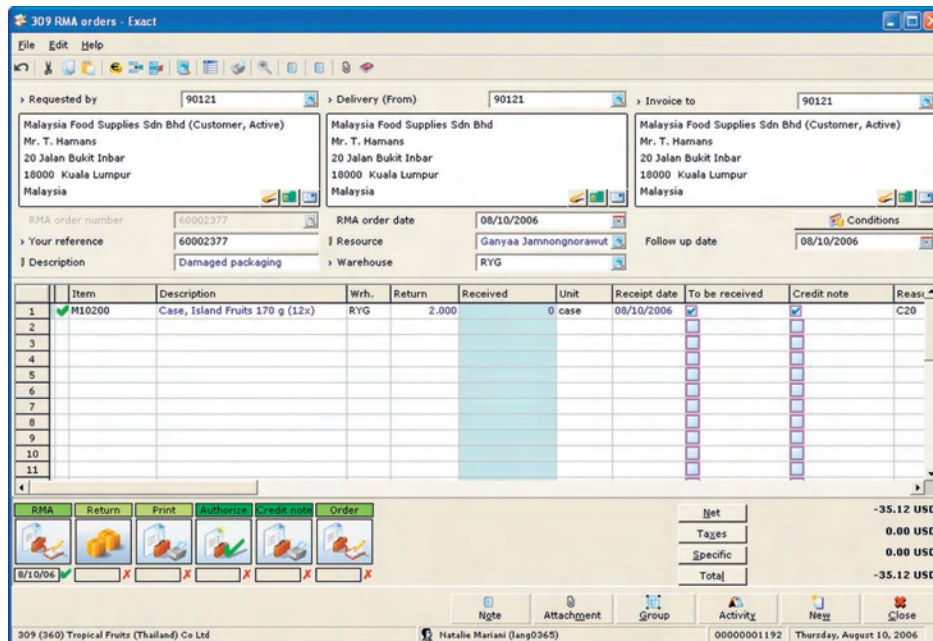
“Exact e-Synergy has pinpointed all our different work processes very clearly.”

Robert van den Kieboom,
General manager
Eurosalt

or sometimes weeks to get delivered. In addition to the delivery levels required there are further challenges in warehousing food products. Ingredients expire and therefore can not be stored for too long. The storage levels are limited, so even low-cost

products with long delivery times can not be stored in unlimited quantities. Some products may not even be stored in the same location.

The Exact solution offers a reduction of stock levels by knowing what is available. Increased



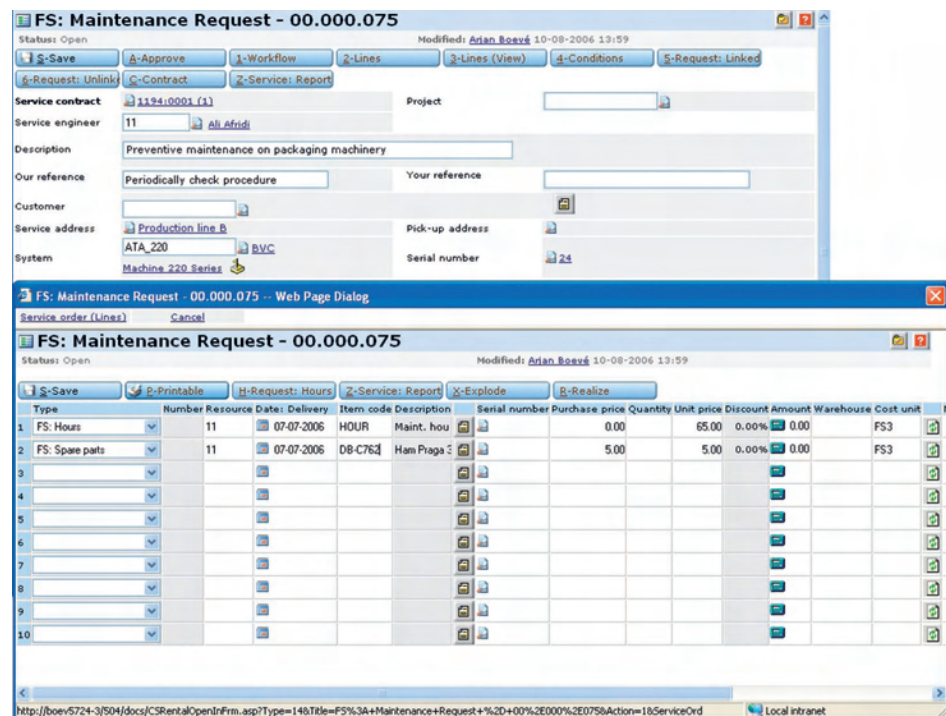
An RMA process flow prevents unauthorized product returns.

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efficiency in picking routings by location allocation results in fewer employees required. A higher service level can be achieved due to the reduction of picking errors by implementing bar code scanning and a reduction of waste by managing shelf life. Furthermore, cycle counting and inventory management instruments are included. Packaging items can be added to shipments and traced. Returns can be routed via RMA requests to prevent stock value costs or transport costs for items that can not be justified. In addition, there are possibilities to control credit invoices to be received for returns to the vendor. When sales activities take place at multiple locations, then central warehousing can be implemented. Additional distribution activities of related products can be handled via the cross docking option. Exact allows suppliers to manage inventory via electronic portals and to handle consignment stock both received from suppliers and at customer sites.

IMPROVE MACHINE AVAILABILITY VIA PREVENTIVE MAINTENANCE

In food processing, machinery is often used to save expensive labor costs, to speed up repetitive tasks and to deliver products of constant quality.



Each critical machine can be checked and maintained based on preventive conditions and incidental service events.

Since machinery plays a dominant role in food processing, it is also the bottleneck or critical point having direct influence on the quantity of products

that can be processed. Maintenance and, more important, preventive maintenance of machinery is a primary process in the food processing industry.

“This is the perfect way to comply to all demands set by for instance the General Food Law.”

Mel Tunderman, Director
Vika B.V.

Machinery needs to be checked on a regular basis and vital parts need to be replaced and revised to prevent breakdowns.

The Exact solution offers maintenance support and management of machinery. Service requests can be generated based on contracts or preven-

tive maintenance schemes. Schemes are normally used for both internal and external service activities. Preventive maintenance orders can be generated based on date or counter (e.g. the number of products that were processed by a machine). A service order is used to register the activity or

Order	20400029	Your reference	PO: 20400029							
Debtor	60046 Landmark Distributi	Representative	Niek Schuuringa							
Description		Delivery method	Per post							
Line	Item code	Description	Type	Recipe	Stock	Ordered	To Pick	Sales unit	Status	Delivery date
1	HAMB810102	Hamburger 24 x 250 gr.		1,000	480,000	12,000	12,000	-	Advice	16-8-2006
2	CHE9810124	Cheeseburger 24 x 250 gr.		1,000	1250,000	20,000	20,000	-	Advice	16-8-2006

Location	Stock	To Pick	Batch number
OND	480,000	10,000	B05080520
OND	480,000	2,000	B05080521

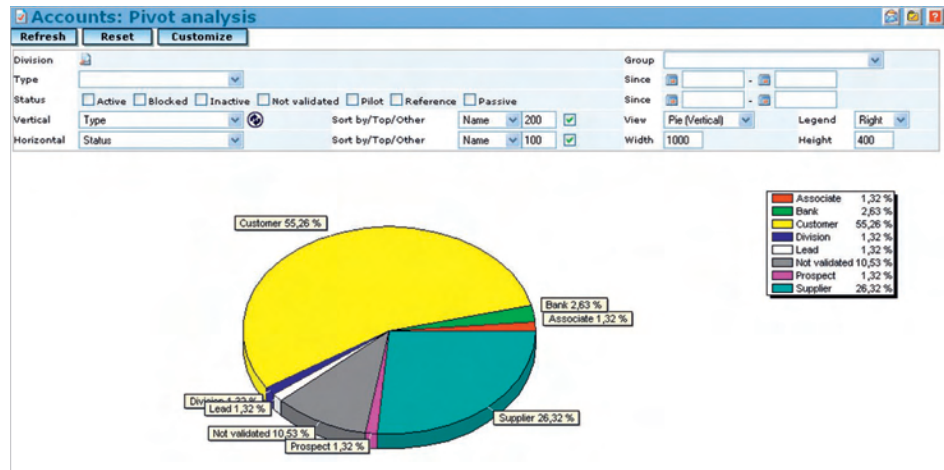
Exact gives advise on which batch can be used for picking, by keeping track of the best-before dates of articles in a batch.

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activities that need to be executed. A service order can be entered manually or can be generated based on a call (event) or via preventive maintenance triggers. Based on expertise or availability, an employee with the right skills can be assigned to the order via a plan board. All activities handled and materials used are registered on the service order. This will directly result in analysis information for the control and review of a specific machine or tool that has been serviced. In addition, all data retrieved from tests and inspections can be stored and used for further analysis to reduce future costs and machine breakdown hours.

BAR-CODING AND SCANNING

Bar codes are identification labels that have proven to be very effective in avoiding mistakes and they allow cost-efficient entry of logistic transactions. Bar codes are recognized by bar code readers. Originally, these readers can be directly connected to a PC or located at a so-called 'handheld device' and stored via placing it in a cradle connected to a computer to import data per batch. In many business process areas like warehouses and depots, the scanned data are nowadays transferred via Radio Frequency (RF).



With real-time pivot analyses, all CRM, marketing and sales data can easily be evaluated. Here you see a pie graph for different customer relations.

The Exact solution offers generating, printing and scanning of standardized bar codes that are checked on constraints. It enables you to enter data electronically. All incoming and outgoing goods as well as any relocations and stock counts are registered instantly by means of bar code equipment or through touch screen terminals. Multiple bar codes per item and supplier can be stored.

CUSTOMER RELATIONSHIP MANAGEMENT

Why do customers knock on your door? Or, in other words: who are your most valuable customers? This vital question can be answered by comparison of product and service data with customer (group) data. Food producers have an extended network of distributors. Products are often generic, but differ on ingredients, pricing and distribution. To know why customers buy your products and not those of your competitor is not always easy to find out

“With Exact e-Synergy, both our front-office and back-office can have a complete overview of our customers and suppliers, even from abroad.”

Wouter Dijkstra, Managing director
Maximum Trading

as preferences change over time, relate to emotions and are often a combination of several criteria. Knowing what influences buying decisions, makes acceleration possible. Especially in a consolidating market as the food processing industry, communication is key. Data on customer markets and trends, retrieved from the ERP-system sales statistics, customer surveys, employee findings and external stakeholders are analyzed and crossings are made. Based on these results, existing target markets are informed about the way your company can also add value for these customers moreover, strategic decisions can be made to achieve a competitive impulse to the product life cycle via product development and product differentiation by penetration in existing markets, or search for new opportunities in international markets.

The Exact solution offers a full suite CRM for front- and back office activities. All customer-related information like order management, sales force automation, price- and project management, contract management, customer communication documentation, customer support, complaint management and website management is integrated in one single solution linked to the parties involved. Electronic portals for employees, partners, customers and suppliers will allow restricted access

and will improve the accuracy of the available data. No more complex searching is necessary. Instead, information is presented in real-time, at any time and anywhere. It supports handling marketing campaigns and carrying out surveys to analyze the company customer value. All relevant parties are informed about a customer's status and interests. Consequently, these functionalities will allow intensifying business with existing customers – an aspect that is of great importance in food processing where profit is made by doing business with a customer on a long term basis.

DOING BUSINESS ELECTRONICALLY

Why enter the same data twice? The food industry not only stands for continuous innovation of its products but is also commonly known for its innovations when it comes to adopting new technologies in order to improve its primary processes throughout the food supply chain. Retailers demand efficient handling of their orders. A high turnover rate of inventory and a growing assortment results in the requirement for quick replenishment. Once generated, the order needs to be passed on to the supplier and confirmed at receipt – all electronically. Shipping products to these customers requires an

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electronic notice that the goods are to be received. Later, this notice is used to register the receipt on arrival without any manual entry.

The Exact solution supports reading XML files for sales order generation, sending electronic confirmations via e-mail and generating serial shipping container codes at fulfillment. It is even possible to offer customers electronic catalogs via restricted access portals to place online orders and to reduce outbound calling based on customer call lists, reducing the number of errors in order entry. Via this restricted portal access, customers can not only place orders whenever they want to, but it even optionally allows them to view stock levels, share product knowledge and trace an order status. Exact offers proven EDI solutions for the food industry in different countries. These Electronic Data Interchange or EDI solutions can however well differ per country and even per customer. An embedded solution can also be realized by using the Exact Software Development Kit for integrated and real-time data transfer between different segments within the food supply chain.

The screenshot shows a web browser window displaying a portal with a navigation menu (Start, My orders, Settings, Improve our service) and a main content area. The main content area features a 'Product news' section with a logo and a 'Suggestions' section with a list of links (Events, Newsletters, Promotions, Recipes, Press releases). Below these sections is a 'Marketing' tab and a 'Sales' tab. The 'Sales' tab is active, showing a 'Promotional items' section. This section contains a table of items with columns for Code, Description, Sales price, and Buy. The table is divided into three categories: Canned syrup products, Canned pickled products, and Fruit juice.

Code	Description	Sales price	Buy
Canned syrup products			
WWH001201	Mango slices on syrup 24/box	EUR 14.00	1 →
WWHS38401	Lychee on syrup 24/box	EUR 51.00	1 →
WWHS38401	Peach on syrup 24/box	EUR 17.00	1 →
WWHS40101	Strawberry on syrup 36/box	EUR 19.00	1 →
WWHS48001	Palm nut on syrup 12/box	EUR 14.00	1 →
WWHS49001	Apple on syrup 36/box	EUR 22.00	1 →
WWH650001	Cherry on syrup 24/box	EUR 17.00	1 →
Canned pickled products			
BJE012201	Mango slices pickled 24/box	EUR 33.00	1 →
BJE100001	Asparagus pickled 12/box	EUR 52.00	1 →
BJE100003	Green beans pickled 24/box	EUR 18.00	
BJE104901	Onions pickled 24/box	EUR 00.00	
BJE130001	Eggs pickled 24/box	EUR 32.00	1 →
BJE170001	Green olives pickled 36/box	EUR 28.00	1 →
BJE180001	Garlic pickled 12/box	EUR 24.00	1 →
BJES42001	Mushrooms pickled 36/box	EUR 42.00	
Fruit juice			
IPMS302	Mango juice 1Ltr 12/box	EUR 00.00	1 →

Share knowledge of products, hand over ideas or allow the entry of orders to customers via online portal access.

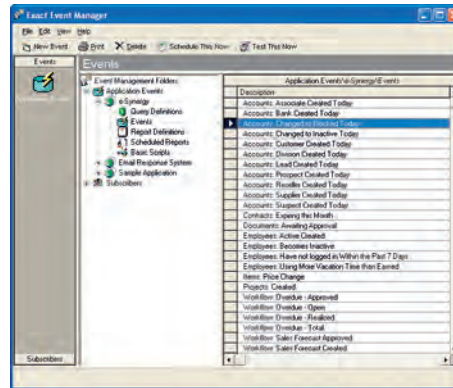
“Should it occur that the wrong item is scanned, this is immediately indicated by the hand-held terminal. Picking errors are virtually out of the question.”

Jan-Jaap Roelevink, Director
Yarrah Organic Pet Food

BUSINESS INTELLIGENCE

Business intelligence answers questions related to the performance of your company, of suppliers and customers. Today's business demands ask for analyzing business related data as they appear - on the spot and without delay. This is done via event managers that perform activities based on predefined questions like a delay in shipment, too high customer receivables, changes in buying trends, expiring business proposals (purchase and sales) or on any other Key Performance Indicator (KPI).

The Exact solution offers business intelligence based on reactive reporting via predefined reports and KPI (web) based pivots. Active messaging can be introduced via an event manager. This allows to automate the process of identifying and responding via e-mail, fax, pager, PDA, cell phone or web to important, time-sensitive data within an organization, to provide decision makers 'instant insight' and to win additional time in which to respond to critical business events. Moreover, it saves time on manually checking. To sum up, it is



Exact Event Manager

all about anticipating instead of reacting. Working with this solution will speed up business processes and in consequence improve both internal and external customer satisfaction. Last but not least, it is an ideal instrument to get notification of critical exceptions – from stock that is about to expire to the message that specified targets have been met.

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Specifications



SALES

- Offer products in multiple packaging units
- Product selection based on item or batch characteristics
- Have customers entering their own orders via an online catalog
- Identify products per distribution channel
- Impulse on sales by presenting related products based on characteristics
- Provide knowledge management for employees and external stakeholders
- Price management per customer group and agreements per customer
- Measure product profitability and costing
- Incidents effectively handled via complain management
- Make crossings on product sales related to customer groups

PURCHASE

- Have multiple vendors and related data per item
- Purchase contracts to control supplier agreements and future deliveries
- Forecasting and MRP based purchasing and production
- Assortment management to prevent doubles and gaps
- Vendor managed inventory via portal access
- Direct shipping of goods from the supplier to the customer
- Ordering via e-mail
- Registration and RTV of received products and packaged items



PRODUCTION

- More or less received from production
- Stock based and customer order based production
- Handle product incidents in a focused and cost efficient way
- Multiple operations and critical control points
- Manage recipe changes
- Compare planned costs with actual costs
- Integrate weight and time management systems
- Preventive maintenance on machinery to minimize down time
- Receive by-products from production orders
- Registration of waste and rejects
- Machine and resource planning
- Batch quantities
- Back flushing and/or actual usage registration
- Quality results per batch

WAREHOUSING

- Trace ingredients and products from their origin to the customers involved
- Register batch characteristics, quality results and certificate documents
- Handle consignment stock, both for customers and from suppliers
- RMA to prevent unauthorized product returns
- Reduce waste by managing shelf life
- Manage valuable outstanding packaging items
- Labeling and barcode generation and recognition
- Scanning of warehouse transactions to avoid mistakes
- Cycle counting parameters per item for less time-consuming and up to date inventory figures
- Efficient picking routings by location allocation
- Central warehousing to optimize production batches and reduce transport costs
- Unique coding per shipping unit

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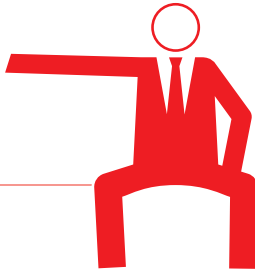
CRM

- Introduce customer relationship management to streamline your company's interactions with related parties
- All employees know what goes on at the customer side
- Send mailings and (electronic) newsletters to customers
- Plan and execute marketing events and make them measurable
- Orders, delivery notes, invoices and contracts are available digitally
- Merging for mailings on price offerings, product introductions and surveys
- Integrated mail merge to MS Word
- Introduce portals with restricted access for employees, customers, consumers or suppliers
- Insight in pending sales activities
- Control over prospects follow-up
- Standardized communication with customers
- Workflow management avoids missing chances
- Implement a full suite self-managed website

HRM

- Employee self service to register and process, CV's, profiles and e.g. requests for vacation or training
- View day-to-day activities
- Control access to projects and documents through defined roles
- Generate resource specific documents and requests
- Obtain extended visibility of employee and departmental workflow and performance
- Always the right person for the job via competence management
- Automate and accelerate the recruitment process
- Knowledge management increases individual resource intelligence across the entire organization.





MANAGEMENT

- Analysis instruments for optimal product life cycle management
- Full control over internal and supplier delivery performance to optimize the customer service level
- Implement HACCP and ISO procedures
- Business Intelligence by actively monitoring and auto-response on KPI's
- Quality management to improve the service level and apply to food safety regulations
- Apply to the European General Food Law requirements
- Share procedures online with all employees
- Predefined reports and self-made pivots based on actual data online
- Online document management for efficient generation of market-, product- and process knowledge
- Access rights per document, document type and function per user and via roles
- Add hyperlinks to documents and internet pages
- Batch based and real-time data sharing via XML or Software Development Kit
- An integrated back office and front office resulting in one single source of truth, real-time, available every where
- Decision making based on real-time facts rather than perception

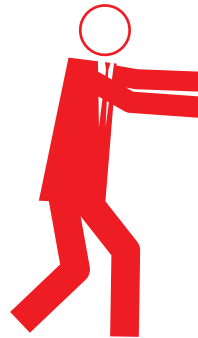
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EXACT ROI⁵ IMPLEMENTATION: TAKING CONTROL OF BUDGET AND TIME

Implementing new software is almost like building a house – many people associate it with late delivery, unexpected costs and other unforeseen risks. To provide you with an experienced and reliable “architect,” Exact has developed ROI⁵: an implementation methodology that takes care of any relevant criterion from the number of the sites and the required time to the educational level of the organization’s employees.

ROI⁵



A FITTING IMPLEMENTATION FOR EACH CUSTOMER

Accordingly, we decide on the right implementation model – parallel, sequential or as competence center implementation – and then run 5 clear phases to size up the project. This methodology provides our customers with a maximum of control and manageability in terms of lead-time and budget. It is specifically designed for multisite implementations and guarantees consistent, high-quality implementations worldwide as well as a five-fold return on your efforts.

EXACT SUPPORT SERVICES: ENSURING PEAK PERFORMANCE

Over 1200 developers and support professionals ensure that Exact solutions deliver an optimal performance and drive better results for your enterprise – and that in more than 120 countries. Ongoing updates and enhancements keep your IT up-to-date and running smoothly. Technical information, expert advice and the integration into our customer portal resolve problems immediately and effectively so that your ERP solution is always available and delivers the optimal results.

EXACT ROI⁵ IMPLEMENTATION: FIVE-FOLD RETURN ON YOUR EFFORTS

- **Return on Internationalization:** Local and international Exact specialists ensure uniform implementation anywhere in the world.
- **Return on Integration:** Uniform implementation helps to harmonize and integrate business processes and to gain integration efficiency.
- **Return on Information:** Reusing information, knowledge and experiences across borders increases implementation efficiency as well as quality and reduces implementation time.
- **Return on Implementation:** Tight project control ensures quick and effective implementations, which results in maximized control and minimized risk.
- **Return on Investment:** Our implementation methodology secures your investment in our software and maintains a lasting effect of the “Exact Return on Integration.”

HELPDESK: FAST AND RELIABLE SERVICE

Clear communication is the best condition for efficient support. Due to Exact's global network, we can offer you local support in the local language in over 40 countries. A helpdesk of native speakers not only guarantees unambiguous communication, it is also experienced in your local customs and requirements.

Via phone, e-mail or our customer portal, you can contact experts for all kind of questions concerning your IT. Both our teams in the subsidiaries and the specialists in the headquarters take care that you are provided with comprehensive service that fulfills your needs in the shortest possible time.

CUSTOMER PORTAL: EXACTLY THE INFORMATION YOU NEED

Exact's customer portal is a secure and interactive web environment, where you will find all the information that is relevant to your needs: quick and accurate answers to your questions, access to all relevant information, the latest product updates and much more.

ALL SERVICES AT A GLANCE

- On-site support via international network
- Individual service contracts
- Professional local helpdesk
- Customer portal for all-time access to important information
- Three different implementation models depending on your needs



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Established in 1984, Exact Software is one of the world's leading providers of business software solutions. Exact is headquartered in Delft, the Netherlands and has offices in Europe, the Middle East, North and South America, Asia, Australia and Africa. With over 2,700 employees, subsidiaries in more than 40 countries, solutions available in 40 languages, Exact currently serves customers in more than 125 countries across all five continents.

Exact Holding N.V. has been listed on Eurolist by Euronext Amsterdam since June 1999.

Exact International is a division of Exact Holding N.V. and supports multinational organizations to establish a 2nd-tier ERP solution for smaller subsidiaries – as a completion to their 1st-tier solution for large operations. Next to that it enables small to medium sized international organizations to deploy

a single-tier ERP solution across all affiliates by creating enterprise-wide integration and real-time information.

For further information please contact us:

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www.exactinternational.com