

# FACT SHEET

# FUJITSU

# CATCH WEIGHT MANAGEMENT SOLUTION

## A NEW SOLUTION TO REDUCE CATCH WEIGHT LOSS AND IMPROVE OPERATIONAL PERFORMANCE IN THE MEAT, POULTRY, AND FISH PROCESSING INDUSTRIES

### IDENTIFY, QUANTIFY AND REDUCE CATCH WEIGHT LOSS

The special challenges in food processing operations and their supply chains have often forced companies to accept a high degree of product loss along with accounting inaccuracies as product moves to market.

Fujitsu offers extensive business expertise in delivering Enterprise Resource Planning (ERP)-platform solutions such as Catch Weight Management. The processes and methodologies that we offer our clients leverage SAP® technologies to help your organization as follows:

- Accurately identify and quantify catch weight loss at various points in the supply chain where it was previously impossible
- Implement technologies and processes designed to reduce catch weight loss
- Enable more accurate reporting and accounting of catch weight value throughout the supply chain, helping to increase revenue realization
- Reduce product time-to-market, enhancing your competitive advantage and revenue potential
- These key operational measures can have a significant impact on your organization's performance and profits.
- Fujitsu helps you identify and assess opportunities for improvement in your internal operations and processes, as well as your broader supply chain, where our tailored solution can drive new standards for performance.

### IMPROVE OPERATIONAL PERFORMANCE

Fujitsu can help your organization exceed its previous performance standards, delivering breakthrough operational performance through the following measures:

- Improve revenue realization through increased reporting and accounting accuracy of catch weight value throughout the supply chain
- Increase channel partner and customer satisfaction through more accurate billing of actual shipped weight



- Optimize resource use in transportation and manufacturing by improving the calculation of gross weight
- Reduce the effort required for repeated weighing operations by linking actual weight to handling units
- Improve the visibility of costs and reduce total cost of ownership (TCO)
- Improve the visibility of margins with new flexibility in the management of inventory prices
- Increase accounting closing cycles with fact-based reporting that informs and level sets your decision-making
- Standardize the pricing and generation of new price types that can be updated daily
- With fully documented business process and templates, and pre-developed implementation tools, Fujitsu brings the tools and expertise you need to help your organization derive tangible business value from our tailored catch weight management solution.

**PARTNER WITH FUJITSU TO GET RESULTS**

---

Fujitsu has a track record of proven success with industry leaders who are well known producers of branded meat products.

Recently, one of our partners migrated from a patch-work legacy environment that did not effectively manage catch weight transactions. Addressing this issue was a key requirement since catch weight items are an important part of their business.

Working with Fujitsu, they successfully implemented SAP 6.0 with catch weight management and now operate an integrated ERP environment that effectively manages both standard and catch weight transactions.

As a result of our team effort, this partner has meaningfully improved customer interaction, business analysis, and control.

**ABOUT FUJITSU AMERICA**

---

Fujitsu America, Inc. is a leading ICT solutions provider for organizations in the U.S., Canada and the Caribbean. Fujitsu enables clients to meet their business objectives through integrated offerings including consulting, systems integration, managed services and outsourcing for enterprise applications, data center and field services operations, based on server, software, storage and mobile technologies. Fujitsu provides industry-oriented solutions for manufacturing, retail, healthcare, government, education, financial services and communications sectors. For more information, please visit: <http://solutions.us.fujitsu.com/>.

**FUJITSU AMERICA, INC.**

1250 East Arques Avenue  
Sunnyvale, CA 94085-3470, U.S.A.  
Telephone: 800 831 3183  
or 408 746 6000  
Web: <http://solutions.us.fujitsu.com>  
Contact Form:  
<http://solutions.us.fujitsu.com/contact>

Fujitsu and the Fujitsu logo are trademarks or registered trademarks of Fujitsu Limited in the United States and other countries. SAP is and the SAP Global Partner logo are trademarks or registered trademarks of SAP AG in the United States and other countries. All other trademarks mentioned herein are the property of their respective owners.

Copyright ©2011 Fujitsu America, Inc.  
All rights reserved.  
FPC58-2721-03 5/11  
FCI\_11.1216

