FUJITSU

FACT SHEET
FUJITSU AND SAP:
FOOD AND BEVERAGE BUSINESS SOLUTIONS

FEW INDUSTRIES ARE MORE RELIANT ON THE MAINTENANCE OF ACCURATE, REAL-TIME INFORMATION THAN FOOD AND BEVERAGE ENTERPRISES. AT A TIME WHEN PROFIT MARGINS ARE SLIM, THERE IS LITTLE ROOM FOR EXCESS INVENTORY, CASH FLOW CRUNCHES, OR INEFFICIENT TRANSACTIONS.

SOME CHALLENGES INCLUDE

- Low inventory turnover ratio due to high levels of stock
- Increased competition resulting in tighter margins
- Dissatisfied customers due to inefficient processes
- High total cost of ownership
- Inadequate pricing management
- Excess waste and shrinkage

Running a business requires the management of many different key processes. From accounting to logistics, from purchasing to delivery, the management of the processes is an enormous task. But there is a solution that will make your job easier, more efficient, and more cost-effective.

The SAP Enterprise Resource Planning (ERP) business processes – in combination with the resources and industry experience of Fujitsu – deliver a proven solution to today's business challenges.

By focusing on the primary business drivers, the SAP-Fujitsu approach lowers the engagement risk while reducing time-to-value. The pre-packaged SAP ERP applications are designed such that they can be brought online much quicker than in-house technology. The Fujitsu team can have you up and running in as little as eight to twelve weeks, and you will start realizing the benefits immediately.

By deploying the Fujitsu SAP Food and Beverage solution, you will enjoy a world-class offering for small and midsized companies in all areas of the value chain from growers to retailers. Typical customers of this offering are food manufacturers and distributors.

AMONG THE FEATURES AVAILABLE WITH THE FUJITSU OFFERING:

- A pre-configured system employing best practices with streamlined business processes in operations and accounting.
- Management of Order Guide and Integrated Sales Order Processing using SAP Customer Relationship Management (CRM)

- Chargebacks/Billbacks management with SAP's Incentives and Paybacks (Vistex) functionality
- Management of two transaction quantities in parallel seamlessly integrated with SAP Catchweight Management (CwM)
- Solution maps, process flow diagrams, and SAP documentation delivered out of the box

The real benefit of this service comes from the broad-based industry knowledge of the Fujitsu team. To complement the SAP ERP applications, Fujitsu offers its world-class portfolio of business technology services, computing platforms, and industry solutions. Fujitsu platform products are based on scalable, reliable and high-performance server, storage, point-of-sale, and mobile technologies. Fujitsu combines its renowned platform offerings with a full suite of onshore, near shore and offshore system integration, outsourcing, and datacenter services covering applications, operations, infrastructure, customer service, and multi-vendor lifecycle services.

Your solution will be customized to meet your needs, based upon a detailed analysis of your current system. By determining where the bottlenecks are, the SAP ERP system and the Fujitsu team can streamline your business processes.

One of the unique Fujitsu products from which you will benefit is the SAP Discovery System for service-oriented architecture (SOA). The Discovery Server is a packaged, pre-installed solution that provides a ready-to-use SOA environment that can be test driven the same day.

The SAP Discovery System software for SOA was created specifically to help customers and partners map their paths to successful adoption of SOA. With the SAP Discovery System, enterprise architects, business process experts, IT development teams, consultants, and systems integrators can effectively accelerate their learning curve with composite applications and SOAs. The SAP Discovery System enables them to test-drive the simplicity and flexibility of new business process composition using enterprise services in a standalone SOA environment.

The SAP Discovery System is also a perfect base for practical training courses, to evaluate updates in advance, and to prepare proof of concepts as a solid base for decisions.

BUSINESS BENEFITS

- Improved inventory management and insight into stock situation with second transaction quantity

- Increased customer satisfaction and reduction of disputes with billing based on actual weight shipped

- Increased efficiency via higher automation

- Reduced efforts, admin & processing expenses by accurately reporting Chargebacks / Billbacks

- Effective capacity planning leads to reduction of freight & procurement costs.

- Increased customer collections and effective sales processing with improved pricing

- Faster closing of books with new handling of WIP

- Reduced manual effort with better process support for joint production

- Improved visibility of margins with new flexibility in management of inventory prices

If you're in the market for a turnkey industry solution that includes best-in-class software, platform, and consulting services, Fujitsu is ready to meet your precise demands to help you make the most of your resources in the most process- and cost-efficient manner.

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/.