

FoodCloudPlus

FoodCloudPlus Introduction



Today's Agenda

1. FoodCloudPlus Overview
2. Pure Business Central vs. Embed Business Central
3. FoodCloudPlus Apps
4. Next Steps

The team bringing you ERP the way you always wanted it!



Mike Glue
Chief Technology Officer



John Maher
ERP Advisor



Hasen Nicanfar
CEO & Principal Consultant

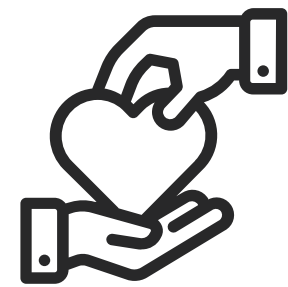


Jim Wilson
VP Operations



Konstantin Levchenko
Director of Solution Services

Let's get a few facts out of the way...



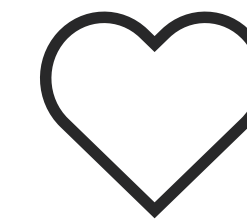
100% Customer Referenceable

We love our customer's and we treat them right.



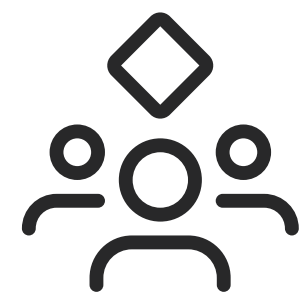
Staff from the Food Industry

95% of our staff are hired from the Food Industry.



We love Microsoft

We are a Microsoft shop and we hope you are too. Microsoft has our team members as their MVP's



Future Proof

We are 100% App based. You do not need to worry about your investment – it is as safe as Microsoft is.



24/7 Support When Needed

Whatever level of support you need, we are an extension of your team.



Security

We host our clients on the same servers that Microsoft Does.

Customers just like you that want ERP to just work!



From Our Kitchens, Food Done Right.



Application Architecture Models

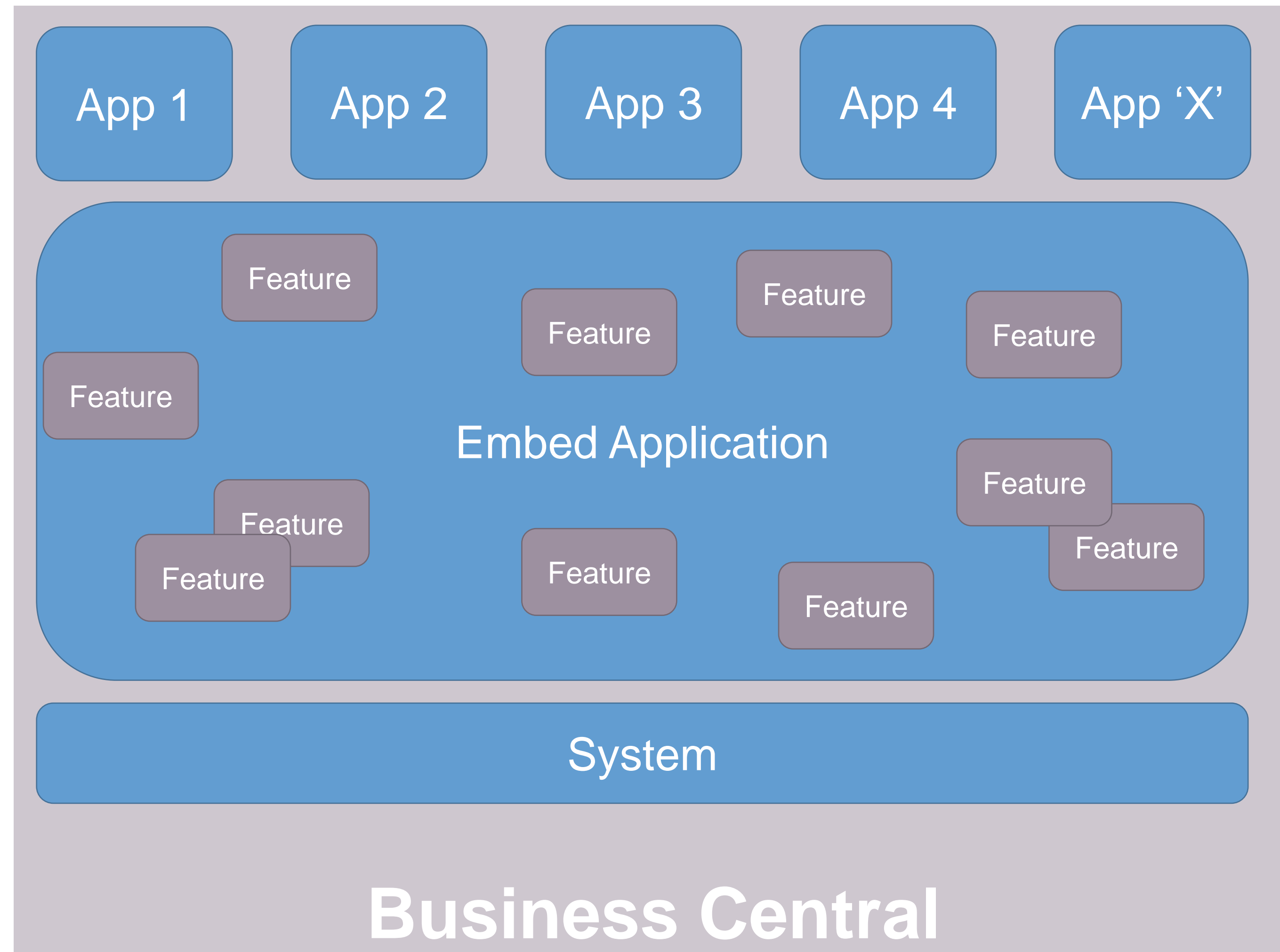
Embed Application

**100%
App-Based**

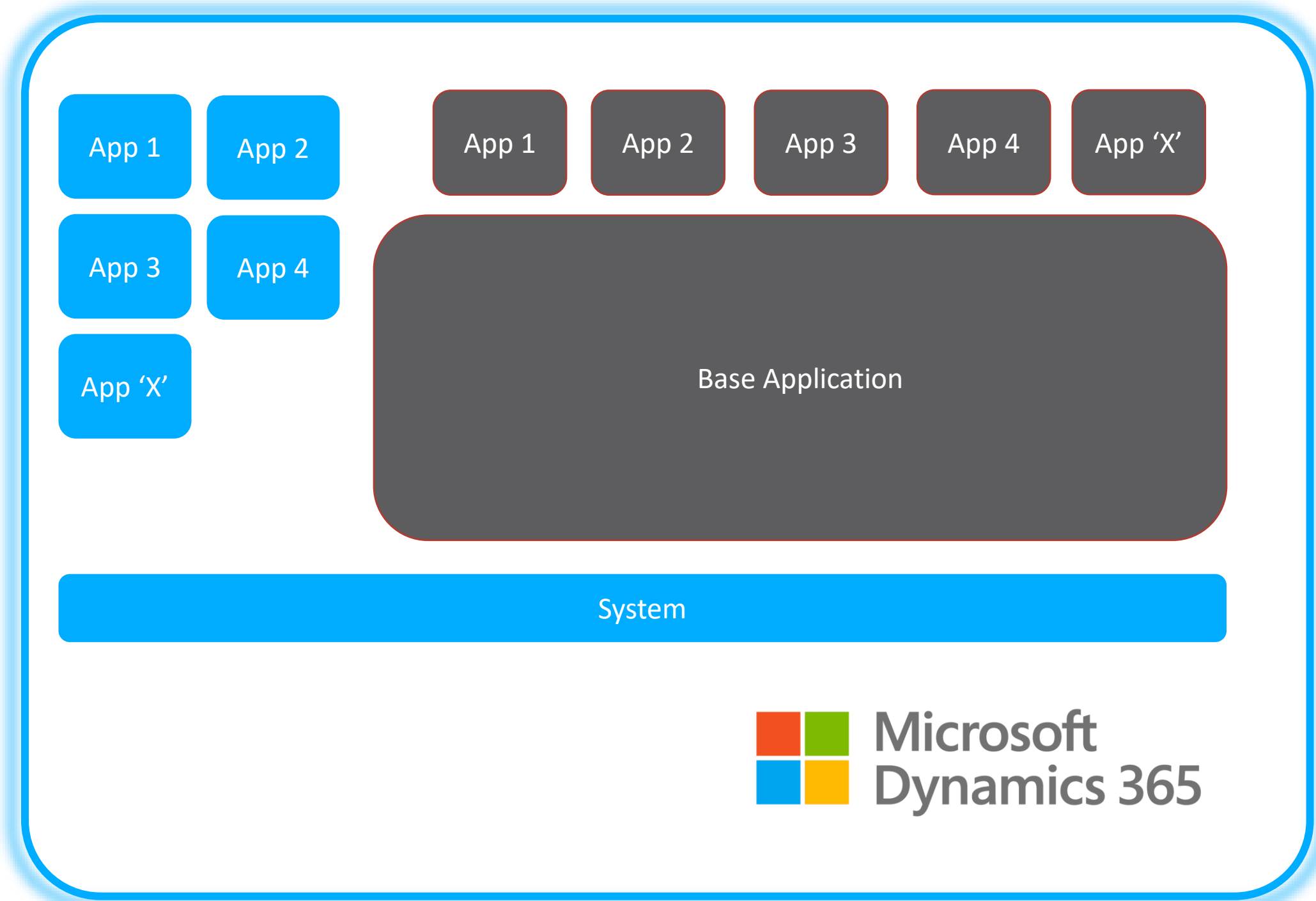
To the end user, virtually no difference, but under the hood.....

Embed Application

- Modifications are done directly within the Embed Application to change Microsoft source code
- Manual merge process required when updating versions, making for a challenging and lengthy process
- Hard to maintain and build for future versions of Business Central
- The smallest fix/change requires full Base Application to be deployed
- Does not adhere to Microsoft's Universal Code initiative, leading to additional costs to incur



FoodCloudPlus is 100% APP BASED!



Agile Deployment Methodology

Our development fully complies with Microsoft's Universal Code initiative.

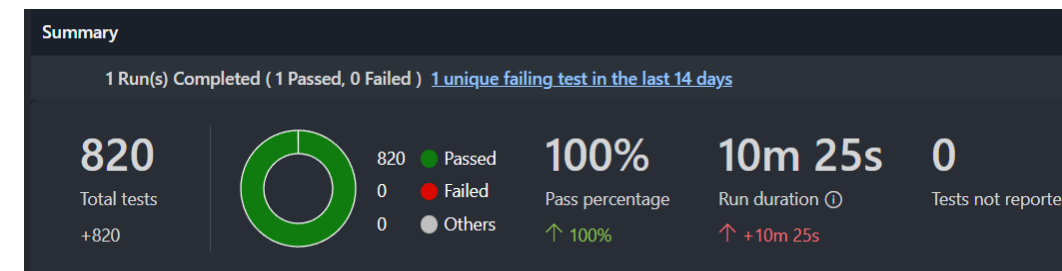
- ▶ Modifications are done in apps (aka extensions)
- ▶ No Microsoft source code is changed
- ▶ No merge process to update to a new version of Business Central
- ▶ It's literally just a property in the app!

FUTURE PROOF!

Our Apps are Built for Current and Future versions of Business Central

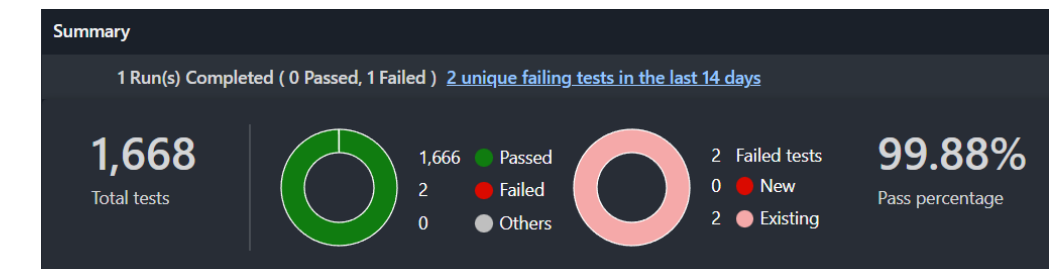
Next Minor Release

BC Version June 2023



Next Major Release

BC Version Quarterly Releases



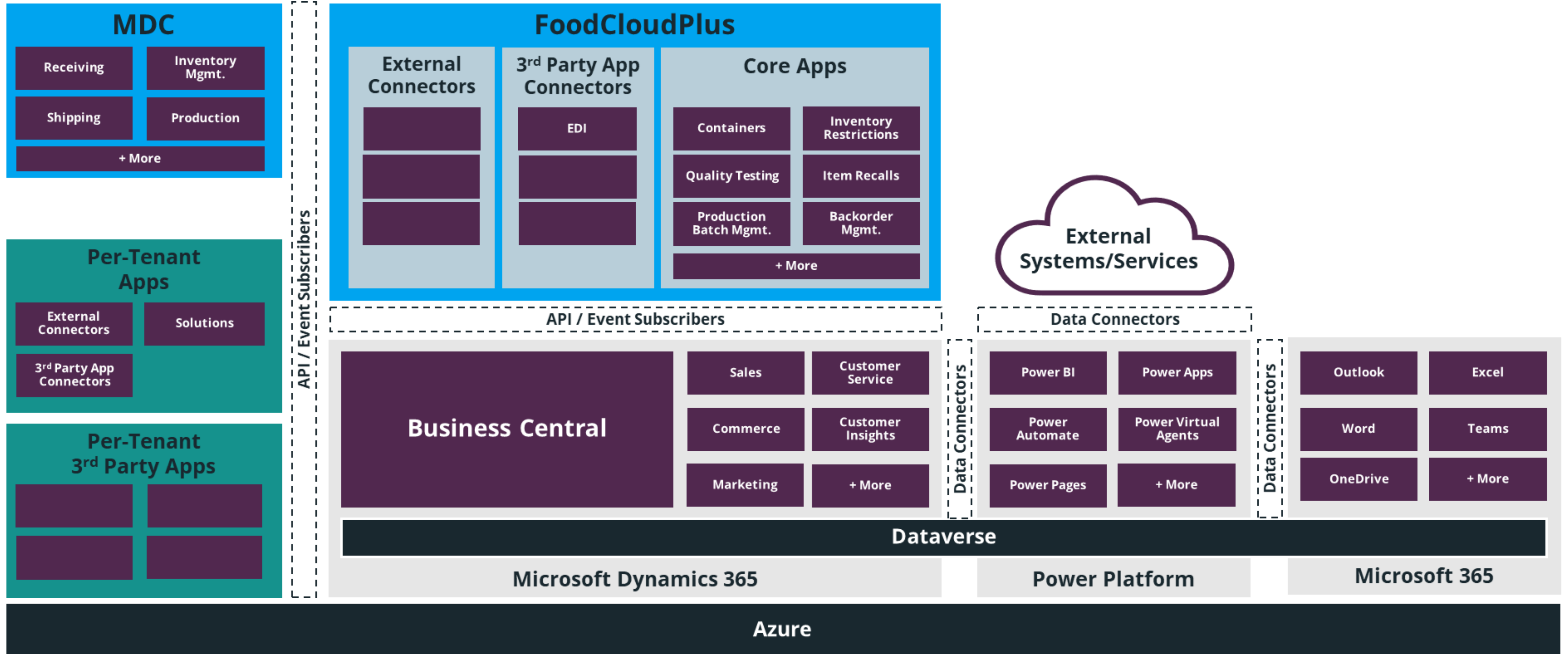
Our Apps are built nightly against 3 versions of Business Central

with a proprietary & comprehensive automated testing protocol

Risk Mitigation

Nothing goes live until triple tested

Your new Ecosystem



Backorder Management

Transform your shipping and receiving processes with the Backorder Management app, a powerful add-on solution for Microsoft Dynamics 365 Business Central that solves short shipments and under-receipt challenges seamlessly.

Inventory Restriction

Our Inventory Restriction App is designed to streamline warehouse operations and enhance quality control in food manufacturing and distribution.

Inventory Shelf Life

Inventory Shelf Life solves the problem of expired or spoiled products by preventing the receipt, picking, and shipping of products that don't meet your freshness and shelf-life requirements.

Item Recalls

We understand that traceability and recall compliance reporting is crucial for your organization. This app simplifies the recall process and ensures compliance with industry regulations.

Item Tracking Status Indicator

Boost your warehouse management efficiency. This app enhances your warehouse operations by providing quick access to crucial item tracking information without the hassle of navigating multiple pages.

Lot Algorithms

With this App, you can create tailor-made lot numbers using a variety of information such as production date, expiration date, item number, and more.

Mobile Data Collection

Simplify inventory management. With advanced features like Direct Shipment and Receipt, Transfer Orders, and various Pick and Movement types, MDC helps enhance your inventory accuracy.

Over Shipping

Manage over-shipping challenges with ease and improve your inventory management and cost reduction strategies with our Over-Shipping app, tightly woven into Business Central's sales order and warehouse shipment functionalities.

Production Batching

A comprehensive App to manage production orders in smaller, more manageable batches, ensuring higher quality, traceability, inventory management, and capacity utilization.

Production Yield Metrics

This App is a comprehensive costing overview of production orders based on finished goods posted to the ledger.

Serial Shipping Container Codes

Transform your shipping and receiving processes with the Backorder Management app that solves short shipments and under-receipt challenges seamlessly.

Warehouse License Plating

This App address the unique inventory management challenges when bundling multiple materials into containers, pallets, boxes, packages, totes, carts, and more.

There are 3 ways that you can get support from FoodCloudPlus for your Microsoft-based ERP

On Demand Plan

Just need occasional help with your ERP?

Perhaps some custom reports or minor customizations? Or even some guidance on how to use functionality that you aren't using fully or at all?

FoodCloudPlus offers such services on a time and material basis. We simply put a Mutual Non-Disclosure Agreement in place along with our standard Service Agreement covering our responsibilities to each other and then you can engage us on a project-by-project basis with no long-term commitment.

Simple.

Full Support Plan

You would like a new Microsoft Partner!

You're ready to make the switch from your existing Microsoft Partner to FoodCloudPlus for all your ERP support and ongoing maintenance needs.

- If you are currently a Microsoft on-premise ERP user, this is an ideal way to get the food industry knowledge you need to keep your system running as you prepare to migrate to the Cloud.
- If your system is in the cloud and your current Microsoft partner is not living up to your expectations and giving you the support you require, then this is a great way to partner with the right people who have the right experience.

Simple.

FoodCloudPlus Plan

You are ready to migrate to Business Central with additional Food Application Functionality

You want to move to the Cloud now on Microsoft Business Central, which is the natural upgrade path for any organization currently on Great Plains, Solomon or NAV (or in some cases, AX too).

We will get you there with a series of food industry-specific extensions that were built by developers who have focused on just food for most of their careers.

Simple.



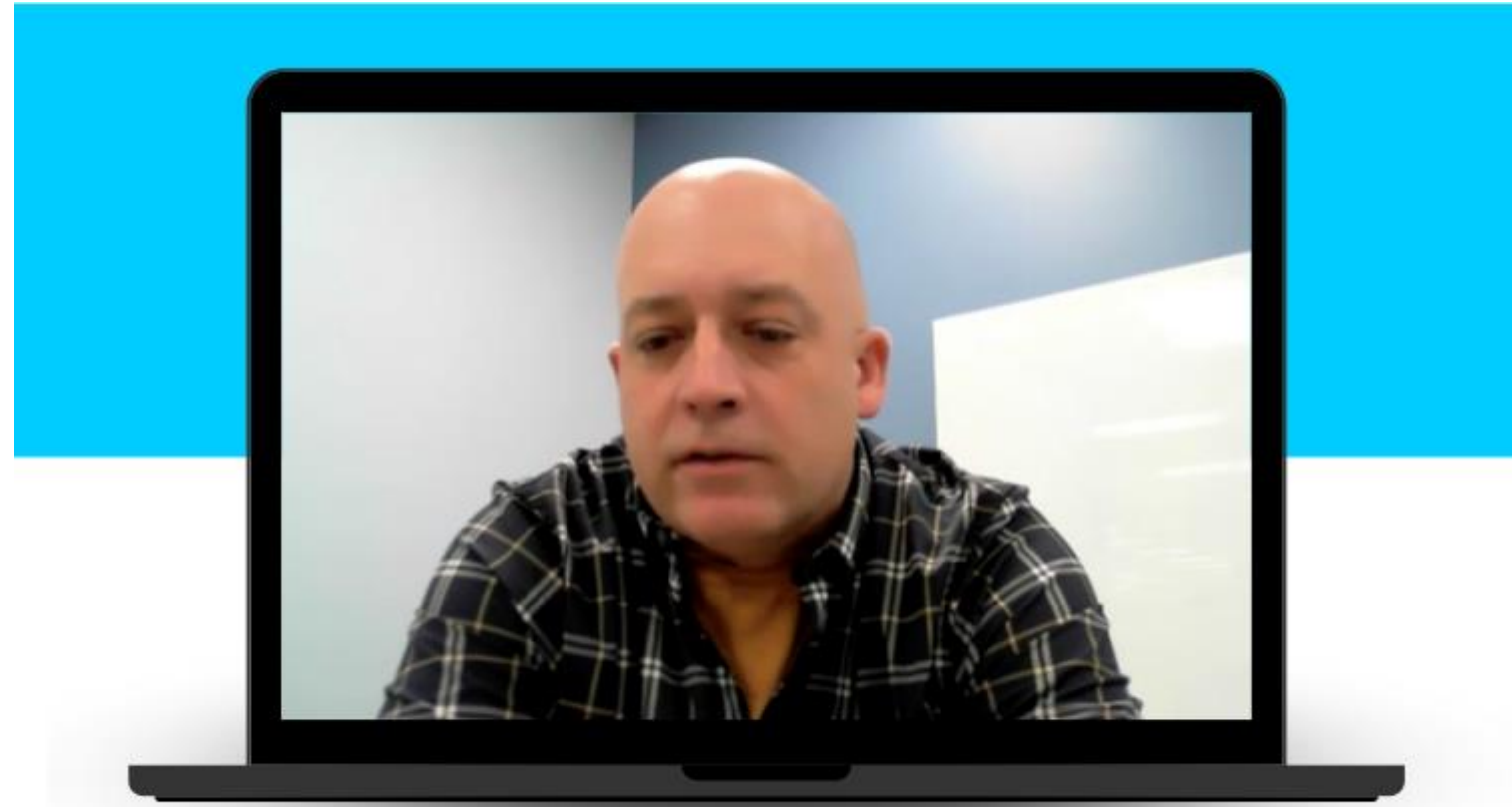
Steve Defenbaugh,
VP of IT, Benestar Brands

“They’re a great team and I don’t really have any other vendors that I trust like them.”



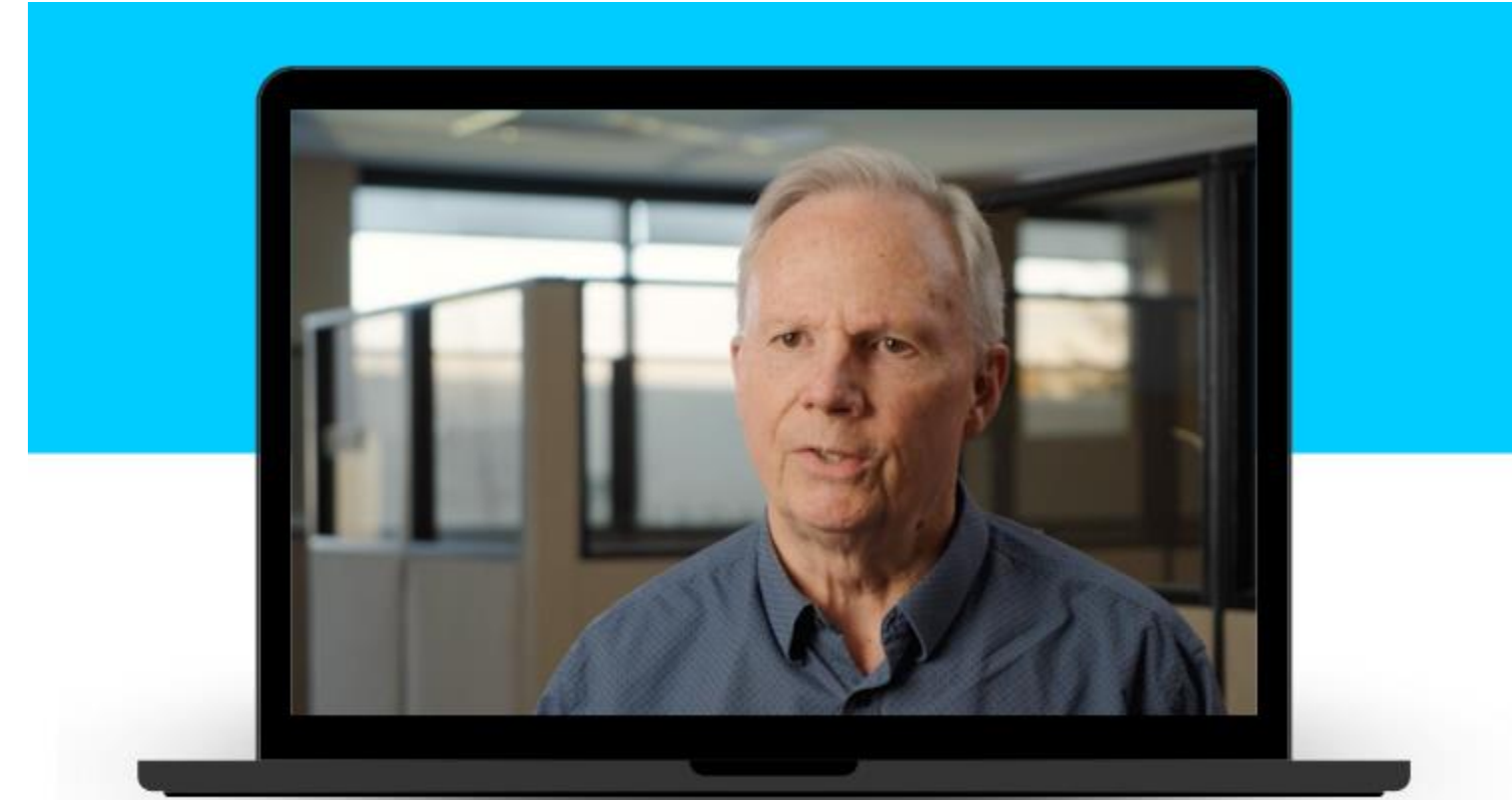
Carla Pickard,
Director of IT, Freshstone Brands

“Their team is very responsive – they are always there to help.”



Chris VanderVelde, Kent Quality Foods
VP of Information Systems and Technology

“It’s helped us not only improve our profitability but also the ability to deliver what the client expects, and it’s helped us to be more efficient.”



Randy Whitteker,
GM, Ontario Natural Food Company

“They have a group of well-trained professionals that really know their business and they take the time to get to know your business”