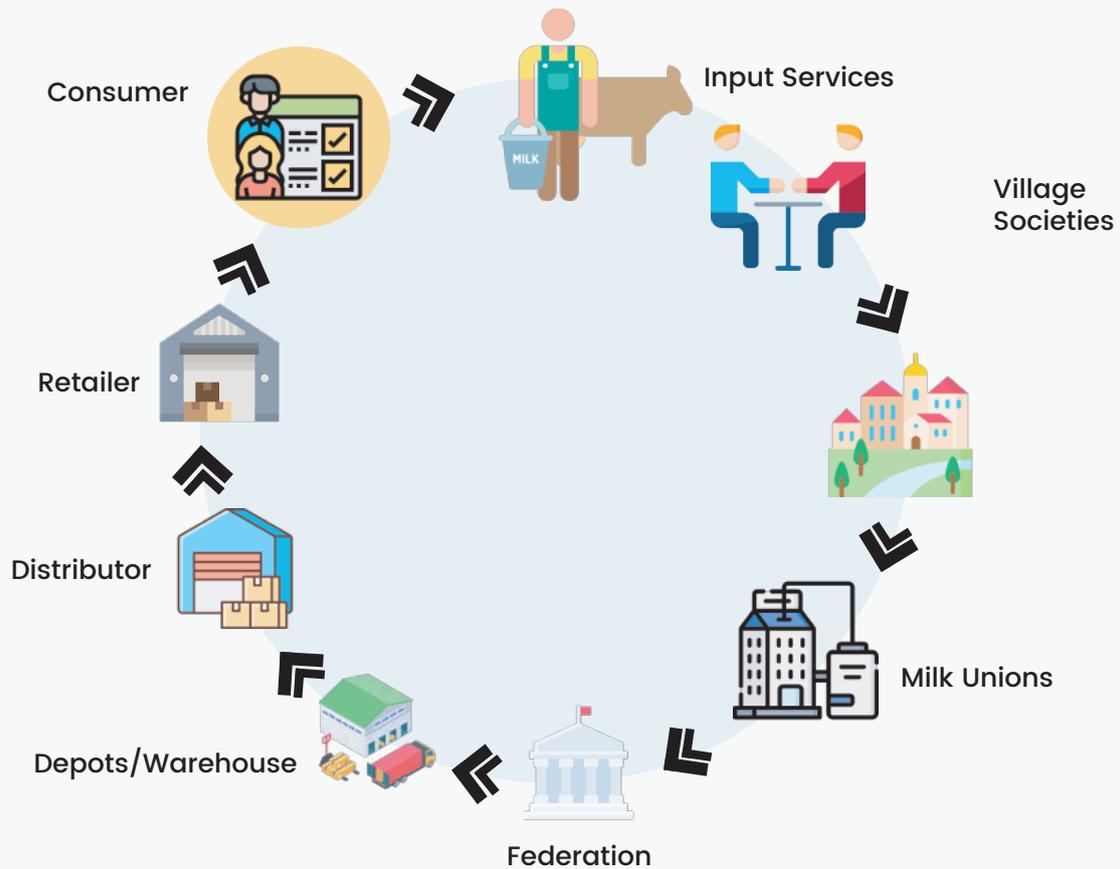


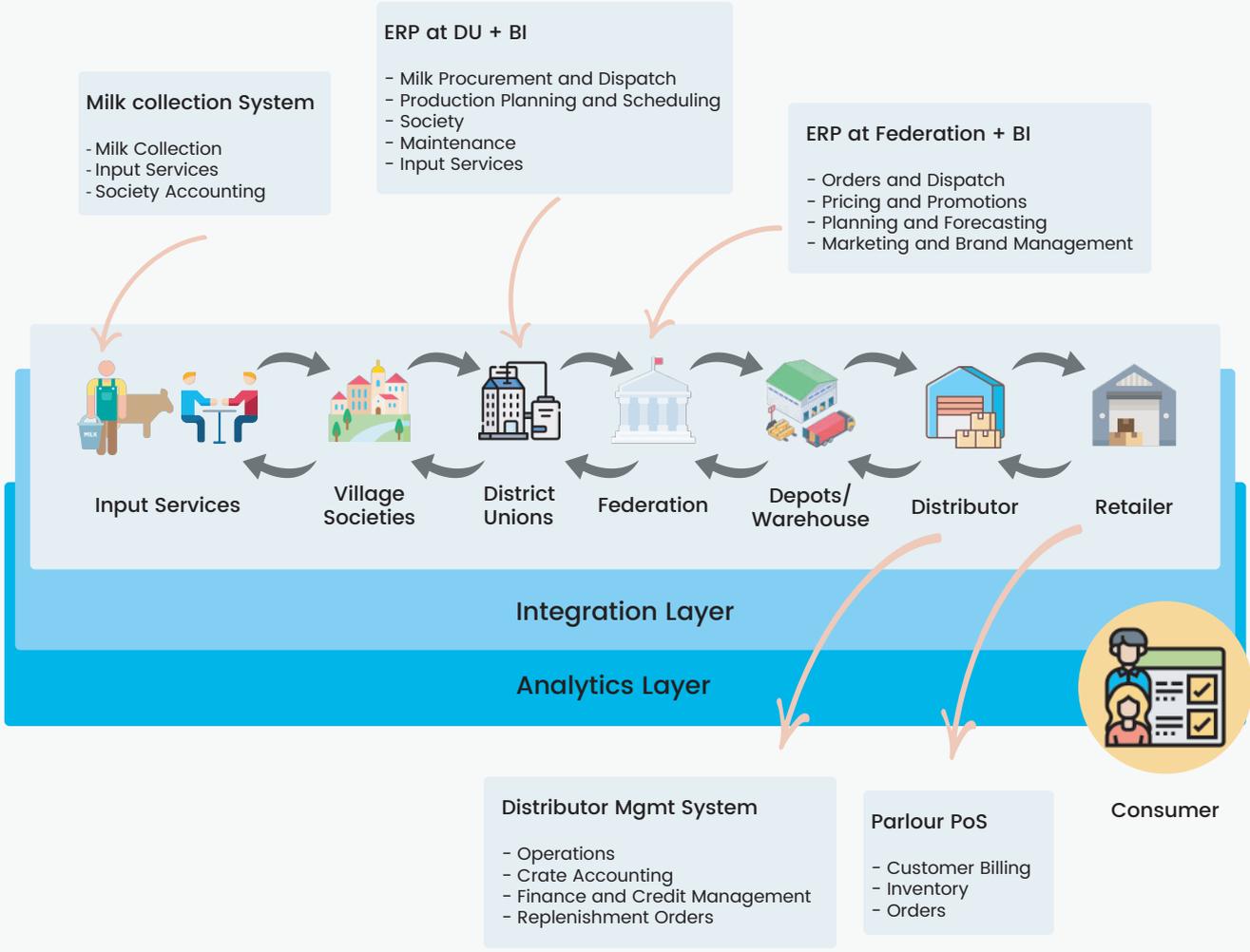
ERP Solutions for the Cooperative Dairy Industry

Cooperatives' Mission: Give farmer 'the best price' for his milk and consumer 'value for money' for the product



- ★ Support farmers to increase milk production
- ★ Drive continuous product innovation and expand milk processing capacity
- ★ Enhance business performance of the distributor – ‘the real marketing manager’
- ★ Assist member societies & unions with fertility improvement and animal health programs
- ★ Deliver on the key promises of the Coop. brand – quality, value for money and availability
- ★ Interface directly with customer through milk parlours and showcase entire range of products to the consumer to create demand

IT enables the “Cow-To-Consumer” value chain to improve end to end operational efficiencies that can drive business benefits..



When milk volatility and structural changes pose a challenge

A change in the dairy market was underway even before the abolition of the milk quota, but has reinforced ever since then:

- ★ Fluctuations in demand and supply in key consumer countries have a decisive impact on the raw materials and sales markets, resulting in significant price volatility.
- ★ Requirements of trade and consumers on milk and dairy products are increasing. Predatory pricing policies in food retail lead to stronger differentiation of the product range of the fresh milk sector. GMO and lactose-free milk as well as organic milk are some examples for this.
- ★ Add to this the requirements with regard to regionalism, animal welfare or sustainability.
- ★ Many companies focus on international markets. As a result, the number of exports and company sites outside the EU is increasing.
- ★ Digital transformation is in full swing. Also in production, Industry 4 facilitates consistent digitalization, networking and, as a result, control based on reliable real-time data. However, the reality is often different. There are no integrated information and material flows yet, data is inconsistent, and media disruptions make processes inefficient.

Consequences for your business

For milk-processing companies, this has many operational implications:

- Production and sales quantities are permanently changing
- Raw materials and resources must be used in a smarter way
- Price calculation is constantly affected
- Costs and capacities require perfect controlling
- Short-term result assessment is inevitable
- Processes need to be optimized while costs have to be reduced

Key Features Include

- ★ Utilising Microsoft SharePoint users are presented with dashboards configured to their Dynamics user role such as Production, Sales Management, Supply Chain and Operations Management.
- ★ Linking directly to the data allows for real time information to make critical business decisions quickly.
- ★ For liquid milk distribution automatically create contract dockets for weekly billing.
- ★ Configure workflow rules around sales, purchase and general ledger transactions with full audit control and build comprehensive security and permissions down to individual user level.
- ★ Create and maintain financial fixed assets
- ★ Unlimited home and foreign currency bank accounts may be created and reconciled automatically linking directly to on-line banking systems.
- ★ Supply chain processes can be configured for multi-company and multi-plant or milk depot scenarios with intercompany and inter-depot movements and transfers.
- ★ Integrates with industry leading Logistics companies including Wincanton and Excel Logistics.
- ★ Increase process control and product quality by easily tracking and managing multi-level product formulas or recipes.
- ★ Quality control information is captured and used to inform your inventory control, materials procurement, sales and production decisions.

Key Modules

Management Module

Business intelligence can be used to give management and employees an overview or snapshot of the business.

Dashboards and charts can display the data and show the status of different departments, people or processes.

Built upon the Microsoft Dynamics platform comprehensive information is delivered direct to all management and employees who require it.

Production Module

Our Dairy solution provides real time insight into production schedules, capacity, materials planning, shop floor activities and costs so you can effectively manage your manufacturing resources for increased profitability.

The solution is fully integrated providing real time information sharing across sales, finance and inventory and purchasing departments.

Our solution offers operational agility and can be customised to business processes to take advantage of changing market conditions. The system supports make to order, make to stock and mixed mode manufacturing processes.

Financial Module

Accurate and up to-date financial management is at the heart of any company's 'back office' systems for management and shareholders alike.

Flexible Chart of Accounts structures allow for single entities or multi-company Group structures. Consolidate companies at group level automatically pulling transactions from subsidiaries.

Transact with your customers and suppliers in their chosen currency with base currency equivalents per transaction.

Electronic sales and purchase transactions are posted automatically via our EDI module or via the Web Portal interface.

Create comprehensive budget models against chart of accounts structures and model and report with Microsoft Excel and Forecaster fully integrated with Dynamics.

Sales Module

Get it right first time every time, with our powerful CRM module, you can manage your sales leads more effectively.

Sales funnel, top customers, inactive customers are all easily accessed with embedded charts and dashboards.

Achieve a higher return on investment with your marketing by using our CRM module to build strategies and campaigns, targeting potential customers with e-mail, letter or phone calls; recording all these interactions against the customer for reference.

The FoodCare module developed to record complaints within the food industry helps you manage and assign new business enquiries and complaints to the appropriate contact within the organisation.

Supply Chain Module

Our Microsoft Dynamics solution supports demand and supply chain management as well as efficient collaboration amongst depots, warehouses and processing plants and ultimately the end customers.

Efficiencies gained from an integrated system can substantially reduce transaction costs whilst improving customer service and profitability.

Route Management functionality shows operators daily and weekly plans showing status of each route by depot. Multiple sales order types are catered for including weekly standing orders for customers such as schools and hospitals, fast order entry.

Direct integration to van sales systems for sales and stock allows automatic processing of van sales. Advanced Warehousing allows for single, multiple or centralised distribution.

Configure warehouses by area, bin and shelf locations and using 'Pick Inventory' allows you to manage 'best before' effectively with minimum waste.

Our Value Proposition

MKT Softwares Dairy ERP is built on decades of food and beverage industry experience and expertise. We know the most common pain points of businesses like yours and have designed our solution to alleviate these concerns with a robust, accessible and scalable solution. Our system is built on the Microsoft Dynamics platform, meaning your workers will be familiar with the interface and confident in their interactions with it. Our business has partnered with Microsoft for a number of years, so we're confident that as their systems evolve and improve, so do our solutions, future-proofing your operations for what may come.

By implementing MKT Softwares Dairy ERP, you stand to improve your traceability, automation, compliance, reporting and real-time data capture efforts in one fell swoop. You'll also have a far greater degree of control over your supply chain, partner relationships and financial figures. What's more, the business intelligence functionalities of the system— including anomaly detection, predictions powered by machine learning and advanced simulation capabilities—will also serve to keep you on pace with your key performance indicators (KPIs). The platform can analyze far more data than an individual person and distills all the spreadsheets and tables down to actionable insights quickly so that you can act with the speed necessary to take advantage of opportunities as they arise. Ready to reach the next level in Dairy business world?

Contact us today to hear more about how our solutions can serve you.



Are You Ready to Learn More?

Interested to see how MKT Softwares Dairy ERP can help you better manage your Dairy company?
Contact us at contact@mktsoftwares.com or visit www.mktsoftwares.com.

About MKT Softwares

MKT Softwares (P) Ltd, A CMMi Level 5, ISO 9000:2019, ISO 270001 and ISO 20001 certified company, is a pioneer in providing comprehensive solutions to all kinds of businesses. We have come a long way from our humble beginnings back in 2006, and are now valued as a \$120 million enterprise. In less than a decade, we have served over 100 satisfied customers in India, South East Asia, Canada and the U.S. We are currently operating in verticals Like – Digital Transformation, Software Development, System Integration, Enterprise Application Development, Digital Marketing, AI & ML.

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