

SUCCESS IS...

**The competitive advantage of  
running your business with the Plex  
Manufacturing Cloud**



**3 Reasons Why Food and Beverage  
Processors Choose Plex**

**PLEX**  
THE MANUFACTURING CLOUD



REASON #1

# Quality Management



## CFOs

count on Plex to control costs and mitigate risk.

Reduced cost of quality  
+ Reduced risk of recalls

**= IMPROVED PERFORMANCE**



## Quality Managers

use Plex as a closed-loop quality management process to comply with FSMA.

A common control panel +  
Automated connection to plant floor equipment

**= INSPECTION-READY DATA IN THE EVENT OF AN AUDIT OR RECALL**



## Material Control Managers

rely on Plex to ensure raw materials are on-hand with minimal waste.

Internal & supplier auditing  
+ Automated supplier quality management

**= IMPROVED EFFICIENCY**

# Benefits of Integral Quality Management for a Plex Food & Beverage Customer



- ✓ **No more spreadsheets and 3-ring binders.**
- ✓ **Reduced cost of quality.**
- ✓ **Mitigate the risk of recalls.**
- ✓ **All process steps are tracked – every single one of them.**
- ✓ **Instant access to industry certifications and proof of compliance.**

“Maintaining records to demonstrate compliance with the requirements are of paramount importance: if it isn’t documented, it didn’t happen.”

**ACHESON GROUP,**  
Food Safety Plans: New  
Requirements for FDA  
Registered Facilities

# The Unexpected Benefits of Plex for Food & Beverage Manufacturing Customers

**“We knew we needed to have something more interactive, something off-premises, and most importantly, something that we didn’t have to manage every day, and Plex was the best fit for us.”**

– Ron Rapson  
President, Sanders



**“Plex gives me a platform to work with all departments. It eliminates the time spent in maintaining equipment and worrying about backups, which frees me up and allows me to help our teams add more value.”**

– Kevin Jablonski  
Director, Information and Communication Systems, Sanders



## REASON #2

# Tracking And Traceability

“With Plex, we made a paradigm shift from the time we were handling food and raw material lot management on notepads, to the present, where with a few clicks, we can find out which lot our customers have. Now we use barcode labeling and scanning processes to identify and track all products. Everything runs much more smoothly and inventory is tracked at virtually 100 percent accuracy.”

– Greg Smith  
Vice President of Operations, Old Mill Kettle Corn

70%

of the top

6,000

food processors



have multi-plant responsibilities and/or make multiple food products

**Food Manufacturing**

# Plex Customers on the Benefits of Integral Tracking and Traceability



- ✓ **Quickly trace materials forward and backward.**
- ✓ **Minimize disruption.**
- ✓ **Rapidly identify and isolate the root cause of a quality issue.**
- ✓ **Manage lots from receipt through production and shipping.**
- ✓ **Track and trace all ingredients to know exactly what was used in finished goods.**

“Our people have well and truly bought into Plex because quite simply, the previous system did not perform to our standards. Plex has not only brought our business up to date, its real-time capabilities give us instant traceability data which ensures first-class quality products every time. For us that can only mean happier customers and a more prosperous future.”

**CHARLIE CAIN**  
President and CEO,  
Dominion Liquid Technologies

## REASON #3

# Cost And Yield Management

- ✓ Drive efficiency with a control panel connected to plant floor equipment.
- ✓ Optimize human and machine resources with capacity planning analysis.
- ✓ Maintain the right amount of material inventory through production.

“Earlier we would rely on approximation, but now (since Plex) we know exactly how much we’ve produced on any given day and how much more we need to produce.”

### GREG SMITH

Vice President of Operations  
Old Mill Kettle Corn

Work center activity logs +  
Overall Equipment Effectiveness (OEE)  
**= ACCURATE PRODUCTION TRACKING**

Inventory + Quality  
+ Cost Management  
**= UNIFIED MES FOR CONTINUOUS IMPROVEMENT**

# Food and Beverage Customers Comment on Plex



“The new system allows us to reconcile accounting information faster, and it automates our month-end compliance reports.”

– Steve Goodger  
CFO, Green Flash

“And gone are the mountains of spreadsheets. Plex has allowed us to be more process-oriented, which is going to let us scale our growth so much easier.”

– Steve Goodger  
CFO, Green Flash

“Many companies are quick to go with a canned system, only to find out the licensing fee is \$3-5,000 per user, so the next thing they start thinking about is ‘who really needs to use this system?’ For us, it made more sense to go with a monthly cloud subscription and I was able to get buy-in for Plex Systems based on those justifications.”

– Sam Acuna  
CFO, Jensen Meat Co.



# More Reasons Why Food and Beverage Manufacturers Say Success is ... Plex



- ✓ **Increased employee productivity thanks to any time, any place access to business data.**
- ✓ **Inventory is tracked at virtually 100 percent accuracy.**
- ✓ **Real-time visibility into metrics like product cost and downtime improve yield.**
- ✓ **PLC integration connects production management to plant floor equipment.**
- ✓ **Direct access to inventory transactions via integrated hardware.**

Plex handles every aspect of manufacturing operations so the right raw materials are on hand to produce the right quantities of the right products at the right time with maximum efficiency and minimal cost.



# Now you know why food and beverage companies are choosing the Plex Manufacturing Cloud

1. **Quality Management**
2. **Tracking and Traceability**
3. **Cost and Yield Management**

It's time to unleash continuous innovation in your business with the built-for-cloud ERP from Plex, the Manufacturing Cloud.



**Call us at 855.534.8012**

[www.plex.com/industries/foodandbeverage](http://www.plex.com/industries/foodandbeverage)