



food distribution

S2K Enterprise Edition for Food Distribution

With competition continually affecting margins and customer service demands on the rise, food service distributors need enterprise software that maximizes efficiencies throughout the organization while continually enhancing the customer experience. Today's food service enterprise systems must incorporate the latest industry features, offer unparalleled ease-of-use with a minimal learning curve, and be flexible in design and scalable in scope to meet the needs of a dynamic business environment. VAI's S2K for Food Service Distributors meets these criteria and delivers much more. With this powerful, industry-specific solution, distributors can manage their supply chain and customer relationships more efficiently than ever before.

Providing enterprise solutions to the food service industry since 1978, VAI's extensive family of applications is tightly integrated to provide one comprehensive system for customer service, inventory, manufacturing, route accounting, finance, and warehouse logistics management. For food processors, VAI's integrated suite of manufacturing applications also tracks work in process and packaged and/or assembled food products throughout the shop floor. S2K Enterprise Edition for Food's powerful technology can dramatically improve profitability at even the largest, most complex organizations.

Consider the benefits of end-to-end integration:

- Improved inventory control and product management
- Increased accuracy and timeliness of deliveries
- Increased customer satisfaction and loyalty
- Improved partner and supplier relationships
- Reduced costs and improved margins through increased efficiencies

Key features include:

- Graphical user interface for ease of use
- Extensive reporting capabilities to maximize data usage
- Customization capabilities to meet unique business requirements
- Scalability through features and functionality that grow and expand with the business
- Security to protect the organization's most valuable information assets
- Easy installation to get up and running quickly
- A wide range of services for support every step of the way

Challenges and Solutions

Challenge	Solution
Improve cash flow	Tighten control over payables and receivables, improve cash flow, and react to business cycles more effectively with VAI's Financial Management software.
Ensure timely deliveries	Integrate order processing with truck routing and warehouse picking to facilitate streamlined order picking and more timely shipments.
Provide accurate pricing based on market costs	Utilize comprehensive pricing matrices for automatic weekly and monthly schedules of price updates based on a variety of costs or standard price levels to provide accurate and timely customer bids.
Manage truck loads	Activate UPS Roadnet and VAI's Load Manager to improve truck loading and logistics.
Provide 24x7 customer service	Use VAI's e-business solutions to Web-enable the organization and provide customer self-service, which allows online access to order guides and pricing bids.
Eliminate route accounting errors	Empower the route sales force with VAI's CRM software and integrated hand-held route accounting system.
Track rebates, allowances and bill-backs	Use VAI's rebate tracking system to produce accurate and timely rebate reports and create an accounts receivable invoice or accounts payable credit.

The S2K Enterprise Edition for Food Distribution includes the following modules:

Financial Management

S2K's financial modules completely integrate with all S2K Enterprise applications and provide the information needed to tighten control over payables and receivables, improve cash flow, and react to business cycles. Features include:

- Dual aging of open accounts receivable in inquiry or report format.
- Parent billing for creating statements and posting cash for single or group accounts and printing customer statements on a scheduled basis.
- Three-way matching of purchase orders, receipts and invoices, and conditional email options alert buyers of accounts payable invoice discrepancies.
- Global customer aging inquiries and collection reminders take the guess work out of follow-up, dispute, and collection calls.
- Conditional email options alert managers of customer credit issues as they happen.
- General Ledger includes detail account drill-down capabilities for viewing specific transaction history.
- Comprehensive "Information Center" provides a snap-shot of the overall financial status of the company.
- Financial report writer allows users to create an unlimited number of financial reports based on user-defined parameters.

Order Processing

S2K Enterprise Edition includes a powerful order processing system that offers complete drill-down access to customer and item information. Integrated manufacturing capabilities provide a seamless link between order processing and manufacturing. And, a centralized Contact Management application ensures effective communication with both customers and prospects. Order entry captures catch weight or set weight items. Broken case entries can create a manufacturing order to break the case into its sub-unit of measure. And, a flexible pricing structure permits the pricing of catch weight items by the pound, the

addition of surcharges for broken case items, the assignment of multiple bids to customers, and pricing using multiple cost factors. Lot tracking and Shelf Life Dating are also supported.

Route / Load Management

The route management system permits users to view the complete route or an individual order status, verify order shipment, allow item substitutions for out-of-stock orders, and print pick tickets by order or bulk. In addition, item labels, route invoices, statements by scheduled date, and driver manifests are also available. The load management system provides the inquiry of order statistics of a route based on weight and cubic measure. It allows for the creation of "What If" scenarios to determine the most efficient delivery options and dynamically change stops or merge routes. Customer and ship-to records maintain routes by day of the week and distinguish "A" and "B" weeks. You can display orders, view backhaul totals, and create load sheets by these route designations.

Rebate Tracking

The customer and vendor rebate tracking application maintains a real-time database to ensure the timely crediting of customer rebates

allowances based upon sales history. Vendor rebates can also be tracked and posted as a credit allowance to Accounts Payable or as a bill back, which creates an accounts receivable transaction to the vendor account.

The application offers the following features to support *customer* rebates:

- Post general ledger entries for accrued customer rebates.
- Establish a single rebate program that covers multiple customers or individual programs.
- Use entry programs to match allowed rebates by customer, reducing the current accrual and creating an accounts receivable credit memo.

Vendor rebates are supported in the application with the following features:

- Post general ledger entries for accrued vendor rebates.
- Choose available options for creating a credit memo to Open Accounts Payable (allowance) or an invoice to open accounts receivable (bill back).
- Use entry programs to match allowed rebates by vendor, reducing the current accrual.

Key food industry-specific features include:

- Multiple pricing and costing units of measure
- Broken case processing
- Catch weight and set weight pricing
- Standard bids and automatic bid price updating
- Weekly usage and sales tracking
- Route management
- UPS Roadnet integration
- Internal and customer-created order guides
- Web-based customer self service
- Customer rebates
- User-defined market cost, salesman cost, and other cost
- Vendor allowance and bill backs
- Dynamic bid pricing
- Backhaul purchase order
- Customer price books
- Multiple price bids per customer
- Truck load management
- Call list by route or sales rep
- Cash receipts by consolidated statement
- Dual A/R aging schedules
- Calculated fuel surcharge
- Calculated broken case surcharge
- Lot tracking with FDA holds for lots
- Short inventory market pickups (shorts)
- Mobile SFA / route accounting
- Shelf life dating

E-Business / Portals

VAI offers leading-edge web solutions that can help lower business costs by improving efficiencies in business processes, increase sales by providing new ways to reach customers, and improve productivity by making the right resources available at the right time. With powerful e-commerce applications, these solutions make it easier than ever for customers to buy products or services, service their own accounts, and provide valuable, real-time feedback.

By providing industry-leading portal solutions for on demand business, VAI and IBM help improve employee productivity, cut costs, and strengthen customer and trading partner relationships. Specifically, the solutions can:

- Allow people to interact with your company in a personalized way.
- Provide employees, vendors, and customers with a website on which the information and applications they need have been consolidated and organized for easy access and use.
- Enable employees, vendors, and customers to quickly execute business processes across critical applications and collaborate with portal users to make faster decisions.

Advanced Features

The S2K Enterprise Edition suite of solutions includes advanced features that can enhance the value of your existing systems. These include the following:

- **Workflow Alerts**—The S2K Enterprise Edition Workflow Alerts supply today's management with the tools required to make successful business decisions by providing automated, timely information and support via e-mail. Alerts can be entered to specify tolerance levels and multiple users can be notified of the same event. Some examples of Workflow Alerts include:
 - *Accounts Receivable*: Alert credit managers of credit issues, disputed invoices, returned checks, and write-offs.
 - *Customer Orders*: Alert sales managers of price changes, gross profit issues, large-dollar and restricted sales, late customer shipments, or non-active customers.
 - *Purchasing*: Alert buyers of new non-stock item sales, late vendor shipments, canceled special orders, item receipts and variances, and invoice price discrepancies.
 - *Manufacturing*: Alert production managers of customer order changes, late customer shipments, and completed production orders.

- **Job Scheduler**—The S2K Enterprise Edition Job Scheduler provides users with the ability to process reports and other events at specified times and intervals throughout the course of their business cycles.
- **Desktop Integration**—S2K Enterprise Edition software provides complete integration with PC-based productivity products, such as Microsoft Outlook®, Excel®, and Word®. This integration provides users with the flexibility to utilize desktop applications while taking advantage of the power, reliability, and security of VAI's Enterprise software.
- **Business Intelligence**—S2K Business Intelligence capabilities provide all of your employees with critical, timely business information tailored to their specific information needs through rich data analysis and data mining capabilities.
- **EDI Integration**—S2K Enterprise Edition EDI interfacing capabilities, with several translator software packages and Value Added Networks (VAN), offer businesses inbound and outbound mapping capabilities, forward/storage systems for trading partner transmissions and fast response, error-free, efficient handling of accounting transactions.

As an award-winning IBM Premier Business Partner and software developer, VAI solutions provide the power and unsurpassed value that companies need to address key industry requirements and deliver bottom-line results. Our long-term partnerships with technology leaders, such as IBM, can help you develop a resilient technology infrastructure that provides a security-rich, agile, available, and recoverable environment for your business. One that gives you the flexibility to adjust to changing pressures, demands, and expectations. All supported by a comprehensive set of services, reflecting years of industry knowledge and experience. At VAI, we bring together the best of IBM—and our strategic partners—to effect change and optimize business performance.



Vormittag Associates, Inc.

120 Comac Street, Ronkonkoma, New York 11779

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