



A fresh solution

ColumbusFood is one of the leading solutions for Produce Growers, Processors, and Distributors

Produce Fact sheet

Columbus understands that getting food to the table isn't as simple as opening the fridge.

As a producer grower or distributor, you deal with perishable inventory, who's value changes as commodity markets fluctuate. A few cents lost or gained can add up to make or break your bottom line.

For produce growers and processors, meeting the demands of your customers may mean calculating growth calendars and managing complex sales promotions all the while maintaining quality standards and fulfilling tracking regulations.

Benefits of ColumbusFood:

Inventory reduction through improved planning, scheduling and forecasting

Out of the box integration to Genesis for nutrition panels and statements

Increased efficiency converting bulk packages to smaller packages and culling with built in repacking module

Profitability measures by item or client

Regulatory Compliance and risk mitigation associated to product recalls through end to end lot tracking

Visibility to detailed yield reporting by line/ order/ product

Effortless Promo, Rebate and Commission tracking and accrual

Improved customer satisfaction through order accuracy & higher fulfillment rates

In depth business intelligence and reporting

Key Features Include:

Repack – easily change one item into another with repack. You can accommodate a different pack size request from a customer by simply changing the box size and quantity in that box with ColumbusFood.

Country Of Origin Tracking & Labeling – standard functionality to track and label product with a country of origin to allow easy compliance with consumer labeling and marketing law regulated by the USDA's Agricultural Marketing Service.

Lot Based Selling and Settlement – at the time of selling your perishable inventory, having visibility to what lots, labels, brands, and country of origins are on hand, due in or available for sale is paramount in the perishable industry. The terminal market selling page provides that visibility and allows quick order entry right from that inventory availability page. Using the lot summary screen, we can see costs for commissions, promo rebates, charges and extra costs netting to a lot profit. This information can then be used to settle up with that grower or shipper.

Sales Payments – making sure you are paid for your cash or COD customers' orders before picking or order fulfillment can begin is seamlessly handled by the sales payments functionality. Using this feature allows cashiers to tender different methods of payments before a pick ticket can be printed.

More Key Features:

Extra Charges for fully landed costs – the additional costs of inventory such as freight or handling charges attribute more than half the landed cost of your product. Having the landed cost showing in the system is important to be sure you are accurately reporting profitability immediately at receipt and to be sure you are selling that inventory for profit.

Commissions tracking and payment – easily setup your salespersons or brokers in the commissions functionality in ColumbusFood to track who is owed for each customer and item sale. You can also create the payable right from the program as well. The commission will also show in the lot summary screen where it affects total lot profitability.

Promo/Rebates – most of your customers have a billback or rebate program with you. This module can track these programs effortlessly by either creating a payable for that rebate or dealing with the deduction from the customers payment in conjunction with the deduction management granule.

Deduction Management – break down those deductions and keep them segregated with comments and attach users to follow up for those deductions. When you finally receive resolution, you can write off the amount right from this screen, move it back to the customer to pay, or write it off to a accrued promo/rebate plan.

Catch Weights/Dual Unit Of Measure – allows for the actual weight of a produce rather than an estimate and captures two units of measure simultaneously with each transaction.

Commodity Costing/Payment – minimizes the complexity and effort of managing commodities by allowing companies to acquire, receive into inventory, cost, and pay vendors for commodity goods.

Co-Product/By-Product – provides multiple ways that can properly manage the production and costing of co-products and by-products from one or multiple inputs without forcing additional work

Lot Tracking/Tracing – both forward and backward, from raw material receipts through sales of Lot Freshness – allows for the calculation of a Days-To-Fresh, Best If Used By, or a Sell By Date.

Quality Control – built in and completely integrated, for raw materials, work-in-process and finished goods. Built in industry specific quality checks. Native integration with Genesis/Nutrition is provided allowing producers to save money by eliminating the need to send items to a lab.

Supply Driven Planning – allows for planning production based on raw materials that enter the inventory regardless of existing demand conditions.

Labeling – natively integrated Automated Data Collection (ADC) providing flexibility and ease when creating labels, including the ability to print labels as items move around the production floor.

Production Scheduling – record and review production data before posting, ensuring that raw materials, packaging, and intermediate inventories will be allocated accurately and in a timely manner, and that properly finished goods become available for production.

Order Processing – insight into customers sales history extending the possibility to cross or upsell at the point of sales order entry.

Automated Data Collection – provides the ability to capture multiple types of process data throughout the production floor, including capturing data on the process, from metal detectors to catch weights.

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At Columbus, we help our customers digitally **transform** their businesses and improve the value realization of their business application investments. We **mitigate** the inherent risks associated with implementing, upgrading and replacing legacy ERP systems. We **lead** our customers with best-practice consulting services we have refined over thousands of engagements. We take care of our customers and aspire to keep them for life.

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☎ 888.209.3342