



Pronto Xi

Ingredients for profitability

in Food & Beverage

PRONTO
SOFTWARE

Introduction

Keeping up with ever-changing consumer tastes by creating new recipes and flavours is a key challenge for food and beverages businesses. And to do that with minimal waste and costs in a strict compliance and regulatory environment further adds to complexity of running an agile business. In 2019 alone, the industry experienced 87 product recalls¹. A significant and unpredictable cost that also results in reduced consumer confidence – a core driver of your market reputation and future sales.

With a view of your entire supply chain and key actionable insights at your fingertips, you can confidently take informed decisions to enable growth that is compliant with the food industry standards. By building flexibility into your business processes with a reliable way to trace your products and determine costs of goods sold, you can ensure profitability and break down silos across your network.

Many organisations in the food and beverage industry rely on complete and fully-integrated Enterprise Resource Planning software, to bring their products to the market. With a single source of truth across financials, manufacturing, supply chain and warehouse management, Pronto Xi ERP gives you the insights and data you need to bring your recipes to the world.

New Product Development and Manufacturing

Enable innovation

When developing new products, the biggest hurdle is often not knowing where to start. But inspiration for new products often lies hidden in your own business data.

Pronto Xi uses a deep integration with IBM Cognos Analytics to identify your most popular products or recipes. And discover what makes it popular for the customers. You can then determine its viability by analysing your cost drivers and overheads. And be able to quickly identify a test market to improve your recipe.

With Pronto Xi, you can simulate and determine your cost of goods sold (COGS) and tie it back to the promotions and the pricing you offer in different markets.

Lean growth

Any food and beverage manufacturer will look to reduce waste or spoilage in their manufacturing process. Lean practices assisted by an end-to-end view on your entire process enable an efficient production operation.

Bring your recipe to the market with a full suite of Pronto Xi's integrated manufacturing tools such as shopfloor planning, scheduler, advanced forecasting, BOM handling, and Materials/Distribution Requirements Planning (MRP/DRP). Pronto Xi also enables you to keep track of cleaning activities between production line switches to prevent potential allergen cross-contamination.

1. 'Food recall statistics', Food Standards Australia and New Zealand, Jan 2020



Inventory and order fulfilment

Full visibility

Tracking and managing all your ingredients and finished products is important to ensure a smooth supply chain operation. Especially in a highly regulated industry with strict compliance requirements. A full visibility across your entire supply chain enables you to know where all your inventory is and take proactive actions to keep it moving.

With Pronto Xi Inventory, you can stay updated on all the raw ingredients, packaging materials, label claims and finished products end-to-end. Easily retrieve detailed inventory information including shelf-life and use-by dates and print product and shelf labels. By knowing your spoilage and seasonal consumption trends, you can create highly useful forecasts and create a lean inventory process for improved cash flow.

Fulfil your promises

Fulfilling your orders means a large number of documents exchanges, status tracking, order corrections, stock updates and a lot more happening simultaneously. A fully integrated order management system makes information easily accessible so that all your teams such as procurement, sales and logistics are on the same page at all times.

Pronto Xi helps manage sales and purchase orders with easy data entry and smart automation. When combined with Pronto Xi Electronic Data Interchange (EDI), your order information can be exchanged digitally through your network – increasing productivity and reducing errors.

With a smart warehouse management system, you can implement rules to move inventory in, out and around your warehouse. And track your deliveries via Proof of Delivery (POD) app when they leave the warehouse.



Sales and CRM

Inspire loyalty

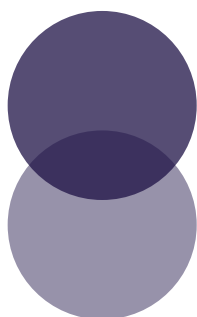
Manage customer rebates to ensure mutual growth and business loyalty on all sides. With a rule-based approach, rebates can be setup quickly and implemented for multiple types such as value, volume, market spends, royalties, agent commissions, case deals and more.

Determine whether rebates are making you money by accurately calculating gross profit (GP), net GP and net net GP of your products.

Grow your sales

Buyers often explore purchasing options through various mediums. By being active in multiple sales channels, you can increase your sales by engaging the buyer through various touch points.

With Pronto Xi's omnichannel eCommerce solution, you can sell direct to customers and other businesses. All information related to product, promotions, pricing, order lifecycle and more is handled from one place – enabling a consistent buying experience across all channels.



Traceability and recalls

From failures to opportunities

An Australian frozen foods supplier incurred close to 13 million AUD in direct and indirect costs². Product recalls present a difficult recovery path with lost sales and tarnished reputation. Knowing where to start is key to executing a food recall plan well.

Pronto Xi makes it easy to readily identify the problematic lots, batches or serials and trace them as well as facilitate reverse logistics. Pronto Xi's fully integrated Applications help you to turn around an undesirable situation effectively.

2. 'Product Recall Costs Revealed', The Maze Blog – Product Safety Solutions, September 2017



Best before and after

Australian food and beverage products have high safety and quality standards, driven by the country's robust regulatory, governance and compliance frameworks³. In an industry with high competition and labour costs⁴, technology-assisted innovation will enable businesses to automate their process and streamline their supply chains across domestic and international markets

Pronto Xi's highly customisable ERP solution along a deep industry experience will help you bring efficiencies in your operations and give you the right tools to take informed decisions.

3. 'Processed Food', Australian Government, October 2013

4. L Harrison, 'Meat Processing in Australia', IBIS World (Australia Industry Report), March 2020



About us



We are an Australian developer of award winning business management and analytics solutions. Pronto Xi, our Enterprise Resource Planning (ERP) software, integrates accounting, operational and mobile features in a single system – optimising business processes and unlocking actionable insights. That's why for more than 40 years, over 1,700 Australian and global organisations, across a wide range of industries, have trusted Pronto Xi to simplify their most complex challenges.

With headquarters and our Development Centre located in Melbourne, we have support offices and consultants based across Australia, as well as a global network of Resellers and Solution Partners. Specialised business units within Pronto Software have the expertise to assist you with pivotal technology – Digital Commerce with Pronto Woven, Cloud and Hosting services with Pronto Cloud and Business Intelligence solutions with Pronto iQ.

When you choose Pronto Software, you gain a team with deep industry experience, giving us the ability to understand your specific needs and build innovative solutions that drive business growth and revenue.

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