

# ENHANCE

## BUSINESS MANAGEMENT FOR PROCESS MANUFACTURING

### What are the key challenges facing process manufacturers?

#### Operations being affected by out-of-date infrastructure

This is a concern for 87% of global executives according to a study from the Economist Intelligence Unit.<sup>1</sup>

#### Increasing pressure to develop and launch products faster than ever

In recent years, it's become normal for large sections of the food and beverage industry, for example, to launch products every year,<sup>2</sup> and pharmaceutical companies are often pushed to accelerate the development of new antibiotics.<sup>3</sup>

#### Keeping tight control of costs

In one of its Global CEO Surveys on manufacturing competitiveness, Deloitte identified, "Cost, availability of labor, materials, cost competitiveness of materials, and availability of raw materials" as the third most competitive driver for manufacturers.<sup>4</sup>

#### Maintaining quality and meeting safety standards

Keep up with new environmental and safety standards and successfully achieve compliance with new regulations, such as the UN Globally Harmonized System of Classification and Labeling of Chemicals (GHS).

#### Delivering successful growth

According to the Manufacturers' Association, 10% of companies are expecting significant future growth.<sup>5</sup>

*"Thanks to the Sage X3 solution, our stocks of raw materials, packaging, and finished products are now completely reliable, which means we can guarantee the upstream-downstream traceability of our goods."*

Anthony Loheas, industrial management controller,  
**Délices de Saint Léonard**

## What should you look for in an effective business management solution?

Process manufacturers should look for a flexible business management solution that includes six key components:

1

### Formula and recipe management

Built-in automation for formula and recipe management helps reduce errors, increase product consistency, improve inventory management, and advance production.

2

### Quality control

The ability to record quality specifications for different products enables you to monitor the quality of materials input and ensure that the finished product meets necessary standards.

3

### Lot tracking and traceability

Recording the identity of any lot-controlled ingredient is essential when it comes to meeting industry and government regulations for warranties and quality assurance. It also enables you to assign inventory to meet specific customer needs.

4

### Production schedule management

Tracking and recording time-based production data, such as shifts and hours worked, is essential to improving efficiency—making it easier to prioritize resources and balance headcount across labor-intensive tasks.

5

### Regulatory compliance

Native compatibility with requirements from regulatory bodies, so that data is automatically gathered and presented in the right way, can reduce administrative overheads and help your organization meet its obligations more effectively.

6

### Supply chain management

Strong visibility is crucial in improving supply chain transparency, and reducing environmental, performance, and process risks. Having effective scanning and bar-coding functionality helps ensure that your materials and products are properly tracked.

As the global economy recovers, process manufacturing challenges remain. An effective business management solution can make all the difference when it comes to reducing costs and strengthening your bottom line.

Sage X3 helps you manage your entire manufacturing operation faster and more effectively—from purchasing, scheduling, and managing the shop floor through inventory, sales, and financials—and provides better insight on quality and costs to efficiently fill customer orders, optimize production planning, and ensure high quality.

Learn more at: [SageX3.com](https://www.sage.com)  
For more information, request a **product tour** or call us at **866-530-SAGE (7243)**.

<sup>1</sup> [www.economistinsights.com/sites/default/files/EIU\\_Oracle\\_infrastructure\\_Final\\_WEB\\_2.pdf](http://www.economistinsights.com/sites/default/files/EIU_Oracle_infrastructure_Final_WEB_2.pdf)

<sup>2</sup> [www.fdf.org.uk/news.aspx?article=5983](http://www.fdf.org.uk/news.aspx?article=5983)

<sup>3</sup> [www.nytimes.com/2013/06/03/health/experts-debate-plan-to-speed-antibiotic-development.html?\\_r=0](http://www.nytimes.com/2013/06/03/health/experts-debate-plan-to-speed-antibiotic-development.html?_r=0)

<sup>4</sup> [www.deloitte.com/assets/Dcom-UnitedStates/Local%20Assets/Documents/us\\_pip\\_GMCI%20report%20highlights\\_12122012.pdf](http://www.deloitte.com/assets/Dcom-UnitedStates/Local%20Assets/Documents/us_pip_GMCI%20report%20highlights_12122012.pdf)

<sup>5</sup> [www.eef.org.uk/campaigning/news-blogs-and-publications/blogs/2014/jan/the-outlook-for-growth-manufacturers-expectations](http://www.eef.org.uk/campaigning/news-blogs-and-publications/blogs/2014/jan/the-outlook-for-growth-manufacturers-expectations)