



DATA DRIVEN DECISION MAKING

...utilizing technology

Presenters



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Organizational system landscape

Systems of engagement

EDI
eCommerce
CRM
Marketplaces



Systems of execution

ERP
WMS
TMS



Systems of planning

Demand
Supply
S&OP process

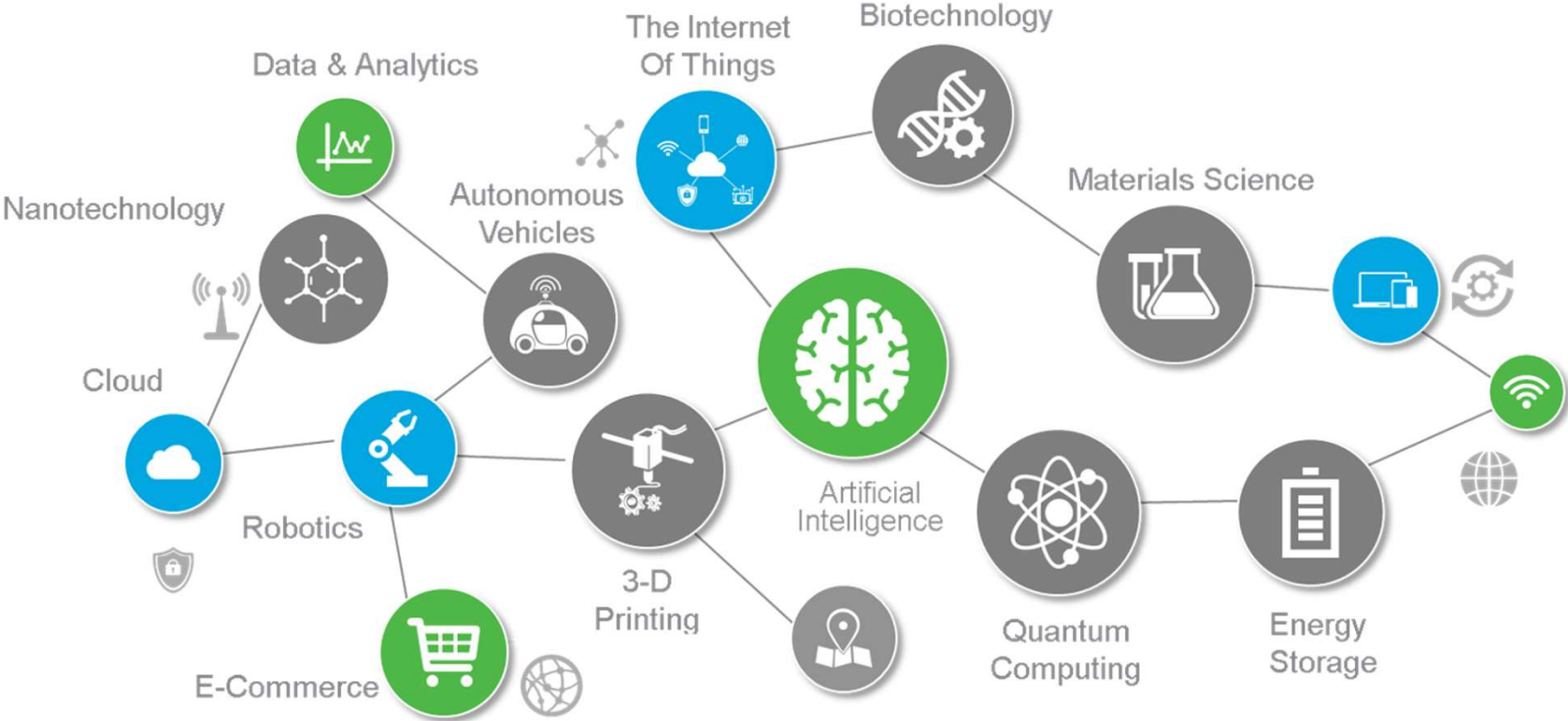


Customers
Vendors
Logistics
Other 3rd parties

News
Markets
Weather
Regulations



Web of disruptive technologies



Reporting at your fingertips

EXECUTIVE DASHBOARD

Landing Page





Sales Reports

Open Orders
Orders that have been placed and pending shipment

Shorted Orders
Orders that were canceled or partially fulfilled due to stock-outs

Revenue vs Plan
Actual vs plan (latest estimate) comparison by customer and product

Forecast
Forecast vs planned latest estimate vs actuals by fiscal month

10 Week Scorecard
Rolling 10 week financial scorecard, with ability to filter by customer and product



Operations Reports

Dairy Yield
Raw/WIP dairy consumption for cheese finished good outputs

Milk Deliveries
Raw milk and UF skim milk deliveries over time

Plant Production...
Plant production order yield reporting

Daily Shipments
Daily shipments to customers and order fulfillment rate

Sales reporting

Previous Fiscal Week
FW07_2023

Shorted Orders

Quantity Quantity Gross Amount Gross Amount Line Status All

Fiscal Week
Sales Division

- CLUB AND V
- FOODSERVIC
- GROCERY EA
- GROCERY W
- WALMART IN
- Total**

Revenue vs Plan

Product Class

- CHEESE**
 - AGED
 - FRESH
 - HARD
 - PROCESSED
 - SHRED
- CREAM**
 - SOUR
- DIPS**
 - DAIRY BASED
 - HUMMUS
 - PLANT BASED
 - SALSA
- WHIPPED AND SPREA**
 - BUTTER
 - CREAM
 - OTHERS
 - SPREADABLE CHEESE
 - SUGAR TOPPING
- YOGURT**
 - DRINKABLE
 - LACTOSE
- Total**

Forecast

Actuals vs Forecast vs Latest Estimate

Previous Fiscal Week
FW07_2023

10 Week Scorecard

Previous Fiscal Week

Shorted Ord

Shorted Quantity

15.7K

8.53%

FW48_2

Actual, Forecast, and Plan

FM01_2023		FM02_2023	
Invoiced Cases	646,6		
Forecast Quantity	659,6		
Plan Quantity	985,7		
GL Gross Sales	\$19,835,0		
Forecast Revenue	\$21,406,4		
Plan Gross Sales	\$24,015,5		

	4 FWeek Avg	8 FWeek Avg	13 FWeek Avg	LW Fiscal YTD
GL Gross Sales	\$5,188,319	\$4,900,468	\$5,024,208	\$34,662,920
GL Net Sales	\$4,352,410	\$4,129,193	\$4,311,514	\$29,159,619
Total \$ Allow	\$771,505	\$692,489	\$625,171	\$4,973,003
Total \$ Spoils	\$39,922	\$39,382	\$40,027	\$274,829
Freight Billed to Customers	\$126,735	\$130,172	\$136,339	\$904,427
COGS	\$3,030,310	\$2,857,879	\$2,947,306	\$20,254,726
GL Gross Margin	\$1,322,100	\$1,271,314	\$1,364,208	\$8,904,893

	FW51_2022	FW52_2022	FW53_2022	FW01_2023	FW02_2023	FW03_2023	FW04_2023	FW05_2023	FW06_2023	FW07_2023	Total
GL Gross Sales	\$4,943,589	\$6,082,411	\$4,540,828	\$4,941,948	\$3,945,019	\$5,022,677	\$5,925,406	\$4,325,145	\$5,660,622	\$4,842,103	\$50,229,748
GL Net Sales	\$4,426,484	\$5,347,307	\$3,873,927	\$4,097,374	\$3,410,822	\$4,241,784	\$5,153,017	\$3,629,558	\$4,837,939	\$3,789,126	\$42,807,337
Total \$ Allow	\$452,827	\$688,710	\$566,909	\$792,885	\$500,515	\$593,582	\$707,631	\$646,996	\$764,970	\$966,424	\$6,681,450
Allowances %	10.23 %	12.88 %	14.63 %	19.35 %	14.67 %	13.99 %	13.73 %	17.83 %	15.81 %	25.51 %	15.61 %
Total \$ Spoils	\$36,923	\$36,181	\$40,223	\$37,620	\$27,601	\$49,922	\$38,376	\$39,475	\$43,112	\$38,723	\$388,157
Spoils %	0.83 %	0.68 %	1.04 %	0.92 %	0.81 %	1.18 %	0.74 %	1.09 %	0.89 %	1.02 %	0.91 %
Freight Billed to Customers	\$151,434	\$129,224	\$136,948	\$124,632	\$137,525	\$135,331	\$123,431	\$147,337	\$127,640	\$108,530	\$1,322,034
COGS	\$2,924,381	\$3,586,346	\$2,608,308	\$2,886,111	\$2,350,146	\$2,897,231	\$3,532,803	\$2,450,137	\$3,312,008	\$2,826,291	\$29,373,761
GL Gross Margin	\$1,502,102	\$1,760,961	\$1,265,620	\$1,211,262	\$1,060,676	\$1,344,553	\$1,620,214	\$1,179,422	\$1,525,932	\$962,835	\$13,433,576
GL Gross Margin %	33.93%	32.93%	32.67%	29.56%	31.10%	31.70%	31.44%	32.49%	31.54%	25.41%	31.38%

Operational reporting

Previous Fiscal Week
FW07_2023

Sales Division
All

1,469
Order Shipped Count

314
Count of Shorted Orders

1,155
Orders Shipped in Original Quantity

844,625
Invoiced Cases

41,688
Shorted Quantity

\$38,136,961
GL Adjusted Gross

\$1,469,793
Shorted Gross Am

9,212,995
Posted Order Net

Milk Deliveries by Period

Operations Reporting

Raw Milk UF Skim Milk

RSM

Input Lbs
102,362,58

Fiscal Quarter	Fiscal Month	Fiscal Week	Received Qty		
FQ01_2023	FM01_2023	FW01_2023	3,707,280.80		
		FW02_2023	3,944,814.40		
		FW03_2023	4,669,183.20		
		FW04_2023	2,771,485.60		
	Month Total			15,092,764.00	
	FM02_2023	FW05_2023	4,366,692.00		
		FW06_2023	4,688,220.80		
		FW07_2023	4,829,289.60		
		FW08_2023	2,047,988.00		
		Month Total			15,932,190.40
Quarter Total			31,024,954.40		
FQ02_2023	FM04_2023	FW17_2023	616,142.40		
		Month Total			616,142.40
		Quarter Total			616,142.40
Year Total			31,641,096.80		

Yield Over Time

● Input Realized Lbs ● Output

Period	Input Realized Lbs	Output
FW01_2023	12.4M	21.73%

Last Week | Received Qty by Day

Date	Received Qty
02/12/2023	0.81M
02/13/2023	0.55M
02/14/2023	0.41M
02/15/2023	0.88M
02/16/2023	0.55M
02/17/2023	0.79M
02/18/2023	0.85M

MTD | Received Qty by Week

Week	Received Qty
FW05_2023	4.4M
FW06_2023	4.7M
FW07_2023	4.8M
FW08_2023	2.0M

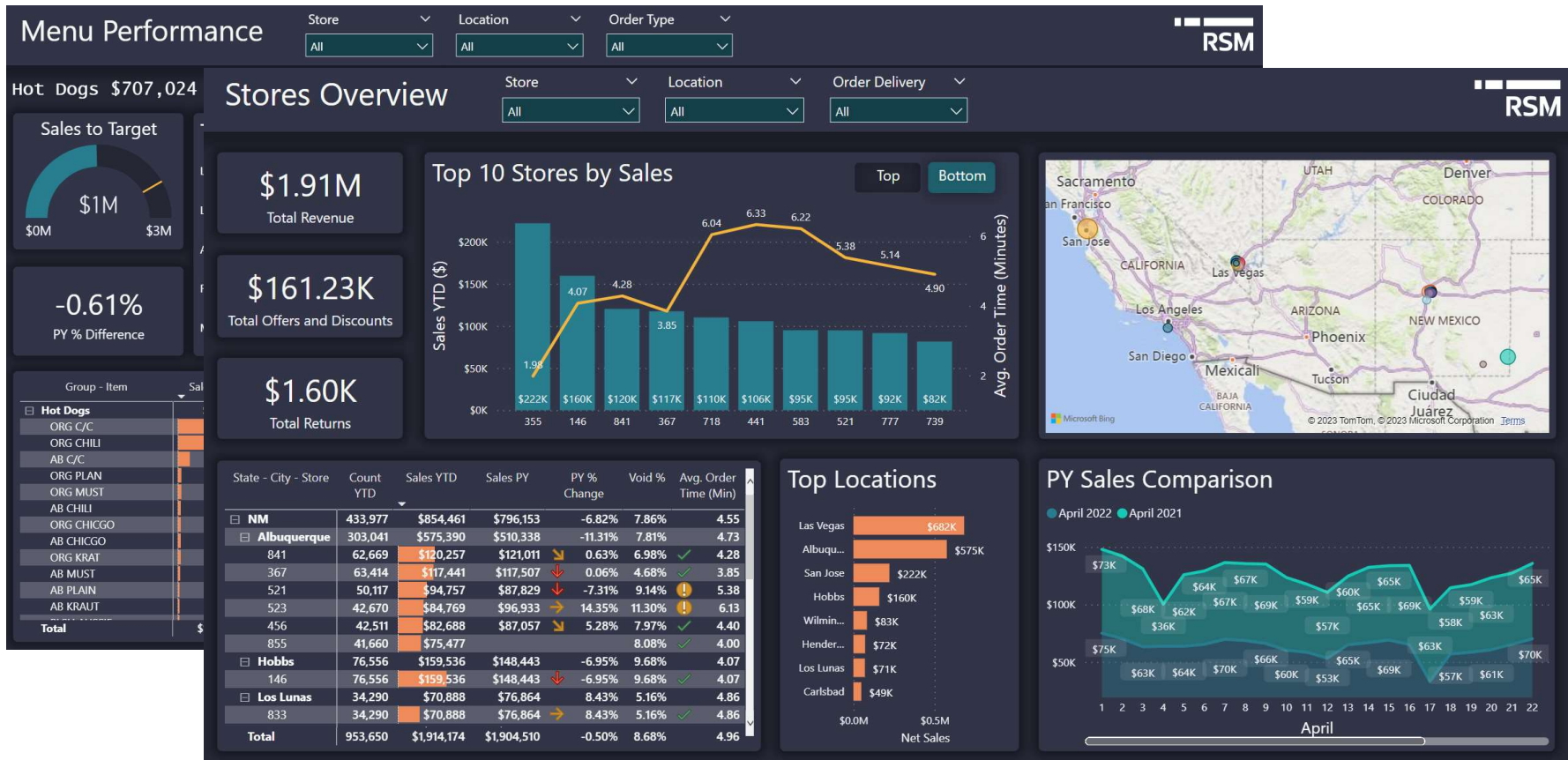
QTD | Received Qty by Week

Week	Received Qty
FW01_2023	3.7M
FW02_2023	3.9M
FW03_2023	4.7M
FW04_2023	2.8M
FW05_2023	4.4M
FW06_2023	4.7M
FW07_2023	4.8M
FW08_2023	2.0M

YTD | Received Qty by Month

Month	Received Qty
FM01_2023	15M
FM02_2023	16M

Combining it all...



Panelists



Chris Driscoll
Director
National CP Power Platform leader



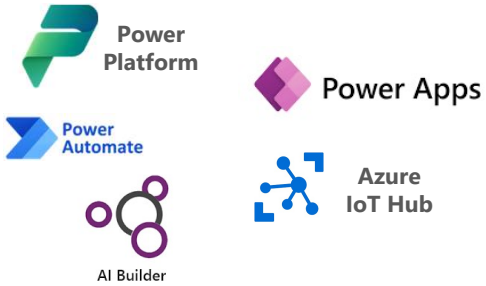
Robbie Beyer
Manager
Data science and advanced analytics expert.



Ajay Punyapu
Director
Data Analytics and Business Intelligence expert


Panel discussion

Capture




Power Platform
Power Apps
Power Automate
AI Builder
Azure IoT Hub

Store & Transform



Azure
Dataverse
Azure Synapse Analytics
Fabric

Value generation

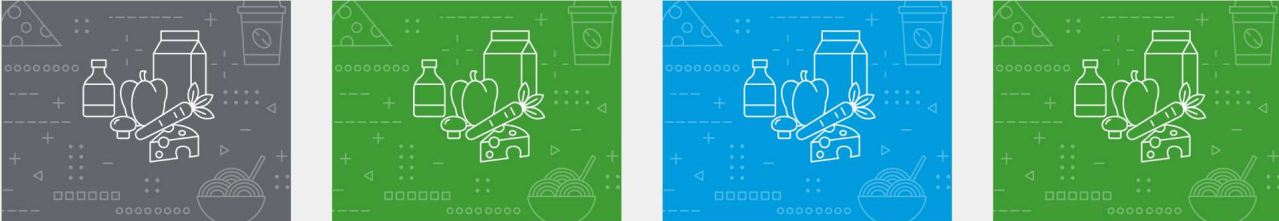


Microsoft Teams
Azure Machine Learning
Power BI
Digital Twins
preVedere



Microsoft 365 Copilot

Learn more at
rsmus.com/insights/industries/food-beverage.html



The image shows four article cards arranged horizontally. Each card has a header with a background color and a white line-art illustration of food and beverage items (a bottle, a carton, a carrot, a bowl of noodles, and a coffee cup). The cards are: 1. Dark grey background, article title 'Managing rising costs and increased margin pressure within food processors', date 'June 16, 2023'. 2. Green background, article title 'Three challenges facing produce companies in 2023', date 'June 16, 2023'. 3. Blue background, article title 'Leveraging technology to build a resilient dairy supply chain', date 'June 16, 2023'. 4. Green background, article title 'How food processing companies can build a resilient supply chain', date 'February 15, 2023'. Each card also includes a small icon of a hashtag and the text 'MICROSOFT FOOD & BEVERAGE'.

Article Title	Date	Category
Managing rising costs and increased margin pressure within food processors	June 16, 2023	MICROSOFT FOOD & BEVERAGE
Three challenges facing produce companies in 2023	June 16, 2023	MICROSOFT FOOD & BEVERAGE
Leveraging technology to build a resilient dairy supply chain	June 16, 2023	MICROSOFT FOOD & BEVERAGE
How food processing companies can build a resilient supply chain	February 15, 2023	MICROSOFT FOOD & BEVERAGE

Questions?

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THANK YOU
FOR YOUR TIME
AND ATTENTION