

Aptean Food & Beverage ERP

Aptean Reseller Partner Program



Become an ERP Partner for Aptean Food & Beverage ERP

If you currently offer Microsoft Business Central stand-alone to food and beverage companies, your clients miss out on industry specific functionality that is key to the success of food and beverage businesses.

Our partners can rapidly grow their client base and increase revenue with the industry's most robust end-to-end F&B solution, built 100% in Business Central and the Power Platform, powered by Microsoft Online.

- › **New to food and beverage?** With specialized challenges, food and beverage companies need industry specific functionality now more than ever. Let Aptean Food & Beverage ERP help open that vertical for you.
- › **Already in food and beverage?** Eliminate heavy customizations, modifications and add-ons. Instead look to an ERP that has food and beverage functionality out-of-the-box built.
- › **Rely on the experts:** trusted by over 1,300 F&B companies - with over 25 years of experience, Aptean has built the #1 food and beverage solution in the Business Central ecosystem with over 80+ Apps published via Microsoft AppSource utilizing an extension framework.

Are You Ready to Learn More?



Visit us at: aptean.com to learn more
or contact us at partner@aptean.com

Key Features for Aptean Food & Beverage ERP

- › **Improve Your Lot Management** - Lot profile definition tools allow you to generate lot numbers according to a variety of different elements, such as dates, production machines, item records and vendor information.
- › **Eliminate Ambiguity with Mobile Warehouse Management** - Replace error-prone, paper-based systems for handheld devices with barcode scanning functionality. Transmit data immediately into your ERP system, streamline processes and substantially reduce common errors.
- › **Optimize Production Planning and Scheduling** - Our scheduling algorithms remove manual processes, improve data accuracy and allow you to effectively streamline resource consumption.
- › **Utilize End-to-End Catch Weight Functionality** - Customers in the meat, seafood, poultry or dairy industries can leverage our solution's strong catch weight functionality to track values through the entire supply chain on an item-level, retain visibility of weights across the solution and even manipulate settings to accept/reject items above or below a specific weight threshold.
- › **Implement Inspection Status** - Successfully manage and control the flow of lots within your warehouse.
- › **Create More Flexible Pricing** - Aptean Advanced Pricing gives you the ability to support more complex pricing scenarios like hierarchical pricing (multiple pricing tiers that span different customer groups and even individual customers).
- › **Ensure Food Safety** - Using Expiration Management, you can configure proactive warnings that alert your team when items are approaching their expiration date.
- › **Better Distribution Management** - Set permissions on a vendor and item level and determine the percentage of allowed delivery deviation. You can also track and reference any quantities delivered. SSCC labeling then lets you assign Serial Shipment Container Codes to pallets for ultimate visibility.
- › **Create Trade Agreements** - Create and manage trade plans comprised of multiple levels that support a wide range of agreements like variable prices, discounts, promotions, rebates, broker commissions and bill-backs.
- › **Specific Functionality for Fresh Produce** - Customers in the fresh produce industry can leverage automatic grower settlement calculations with flexible cost assignments, automatic price calculations based on defined attributes and producer/grower quality certificate tracking.

Partner Reseller Benefits

Financial Benefits		Sales and Marketing Benefits	
New Licence Revenue / Margin	✓	Co-op Marketing Funds Available	✓
Recurring Revenue / Margin on Renewals	✓	On-Demand Courses from Aptean University	✓
Support Revenue	✓	Marketing Portal	✓
Retain BC Partner of Record	✓	Co-Branding	✓
Program Requirements		Technical Benefits	
Existing BC Partner	✓	Partner Round Tables	✓
Certify min. 1 Sales and 1 Consultant after 6 months	✓	Access to Pre-Sale Solution Consultants	✓