

Epicor Brochure

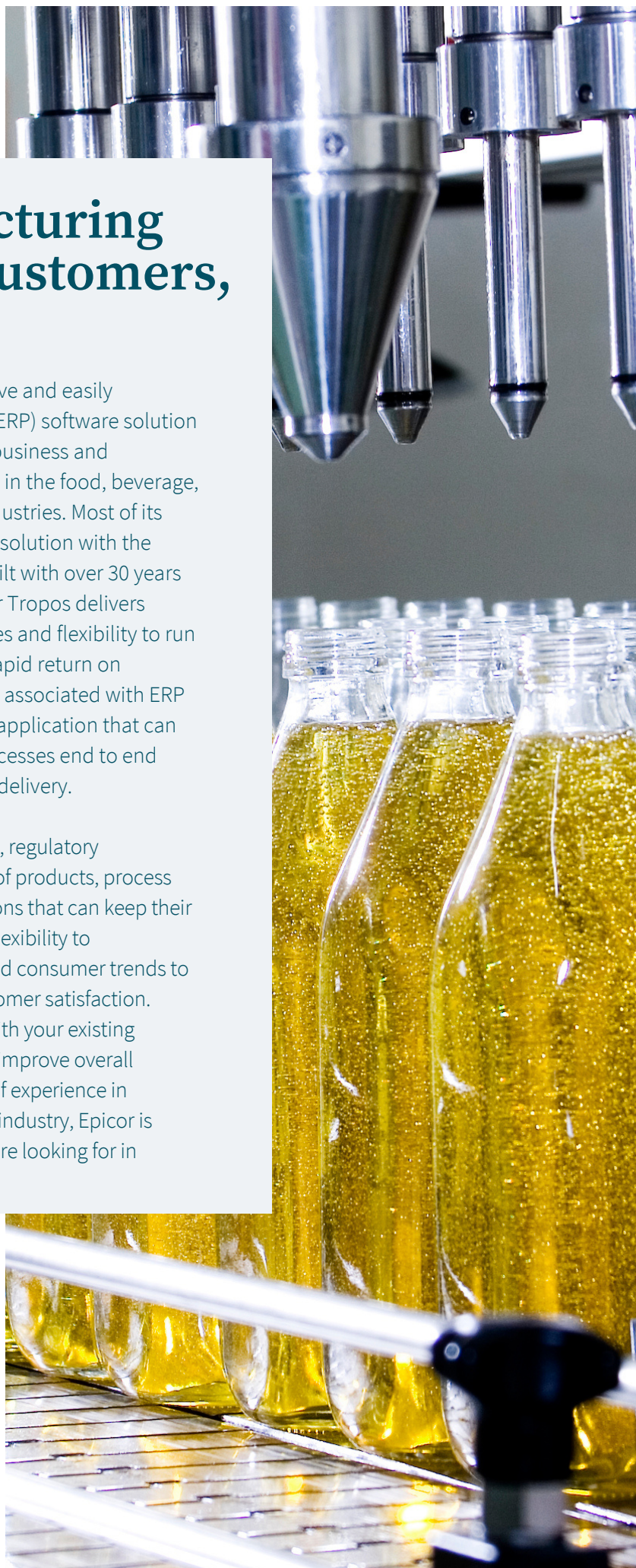
Tropos

Enterprise Resource
Planning Overview

Process Manufacturing Designed with Customers, for Customers

Epicor® Tropos™ Software is a comprehensive and easily configurable enterprise resource planning (ERP) software solution designed to effectively address the unique business and operational needs of process manufacturers in the food, beverage, pharmaceuticals, metals, and chemicals industries. Most of its functionality comes as a packaged industry solution with the option to adapt to organizational needs. Built with over 30 years of experience in the process industry, Epicor Tropos delivers process manufacturers built-in best practices and flexibility to run your business efficiently while providing a rapid return on investment without the complexity typically associated with ERP systems. Epicor Tropos Software is a single application that can effectively manage your entire business processes end to end from time of order through production and delivery.

Faced with ongoing pressures of cost control, regulatory compliance and an ever-increasing number of products, process manufacturers must look for business solutions that can keep their business in control while also providing the flexibility to accommodate rapid changes in customer and consumer trends to maximize sales growth and help ensure customer satisfaction. Epicor Tropos Software blends seamlessly with your existing procedures, streamline your operations and improve overall performance. Backed up with over 30 years of experience in implementing and consulting in the process industry, Epicor is there to help ensure you get the results you are looking for in growing and optimizing your business.





Years of deep industry knowledge have helped build a solution fit for you.

Deliver Business Efficiencies

Process Model Focused

Epicor Tropos Software delivers savings for businesses across a range of industries and is ideally suited to demand-pull or lean manufacturing environments. Whether it's smarter inventory control, accurate delivery scheduling or flexible technology, Epicor Tropos Software helps driving your business to be more efficient, protect margins, increase sales, and reduce costs. Epicor Tropos Software is based on a process model aimed at driving efficiencies and improving margins.

It has been developed using our expert understanding of the variable nature of yields and product quality in various process industries. Eliminating ingredient and product wastage that can make that difference as to whether your bottom line is a plus or a minus; Epicor Tropos Software helps your business to help ensure it's a positive result.

“There is no question that we’ve seen a return on our investment.”

Our business would not have grown to its current size without Epicor Tropos. It allows us to be more competitive in the market, gives us credibility with our clients and enables us to run a profitable business.”

Phil Blakeman, Managing Director
James T. Blakeman & Co.

Operational Efficiency for the Supply Chain

Streamline Operations

Streamlining the integration of all your supply chain processes is crucial to stay competitive.

Epicor Tropos Software helps you streamline your operations with suppliers and customers to help ensure the quality and customer service are maintained at the highest level.

With Epicor Tropos Software improve your supply chain efficiency by:

- Managing items throughout the whole value chain, yield scrap, waste, co- and by-products, grades, etc.
- Controlling and planning stock, production, packaging, and distribution
- Improving collaboration between stock, production, and packaging/distribution to manage product perishability and optimise your production capacity, warehousing, and cash flow
- Avoiding break downs and interruptions in the manufacturing process

Complete Operational Control

From Quote to Dispatch

Epicor Tropos Software manages your complete production process from quote to dispatch, marshalling and tracking materials to match production and demand. Complete with touch screen shop-floor data collection and supply chain integration, Epicor Tropos Software delivers unprecedented levels of control and efficiency to your operations. If you need to increase or decrease your production levels, Epicor Tropos Software manages the process all at the touch of a button, ensuring you are in total control of your operations.

Efficient End-to-End Traceability

Unrivaled Access to Operations

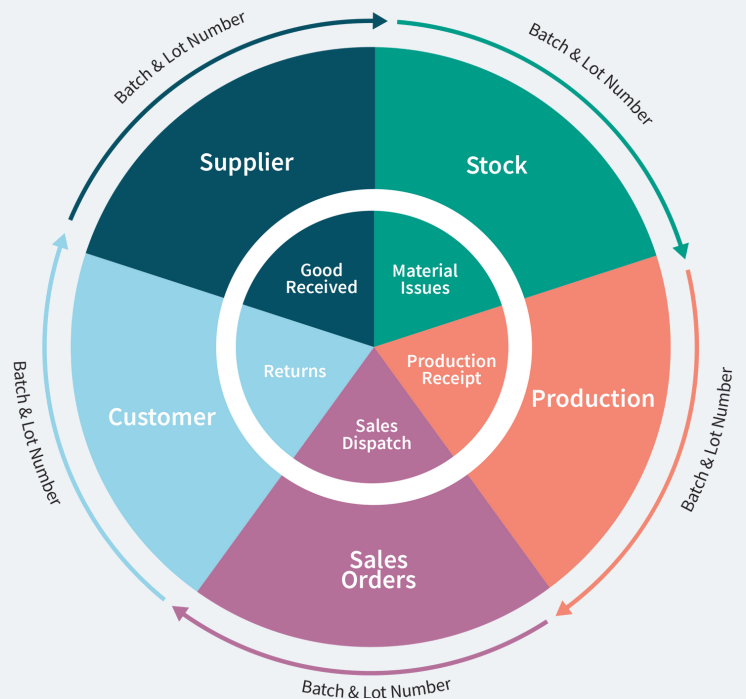
Required by regulators, customers, and suppliers, traceability is essential to process manufacturing. Epicor Tropos gives you unrivaled access to each and every step ensuring you are fully covered should an audit or potentially damaging product recall be required. If you ever have an inquiry about batch quality, Epicor Tropos gives you instant access to all the information you'll ever need, a service that comes as standard.

“There is no question that the Epicor Tropos solution has made our business more controllable and more easily accessible. This is important not only to the company, but to the people who work here. It has transformed what we do.”

Epicor Tropos Software helps you pinpoint the origin of each ingredient in your process keeping you ahead of regulatory requirements, easing risk, and limiting the negative impact to your bottom line. Epicor Tropos Software provides reassurances to your customers that they are in safe hands. The traceability functionality has helped existing customers win new accounts and it can do the same for your business.

“In the past, we have held excess stock levels to ensure every job will be fulfilled. [With Tropos] we can now be sure of that without overcrowded stockrooms because our forecasting production variances are so accurate and up to date.”

Bells of Lazonby



Smarter Inventory Management

More Flexibility

Epicor Tropos Software offers the power to forecast and schedule replenishment and line side operations dynamically in response to customer demand. With its sophisticated real-time production scheduling, Epicor Tropos Software frees production managers from the constraints of batch driven material requirements planning (MRP), allowing businesses to run more flexible, leaner operations with reduced inventory.

- Order management and retailer schedules
- Replenishment and procurement orders

- Base and end product demand planning
- By-products, co-products, waste, and feedback
- Automated production scheduling – MRP optional
- Inventory movements and back flush
- Superior WIP tracking and shop floor control

A Holistic Approach to Quality

Better Quality Management

Effective quality management is built within every fulfillment stage within process manufacturing. With Epicor Tropos Software quality workflows are integrated from the time of a sales order, to purchasing, to production, into inventory and finally to dispatch.

- Define quality specifications, sampling regimes, and QA test results from order to dispatch
- Dynamically link to material lot and product release controls
- Enable quarantine control and authorisation for all inventory
- Monitor supplier performance

Maintain Production and Equipment Uptime

Optimise Production Performance

Epicor Tropos Software offers significant benefits in maintaining optimum production performance with built-in plant maintenance management. Manage budget, processes, and bills of material (BOMs). Integrate machine and line maintenance for changeovers and cleaning within production scheduling.

With Epicor Tropos maintenance management, less downtime, and higher efficiency are achieved while improving and maintaining promise to order.

Deliver Accurate Scheduling and Planning

Simplify Supply Chain Operation

From order to delivery, Epicor Tropos Software improves the flow of information so that supplier, in-house, and customer activities can be precisely scheduled for maximum efficiency. Full support for e-commerce messaging using electronic data interchange (EDI) or Internet messaging means that Epicor Tropos Software will integrate directly with supplier and customer systems, cutting carried costs and improving the efficiency of the supply chain.

- Customer/supplier management
- Dispatch planning and invoicing
- Transport management
- Fully loaded costing and finance
- Export management
- Real-time job completion forecasts
- Advanced shipment notices
- Electronic invoices and billing

Empower Operations and Improve Productivity

Intuitive User Interface

Epicor Tropos empowers operations on the plant floor with the visibility and workflow they need to be effective. Epicor Tropos touchscreen interface provides operators with a clean interface to manage, improve, and maintain production accurately and efficiently in real time.

Epicor Tropos interface enables operations on the plant floor to:

- Display job queues, recipes / formulas, and instructions
- Be alerted to stock issues and movements
- Start and stop jobs, move jobs, and resources
- Record samples, quality test results and rejects
- Record end of shift actions, returns, and reconciliation

Improve Financial Control and Management

Streamline Financial Visibility

Regulatory bodies and audit firms advocate the need for improved financial governance, yet many businesses still deal with disparate financial data sources. Centralise financial information and financial visibility. Epicor financial management software supports the need for financial visibility regardless of company size. Automate and streamline your financial processes with tools and controls to support complex legislative requirements and create value through timely financial monitoring and support including:

- Accounts receivable, credit and collections management
- Accounts payable, electronic funds transfer, and automated order matching
- General ledger, allocations, consolidations and eliminations
- Cash management, bank reconciliation and statement interfaces
- Budgeting, forecasting and planning



Date Code Forecasting and Production Management

Improve Customer Service

Epicor Tropos Software improves customer service, coordinates sales forecasting with effective date code planning across production and fulfillment.

Forecasting, scheduling, and correct labeling of shelf life sensitive products is critical to most process manufacturers, especially in the food and beverage industry. Epicor Tropos Software provides the required flexibility to accurately coordinate sales, production, and delivery. Epicor Tropos Software also validates that products are dispatched in order to meet the varying shelf life requirements of individual customers.

Real-time and Accurate Decision Making

Better Data for Better Decisions

Real time access to accurate business metrics is vital for your ability to make optimal business decisions, quickly and effectively. Whether your need for improved visibility is for the plant floor, back office, or management, Epicor Tropos Software helps you:

- Understand precisely where your business gains and loses money
- Optimise performance through business intelligence, what if scenario analysis, data mining, analytics and key performance indicator (KPI) monitoring
- Break down organisational and unify disparate data to deliver critical information to management and employees

A Range of Platforms

More Mobility

Epicor Tropos Software gives you access to your data in the format you want, wherever you are. The product is customizable so you see what you need and when you need it. Whether you use a PC, laptop, hand held terminal, shop floor touch screen, or portable tablet device, Epicor Tropos has been designed for multi-platform delivery without the requirement for third party development.

- Enforce plant floor production workflow and quality testing through intuitive touch screen interfaces
- Improve mobile efficiency in shipping, warehousing, and receiving
- Enable improvements in customer service and sales through mobile field sales management



35%
reduction in required
stocked goods

One of many benefits Ian Macleod Distillers recognised.

Stay In Control

Financial Integration Options

- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Fixed Asset Management
- Advanced Allocations
- Consolidations and Eliminations
- Tax Connect

Customer Relationship Management

- Contact Management
- Campaign Planning
- Customer Complaints
- NPD Processes

Sales Management

- Estimate and Quote Management
- Order Management
- Demand Management
- Advanced EDI
- eCommerce
- Promotions and Rebate Module

Hazard Management

- Risk and Safety
- MSDS Control
- Transport Regulations
- National Inventory Checking

Plant Management

- Budgets
- Processes and BOMs
- Schedules
- Integrated Planning

Supply Chain Management

- Purchase Management
- Sourcing and Procurement
- Inventory Management
- Transportation Management
- Shipping and Receiving
- Warehouse Management
- Advanced Material Management

Production Management

- Job Management
- Lean Production
- Manufacturing Execution System

- Touch Screen Recording
- Batch Control
- Yield Management

Quality Management

- Data Modification Auditing
- Specifications and Test Results
- Product Certificates of Analysis
- Positive Release and Control
- Traceability
- Date Code Control
- Expiration Date Control

Planning and Scheduling

- Forecasting and Master Production Scheduling
- Material Requirements Planning
- Scheduling and Resource Management
- Advanced Planning and Scheduling
- Day 1 for 1 Planning

Project Management

- Project Planning
- Resource Management
- Time Management
- Expense Management
- Project Billing

Technical Data Management

- Process
- Product Costing
- Technical Specification
- NPD Controls
- BOM, Recipe, and Process Revision Control

Open Reporting

- Standard reports
- Build-in on-screen reports with drill-down
- Homepage Dashboards
- Analytics

Enterprise Performance Management

- Advanced Financial Reporting
- Budgeting, Planning, and Forecasting
- Operational Data Store and Data Warehousing
- Scorecards and KPIs
- Trackers and Dashboards



Global Business Management

- Multicompany Management
- Multicurrency Management
- Multilingual Data Management
- Master Data Management

Business Architecture

- Service-Oriented Architecture
- Microsoft® .NET Framework
- Web Access, Mobile Access, Web Services
- Operating System and Database Independence
- Hosted and On-Premise Delivery
- Business Process Management
- Information Worker
- Service Connect
- Portal
- Web 2.0

Financial Management

- General Ledger
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Customer Relationship Management

- Contact Management
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- NPD Processes

Sales Management

- Estimate and Quote Management
- Order Management
- Demand Management
- Advanced EDI
- eCommerce

Human Capital Management

- Core HR
- Payroll
- Recruitment
- Reporting & Analytics
- Talent Management
- Direct Access

Hazard Management

- Risk and Safety
- MSDS Control
- Transport Regulations
- National Inventory Checking

Plant Management

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- Processes and BOM's
- Schedules
- Integrated Planning

Supply Chain Management

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- Sourcing and Procurement
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Planning and Scheduling

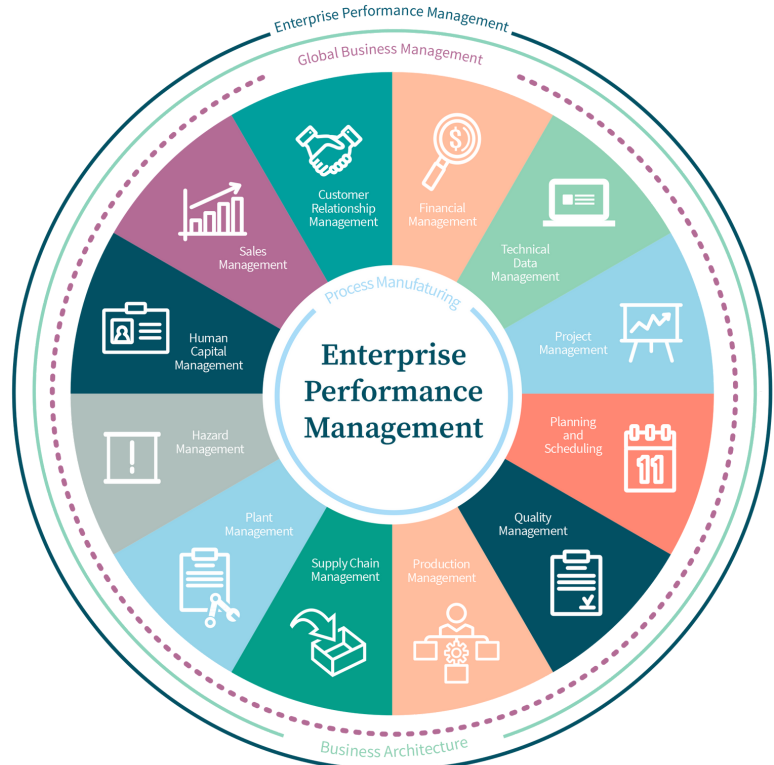
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- Process
- Product Costing
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- BOM, Recipe, and Process
- Revision Control



Enterprise Performance Management

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Flexible, Scalable, and Open Platform

Ready for Integrations

Epicor Tropos Software is built on a flexible architecture designed to easily scale and grow as your business grows. Built on open Microsoft technologies such as .Net®, SQL®, Service Fabric®, and Webservices®, Epicor Tropos Software is fully extendable and designed to be easily integrated with other open software solutions.

Deployed Your Way

Serving Your Business Needs

Epicor Tropos Software provides the broadest flexibility, enabling you to implement your ERP solution in the most appropriate way for your business. Available as hosted, or on-premises license, Epicor Tropos Software can be deployed according to your requirements without compromising functionality.

"Tropos allows us to easily analyse segments of our product portfolio for profitability. We can see the costs at a forensic level- something which we were previously unable to do-and this has led to some rationalisation in our offering. These were difficult decisions, but it isn't just about top-line growth. We needed to initially scale back to move forward."

Ross Turner, Commercial Director | Pure Malt

Mobile Productivity

Integrate Mobile Operations

With mobile solutions from Epicor, enterprises can support more customers, transactions, and products, and maintain a wider range of business partner relationships. Our mobile solutions securely and cost-effectively distribute and automate subsets of existing enterprise business systems outside of the company network—whether connected or remote.

Epicor customers enjoy a rapid return on investment and can transact business where it happens, regardless of location. Epicor tools enable companies to easily deploy and manage mobile devices and services to many users across disparate geographies.

- Manage and enhance business performance and productivity
- Empower people, processes, and infrastructure to drive growth
- Speed up sales cycles and improve customer service
- Enhance service levels and customer responsiveness

Achieve Rapid Results

Experience that Pays Off

Epicor Tropos Software brings over 30 years of software and implementation of best practices of ERP for small to mid-size process manufacturers. Our consultants bring a wealth of industry knowledge and our processes have been thoroughly tested to help ensure your project goes smoothly and achieves the best possible results in the short and long term.

Epicor understands the process industry has unique imperatives and process requirements it must meet. With Epicor Tropos Software we are focused on helping you meet those crucial imperatives in your business to become more competitive, profitable, and grow.

EPICOR

We're here for the hard-working businesses that keep the world turning. They're the companies who make, deliver, and sell the things we all need. They trust Epicor to help them do business better. Their industries are our industries, and we understand them better than anyone. By working hand-in-hand with our customers, we get to know their business almost as well as they do. Our innovative solution sets are carefully curated to fit their needs, and built to respond flexibly to their fast-changing reality. We accelerate every customer's ambitions, whether to grow and transform, or simply become more productive and effective. That's what makes us the essential partners for the world's most essential businesses.

Contact Us Today: info.uk@epicor.com | www.epicor.com