



# VAI FOOD ERP

# EXTENDED PROFILE



## OVERVIEW

The food and beverage industry operates under a unique set of pressures, from stringent safety mandates to the demand for rapid fulfillment. VAI's Food ERP is purpose-built for this high-stakes environment, providing specialized functionality for lot/date tracking, catch weight pricing, and broken case conversions.

Whether you are a food manufacturer or a C-store distributor, VAI integrates your entire enterprise—optimizing logistics with reverse-sequence loading and pallet optimization while automating complex financial hurdles like excise taxes, rebates, and billbacks. Backed by decades of expertise, VAI transforms regulatory and operational challenges into a distinct competitive advantage.



## SOFTWARE SPECIFICATION

|                                |              |
|--------------------------------|--------------|
| <b>OVERVIEW</b>                |              |
| <b>PRODUCT NAME</b>            | VAI Food ERP |
| <b>BUSINESS SECTORS</b>        |              |
| <b>DISTRIBUTION</b>            | ✓            |
| <b>GOVERNMENT &amp; NPO</b>    | ✗            |
| <b>MANUFACTURING</b>           | ✓            |
| <b>RETAIL</b>                  | ✓            |
| <b>SERVICES</b>                | ✗            |
| <b>INDUSTRY</b>                |              |
| <b>AEROSPACE &amp; DEFENSE</b> | ✗            |
| <b>AUTOMOTIVE</b>              | ✗            |
| <b>CHEMICAL</b>                | ✗            |
| <b>CONSTRUCTION</b>            | ✗            |
| <b>COSMETICS</b>               | ✗            |
| <b>ELECTRONICS</b>             | ✗            |
| <b>ENERGY/POWER/UTILITIES</b>  | ✗            |
| <b>ENGINEERING</b>             | ✗            |
| <b>FASHION</b>                 | ✗            |
| <b>FINANCIAL SERVICES</b>      | ✗            |
| <b>FOOD &amp; BEVERAGE</b>     | ✓            |

|                                 |   |
|---------------------------------|---|
| LOCAL GOVERNMENT                | ✗ |
| MEDIA                           | ✗ |
| MEDICAL & HEALTHCARE            | ✗ |
| METALWORKING                    | ✗ |
| OILFIELD                        | ✗ |
| PACKAGING                       | ✗ |
| PAINT & ADHESIVES               | ✗ |
| PHARMACEUTICAL                  | ✗ |
| PLASTICS & RUBBER               | ✗ |
| PRINT & DESIGN                  | ✗ |
| RENTAL                          | ✗ |
| TELECOMMUNICATIONS              | ✗ |
| WOODWORKING                     | ✗ |
| CANNABIS                        | ✗ |
| EDUCATION                       | ✗ |
| NONPROFIT                       | ✗ |
| <b>ERP SOFTWARE FEATURES</b>    |   |
| BILLING                         | ✓ |
| BUSINESS INTELLIGENCE/ANALYTICS | ✓ |
| COSTING                         | ✓ |
| CRM                             | ✓ |
| CUSTOMER SERVICE                | ✓ |
| PRODUCT DESIGN                  | ✗ |
| FINANCIALS & ACCOUNTING         | ✓ |
| HR                              | ✗ |

|   |   |
|---|---|
| <b>INVENTORY MANAGEMENT</b>             | ✓ |
| <b>ORDER MANAGEMENT</b>                 | ✓ |
| <b>PLANNING &amp; SCHEDULING</b>        | ✓ |
| <b>PROJECT MANAGEMENT</b>               | ✗ |
| <b>PURCHASING</b>                       | ✓ |
| <b>QUALITY CONTROL</b>                  | ✓ |
| <b>SALES</b>                            | ✓ |
| <b>SHIPPING &amp; DISTRIBUTION</b>      | ✓ |
| <b>SUPPLY CHAIN MANAGEMENT</b>          | ✓ |
| <b>WAREHOUSE MANAGEMENT</b>             | ✓ |
| <b>ASSET MANAGEMENT</b>                 | ✓ |
| <b>DOCUMENT MANAGEMENT</b>              | ✓ |
| <b>CUSTOMER SUITABILITY</b>             |   |
| <b>ENTERPRISE (1000+ EMPLOYEES)</b>     | ✓ |
| <b>MEDIUM SIZE (251-1000 EMPLOYEES)</b> | ✓ |
| <b>SMALL BUSINESS (1-250 EMPLOYEES)</b> | ✓ |
| <b>ADDITIONAL PRODUCT INFO</b>          |   |
| <b>MULTI LANGUAGE</b>                   | ✓ |
| <b>MULTI CURRENCY</b>                   | ✓ |
| <b>CUSTOMIZABLE</b>                     | ✗ |
| <b>SYSTEM HOSTING</b>                   |   |
| <b>CLOUD</b>                            | ✓ |
| <b>INSTALLED ON PREMISE</b>             | ✓ |
| <b>FURTHER INFORMATION</b>              |   |

## SOFTWARE SCREENSHOTS

S2K Analytics - My Company, Inc. | Health Check | Search content | Filters

Inventory | Purchasing | Warehouse

Company: 101 - Joe's Office Supply | Location: 10 - ABC Stationery NY WH | Year: 2022 | Month: 11 | Compare Previous Year

### Inventory Details

| Record Description           | 11-22     | 11-21        | Variance  | % Difference |
|------------------------------|-----------|--------------|-----------|--------------|
| Inventory Value              | \$262,190 | \$150,381.51 | \$111,808 | ▲ 74%        |
| Safety Stock                 | \$13,875  | \$3,541.69   | \$10,334  | ▲ 292%       |
| Excess Inventory             | \$82,495  | \$63,627.39  | \$18,867  | ▲ 30%        |
| Dead Stock Inventory         | \$0       | \$0.00       | \$0       | 0%           |
| Value of Items Cycle Counted | \$0       | \$0.00       | \$0       | 0%           |
| Cycle Count Change Value     | \$0       | \$0.00       | \$0       | 0%           |

### Sales Details

| Record Description       | 11-22     | 11-21     | Variance   | % Difference |
|--------------------------|-----------|-----------|------------|--------------|
| Sales Value              | \$87,967  | \$104,225 | (\$16,257) | ▼ -16%       |
| Cost of Goods Sold Value | \$65,804  | \$75,459  | (\$9,655)  | ▼ -13%       |
| Open Back Order Value    | \$359,092 | \$240,082 | \$119,009  | ▲ 50%        |
| Lost Sales Value         | \$0       | \$0       | \$0        | 0.00%        |

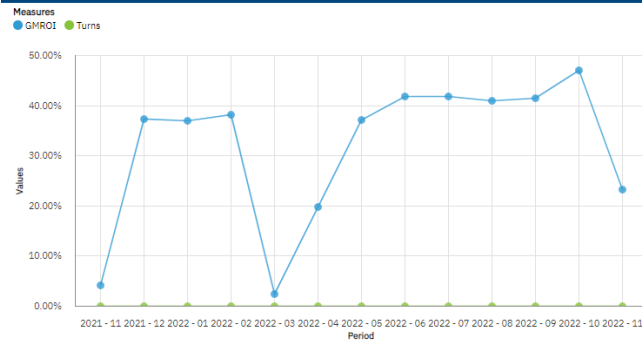
### Inventory GMROI / Turns

| Record Description | 11-22  | 11-21 | Variance | % Difference |
|--------------------|--------|-------|----------|--------------|
| GMROI Percentage   | 23.35% | 4.15% | 19.20%   | ▲ 463%       |

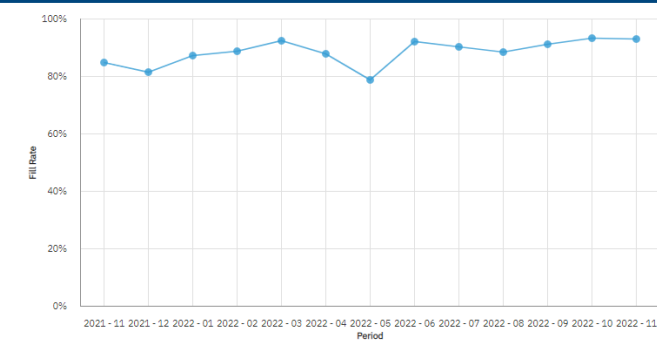
### Fill Rate

| Record Description       | 11-22  | 11-21  | Variance | % Difference |
|--------------------------|--------|--------|----------|--------------|
| Fill Rate                | 92.92% | 84.86% | 8.056%   | ▲ 9%         |
| Total Units Shipped      | 2,835  | 2,583  | 252      | ▲ 10%        |
| Total Units Back Ordered | 216    | 461    | -245     | ▼ -53%       |

### Inventory Details - GMROI / Turns Chart



### Sales Details - Fill Rate Chart



**SKZ Smart Center** | Welcome Elaine Stein (elaine)

**Item Inquiry**

Company: Your Company | Location: Phoenix

Item-Number: 10000 | Active

Description 1: Towels Stack Teosering (1,000 sachets per 24 B. Case)

Description 2: Towels Stack Teosering (1,000 sachets per 24 B. Case)

Type: Manufactured | Buying Location

MFG Code: 30 Dry Goods - Biowashed

Class: 11 Spices

PH Vendor: One Party

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| Location | On Hand | Available | Unallocated | Backorder | Open P.O.'s | Blanket P.O.'s | Carry In Bound | Transfer | Future | Open M.O.'s | W.I.P. | Unavailable | Level of Measure |
|----------|---------|-----------|-------------|-----------|-------------|----------------|----------------|----------|--------|-------------|--------|-------------|------------------|
| All      | 165.00  | 165.00    | 47.00       | 47.00     | 68.00       | 0.00           | 0.00           | 0.00     | 0.00   | 145.00      | 0.00   | 0.00        | Case             |

**SKZ Smart Center** | Welcome Elaine Stein (elaine)

**Alerts**

12 January 2024

Customer Order has been Placed on Hold

Account: Tuber Cafe

12/27/22: An E-Business Order Has Been Placed

Account: Black Berries

12/27/22: An E-Business Order Has Been Placed

Account: Black Berries

**My Tasks**

12 January 2024

Call to Review Pricing

Control: Queen Berry

Control: 212-242-9900

Follow Up:

Account: Queen Berry

Control: Joe Orton

Support: 633-233-567

Phone Call:

Account: Brown Restaurant

Control: Andy Orton

Support: 633-600-900

**Navigation Calendar**

1 2 3 4 5 6 7

8 9 10 11 12 13 14

15 16 17 18 19 20 21

22 23 24 25 26 27 28

29 30 31

Today is January 12, 2024

**Total Division Sales Year to Year Analysis**

| Division                      | YTD Sales    | Last Year YTD Sales | Difference   |
|-------------------------------|--------------|---------------------|--------------|
| Meats                         | \$455,925.78 | \$415,967.48        | \$29,958.30  |
| Seafood                       | \$238,510.25 | \$136,796.50        | \$101,713.75 |
| Dairy                         | \$98,073.07  | \$52,493.33         | \$45,579.74  |
| Dry Goods                     | \$54,195.16  | \$41,692.52         | \$12,502.63  |
| Dry Goods - Canned/Retard etc | \$27,265.15  | \$19,562.04         | \$7,703.11   |
| Organic Vegetables            | \$20,431.18  | \$14,274.78         | \$6,156.42   |
| Fruit                         | \$14,144.78  | \$14,317.78         | \$1,873.00   |
| Protein                       | \$3,398.32   | \$8,524.61          | \$3,797.71   |

**Total Sales by Salemp**

| Name             | YTD Sales    |
|------------------|--------------|
| Elaine Stein     | \$307,601.79 |
| Elizabeth Parner | \$228,726.44 |
| Shel Wilson Jr   | \$224,126.69 |
| Phoe Plummer     | \$158,496.97 |
| Jan Tee          | \$118,255.07 |
| Nancy Downsweil  | \$2,136.10   |
| Rob Smith        | \$21.25      |

