



APTEAN

WHERE SOFTWARE WORKS

GET STRONGER. SMARTER. FASTER.

Fewer customizations, fewer work-arounds, faster implementations:
Ross ERP is the perfect fit for Process Manufacturers

BROCHURE

THE FOUNDATION OF YOUR PROCESS MANUFACTURING SOLUTION

We all know that process manufacturers have unique needs. Tracking and tracing, recipe management, and quality management top the list of every process manufacturer's requirements. Ross solutions give you the information you need, when you need it, to remove waste and improve productivity throughout your organization. No other enterprise solution does more for process manufacturers.

That's why some of the best process manufacturers in the business turn to Ross. Ross is built from the ground up for process manufacturers. It's not an add-on or bolt-on module that uses the IT equivalent of duct-tape to accommodate the complexities of process manufacturing. It is designed to make process manufacturers stronger and smarter.

MORE THAN JUST TRADITIONAL MANUFACTURING ERP

Our enterprise suite of products allows you to manage everything from recipes to corporate profitability and growth. With Ross, you get a full-fledged ERP solution core that covers financials, manufacturing and distribution.

With over 100 documented critical needs in process manufacturing, Ross is truly the perfect fit to control your business as you grow your company and strengthen your brand. Then it goes beyond the typical ERP solution to integrate seamlessly with specific modules and other Apteon solutions, including Factory MES and Pivotal CRM.

A perfect fit for the process industry means Ross empowers you with:

- Bi-directional lot traceability from supplier to customer and back
- Recipe or formula based production
- Complex inventory management
- Shelf life and expiration
- Variability of materials/lots
- Unique customer specifications / certificate of analysis
- Quality management
- Food safety / regulatory compliance / industry certification
- Complex product costing
- Promotions, rebates and customer billbacks



Food & Beverage

Ross for food & beverage helps monitor and manage your critical manufacturing processes and supply-chain activities according to good manufacturing practices (GMP).

You get the end-to-end visibility required across purchasing, inventory, manufacturing, and sales to accurately determine the actual profit on each product you sell.

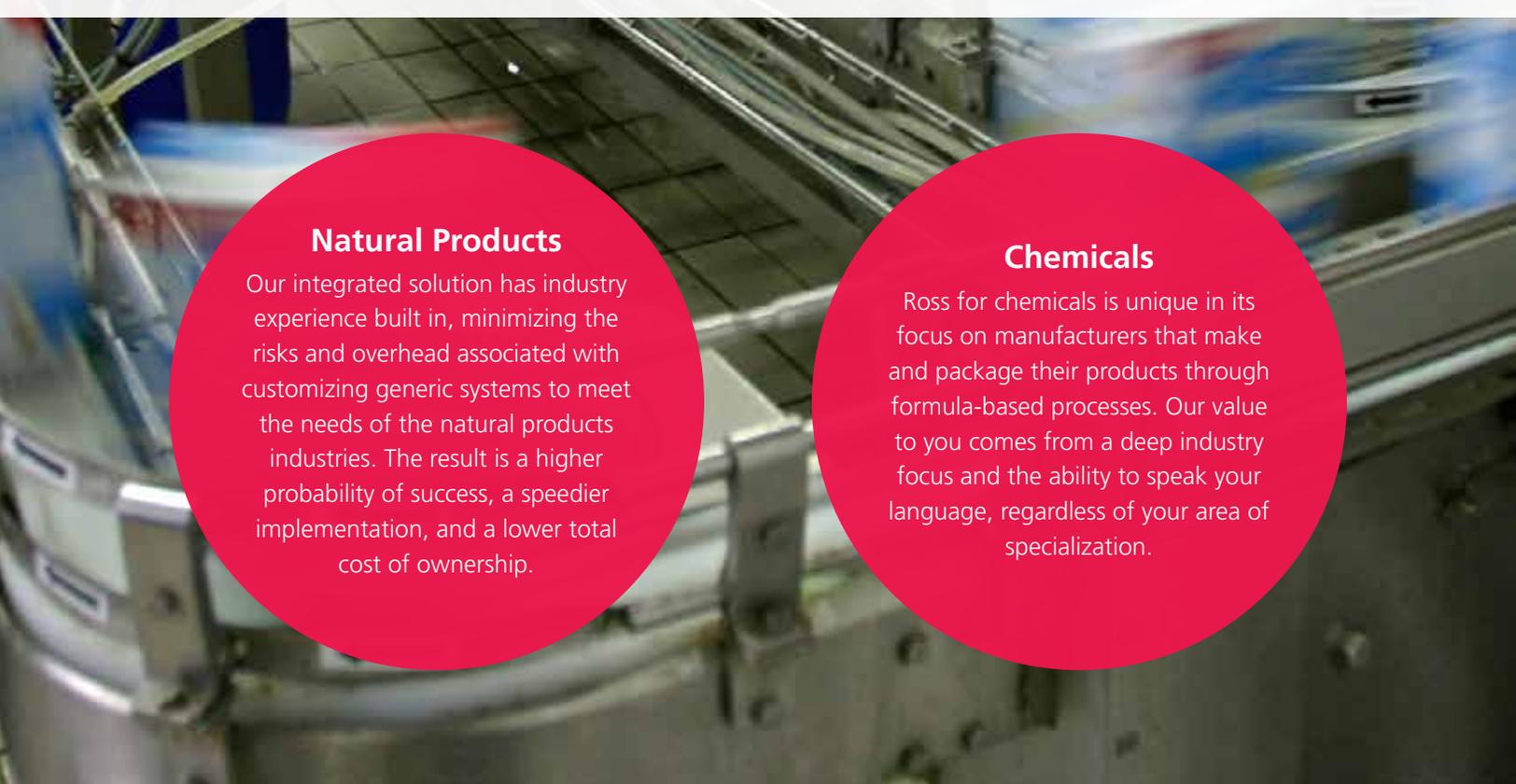
Life Sciences

From small emerging biotechs to billion-dollar pharmaceutical manufacturers, our success comes from listening intently to you, and to the unique needs of your business. Ross for life sciences is engineered to meet your needs today, while ensuring scalability for your future success.

INDUSTRIES

Effective enterprise management is fundamental to your success. Built specifically for the process industries, Ross solutions help you gain a competitive advantage and run your business more effectively, efficiently, and responsively.

Ross is tailored for process manufacturing. It mirrors your business processes, making it easy to configure and deploy, while keeping your total cost of ownership low. The applications are modular, yet completely integrated, enabling you to implement what you need today while retaining the flexibility to grow tomorrow. Whether you're a commercial manufacturer, or involved in contract or outsourced manufacturing, we have solutions designed just for you.



Natural Products

Our integrated solution has industry experience built in, minimizing the risks and overhead associated with customizing generic systems to meet the needs of the natural products industries. The result is a higher probability of success, a speedier implementation, and a lower total cost of ownership.

Chemicals

Ross for chemicals is unique in its focus on manufacturers that make and package their products through formula-based processes. Our value to you comes from a deep industry focus and the ability to speak your language, regardless of your area of specialization.

PERFECT INTEGRATION. BROAD FUNCTIONALITY.

Ross integrates perfectly with Pivotal CRM and Factory MES, extending the value of your enterprise solution with flexible CRM software, and the industry leading MES solution.

Coupled with Aptean Analytics for Process Manufacturing, a process manufacturing focused business intelligence and analytics solution powered by industry leader QlikView, Ross provides a comprehensive offering. This gives your business differentiated capabilities to stay ahead of the competition.



ROSS PROVIDES DEEP AND BROAD FUNCTIONALITIES

Ross ERP

- Financials
 - Accounts Payable
 - Accounts Receivable
 - Fixed Asset Management
 - General Ledger
 - Project Accounting
- Manufacturing
 - Maintenance Management
 - Materials Requirements Planning
 - Process Manufacturing
 - Process Planning
- Distribution
 - Contracts & Chargebacks
 - Customer Portal
 - Data Collection
 - Inventory Control
 - Pricing & Promotions
 - Purchase Order Processing
 - Sales Order Processing
 - Transportation Management

Enterprise Content Management

- Business Process Management
- Document Management

Enterprise Performance Management/ Business Intelligence

- Financial Analysis
- Inventory Monitoring & Analysis
- Manufacturing Analysis
- Sales & Distribution Analysis

Product Lifecycle Management

- Knowledge Base
- Linear Formula Optimization
- Product Development & Collaboration
- Regulatory Framework

Ross Financial Management

- Ross Financial Budgeting, Planning & Forecasting
- Ross Financial Reporting

Ross Mobile

- Customer Service Coverage

Supply Chain Planning

- Advanced Planning & Scheduling
- Demand Planning
- Inventory & Replenishment Planning
- Optimized Orders
- Sales Forecasting
- Sales and Operations Planning
- Cost Tracing

Compliance

- Integrated Document Management
- Internal and External Audit Infrastructure
- Corrective and Preventative Action (CAPA) Support
- Sarbanes-Oxley Compliance Environment
- Instrument Calibration Management

Ross Enterprise Services Portfolio

- Strategy – Consulting & Business Planning
- Design & Implementation
- Remote Managed Services
- Upgrade & Enhancement
- Customization
- Education & Training



“Beyond the operational improvements and even cost savings, having Ross ERP in place as a foundation and infrastructure for us to grow is the most important benefit for our future as a company.”

Glenn Gazzolo

Chief Operations Officer,
Nueske’s Applewood Smoked Meats

THE PROCESS ERP CHECKLIST

Check the Checklist – Ross is unique in its design to support the flexibility, quality, safety and profitability that process manufacturers need to thrive and grow.

Improving production through recipe/formula management

- ☑ Can the output of one stage become the input for the next stage, without having to perform an intermediate inventory transaction or define an unnecessary intermediate product?
- ☑ Can yield analysis be performed by operation, ingredient, and user-defined calculation?
- ☑ Does the system support different units of measure such as weight in drums, process in pounds, and package in cases?

Improving product costing

- ☑ Is absorption-based costing performed as they occur, as well as during the recording of manufacturing costs based on predefined formulas?
- ☑ Can the system support allocating multiple indirect costs such as energy, water, plant management, maintenance, and depreciation?
- ☑ Can the costs for reclaimed by-products credited back to the original job/batch?
- ☑ Can future costs be easily simulated to provide visibility to overall cost impacts?
- ☑ Can you quickly determine when, where and why costs fall outside of desired thresholds during your manufacturing process?

Managing multiple units of measure simultaneously

- ☑ Does the system support different units of measure for receiving, producing, storing, and selling the same item?
- ☑ Does the system provide visibility of all package units for a given bulk item without having to maintain substitution tables or logic?
- ☑ Does the system support formula-based quantity conversions?

Managing the variable characteristics of products

- ☑ Can the system update product characteristics based upon QC values recorded during manufacturing?
- ☑ Does the system dynamically adjust formulas based on variances in attribute or potency values?

Meeting regulatory compliance and accelerating product recalls through lot traceability

- ☑ Can product characteristics be used to force or limit the selection of specific lots/batches based on matching the actual characteristic values to a specific customer request?
- ☑ Does the system maintain full forward and backward lot/batch integrity when product is converted during manufacturing, without losing any audit or trace linkages?
- ☑ Are lots tracked at every step in the process, capturing materials, production resources, people, processes, steps, and time?

Reducing customer chargebacks and inventory write-offs with expiration date management

- ☑ Can distribution days (minimum days of shelf life that must remain when product is shipped) be defined separately from standard shelf life?
- ☑ Can the system net the quantity of product reaching expiration from available quantity if demand does not consume all available inventory of that lot/batch by its expiration date?

“Ross provided our company with an integrated solution that allowed us to realize (internally) the impact each department’s actions had on the visibility to the customer and to the bottom line of our company.”

Trish Leppa
IT Systems Analyst,
John I. Haas, Inc.



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Cheryl Ankrom

Business Systems Accountant,
Bear Metallurgical Company

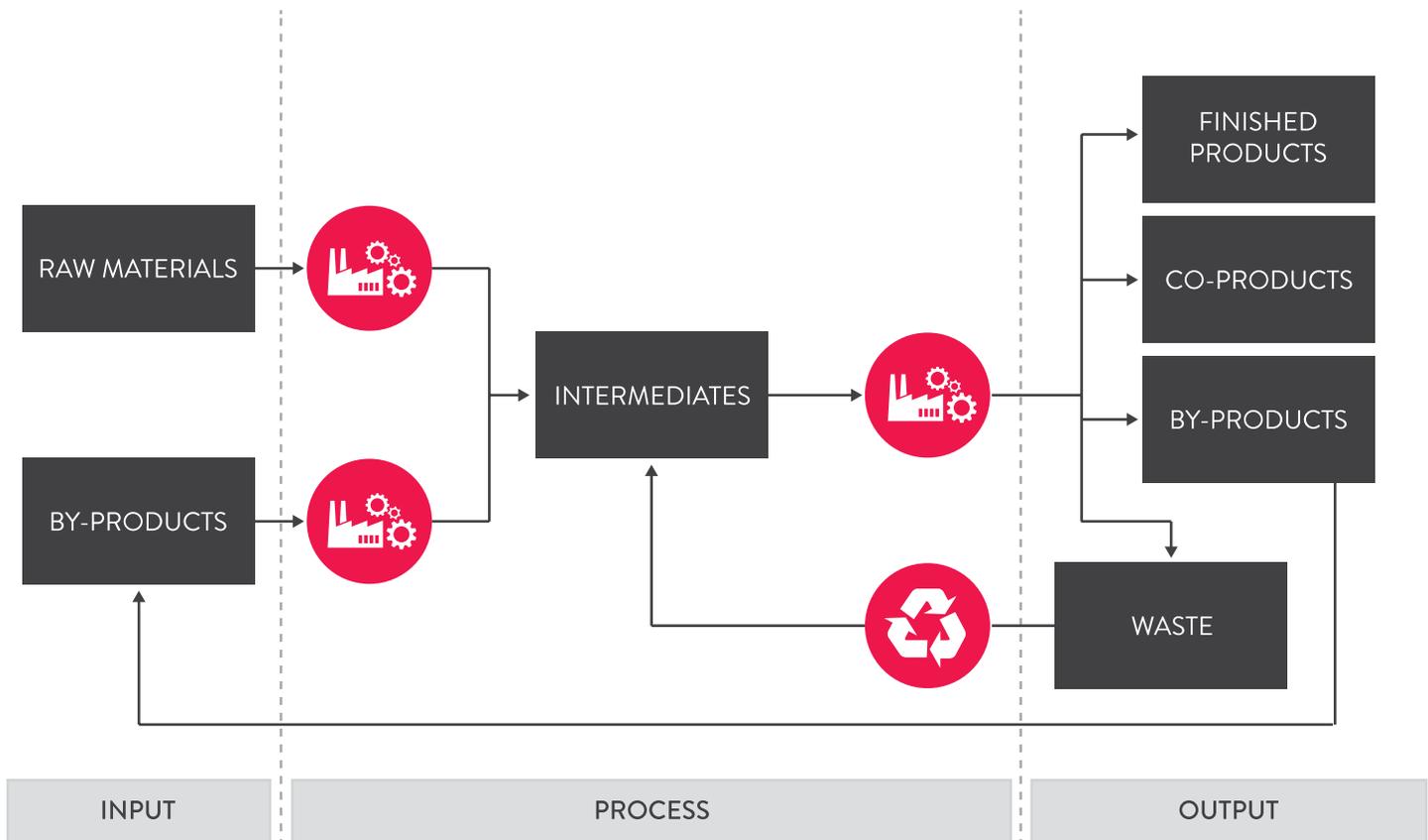
FROM ONE PLANT TO MULTIPLE PLANTS – IN ONE COUNTRY OR ACROSS MULTIPLE COUNTRIES

Ross has all the functionality that global process manufacturers need.

With less overhead than some of the largest enterprise suppliers, Ross gives you a unique opportunity to invest in a fast implementation, with a fast ROI. The modular approach allows you to implement a core ERP solution, and as your system gains quick acceptance and use, you can expand to new modules as you need them. In some cases, we can offer SaaS solutions in addition to on-premise solutions.

This approach gives you the power to generate a quick return on investment after some of the shortest implementation times we've seen at small, mid-sized, and even large companies.

- Multi-lingual
- Multi-currency
- Multi-company
- Global and local support



ERP systems made for discrete manufacturing may not have the functionality to handle the various stages of manufacturing, along with complex recipes, that might mean handling recycling, by-products, co-products and waste. Only an ERP such as Ross built for the process industries will have these essentials.



“We have been able to gain better control over our inventory through real-time transactions via data collection using Ross ERP.”

Arshad Kagalwalla
Director of Finance,
Novel Laboratories

GET STRONGER. SMARTER. FASTER. WITH ROSS.

When you have current, accurate information at your fingertips, you can make a quick decision about the direction you need to take with your product or your company. Ross solutions give you the information you need, when you need it, to remove waste and improve productivity throughout your organization. And when you are lean and productive, you have freed up capital to make the strategic business and marketing moves required to stay competitive.

Unlike generic ERP software solutions, Ross is designed to support manufacturers that work with recipes and formulas in order to help them successfully manage the variability and complexities of their products and processes, as well as accurately account for all raw material and finished products.

From one plant to dozens, in multiple countries, languages and currencies, Ross can be easily rolled out to achieve business process standardization across a global enterprise.

With deep industry expertise, Ross and its team of technology experts can give you a solution that is tailor-made for your business. Contact us today to discuss your needs and arrange a demo.

Interested in learning more about Apteian? Please contact us at 1.855.411.2793 or email us at info@apteian.com.

“The Ross ERP solution has enabled us to monitor and manage critical manufacturing processes for overall IT efficiencies, which is key to staying ahead of the competition.”

Max Martin

Chief Operating Officer,
Mission Pharmacal



About Apteian: Apteian helps businesses profit, innovate and grow where the work gets done—in the call center, on the floor of the factory, at the end of the assembly line. That’s where Apteian’s CRM, ERP and Supply Chain software applications enable nearly 5,000 customers to satisfy their customers, operate more efficiently and stay at the forefront of their industry.

Apteian is where software WORKS. For more information, visit www.apteian.com.