Partner event 2018

Powered by Microsoft Dynamics 365

AGENDA

1
Day

11
Month

18
Year

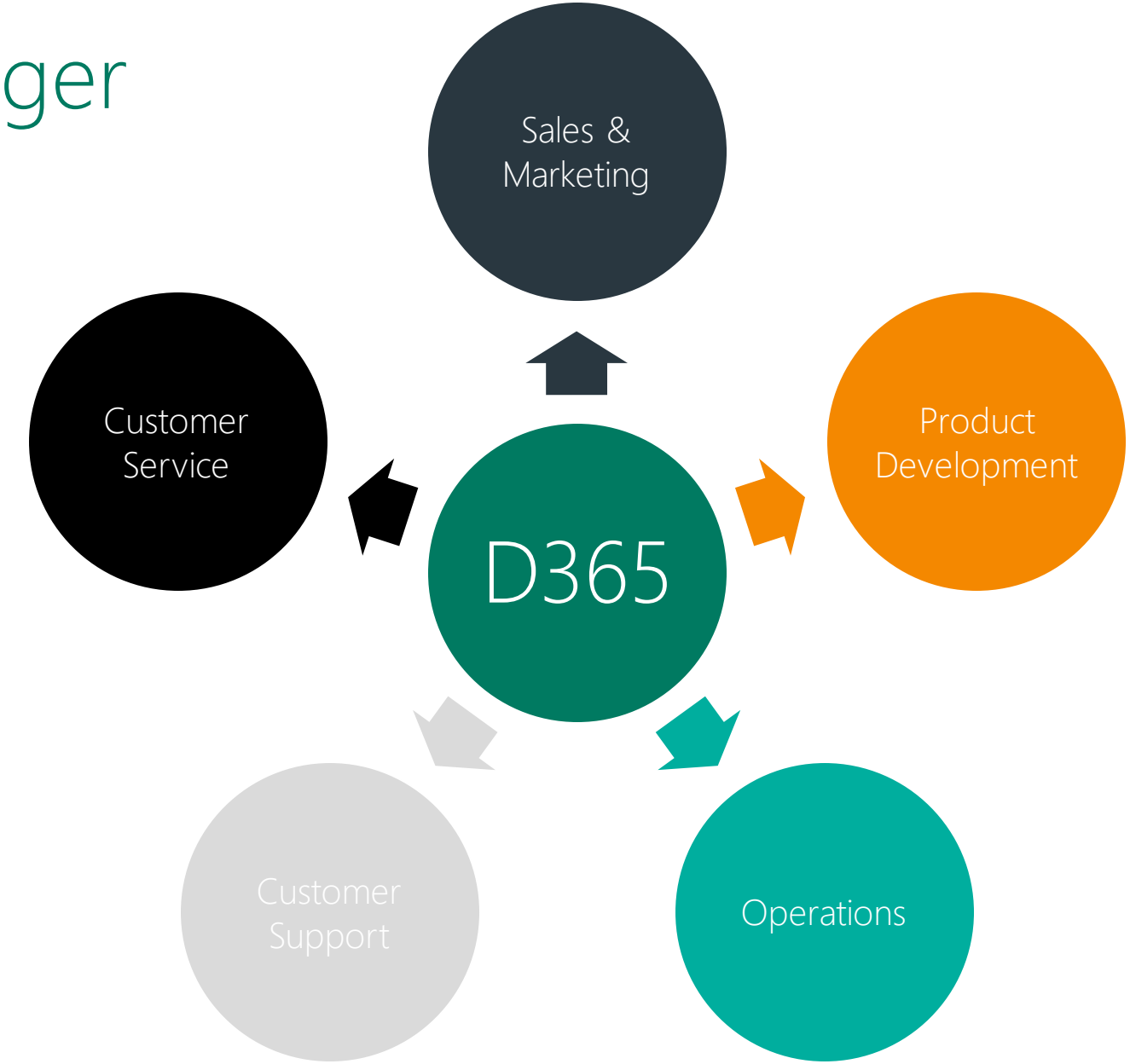
FOODWARE 365

- Introduction
  - Steven
- Introduction Foodware 365
  - William & Danny
- Break
- Project Texel
  - Danny
- Interactive session
  - Robert
- Marketing Foodware 365
  - William
- Round-up
  - Steven
- Lunch

Introduction

FOODWARE 365

Game Changer



FOODWARE 365

Schouw Informatisering

How to procede

Powered by Microsoft Dynamics 365

Assesment on our positions and options

- Market Share (300 customers WW, 15 countries 10 partners)
- Market size for Business Central
- Competition
- Available solutions
- Business Central maturity
- Knowledge
- Schouw Strategy
- …
- Technological developments

And …..

FOODWARE 365

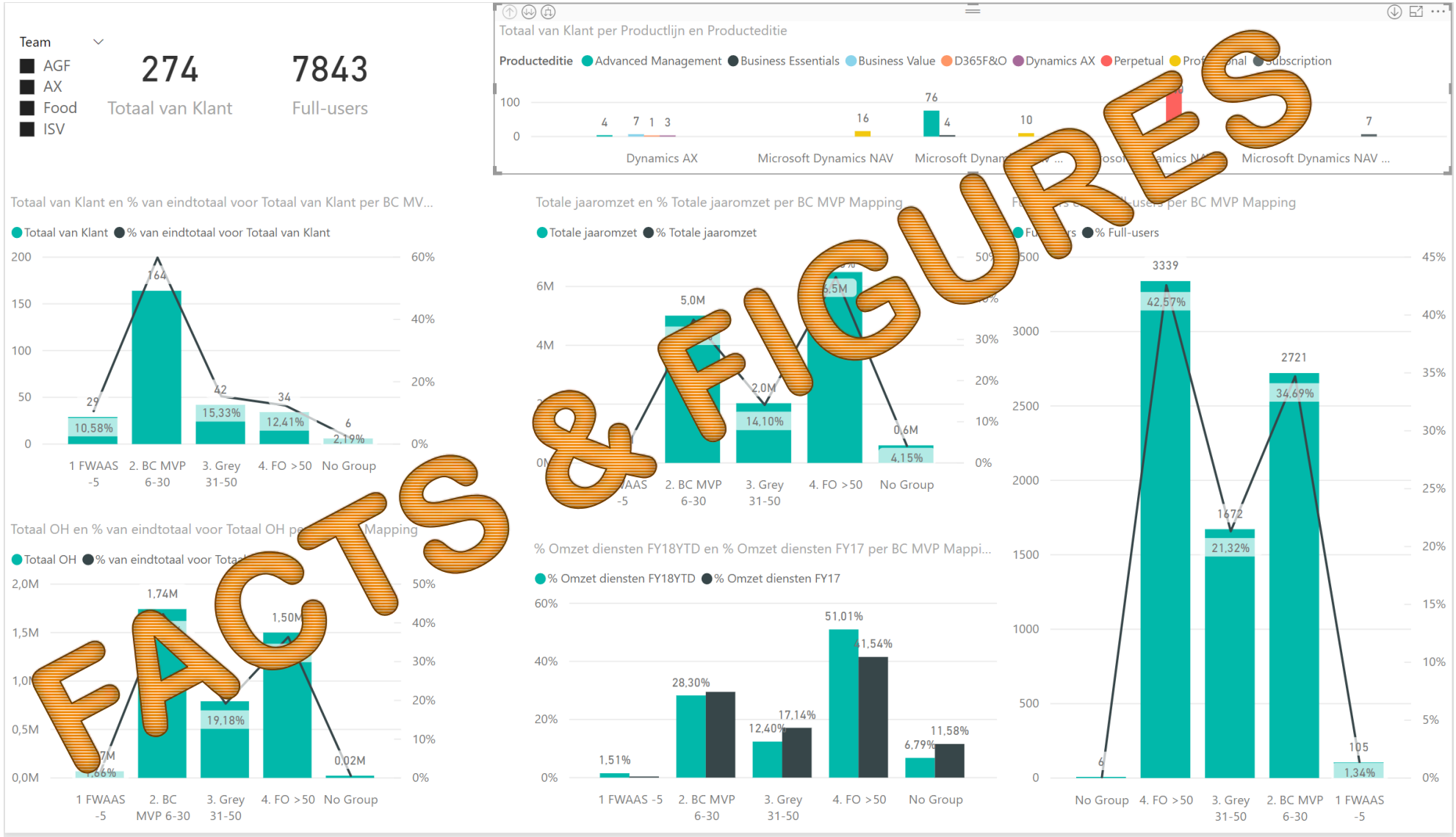
Difficult choices to be made

What if we don't move…?

- Is Dynamics Bc to last?
- Future of ERP
- Shelff live Low Code – No Code
- How to reach the Worldwide prospects
- Time-to-market
- Are we able to deliver on functionality
- New cloud competitor (Netsuite, Force.com)
- What about the future of our employees
- Return on investment
- Buy or Make

FOODWARE 365

Installed base and Market Cap



FOODWARE 365

Statistics Foodware market cap

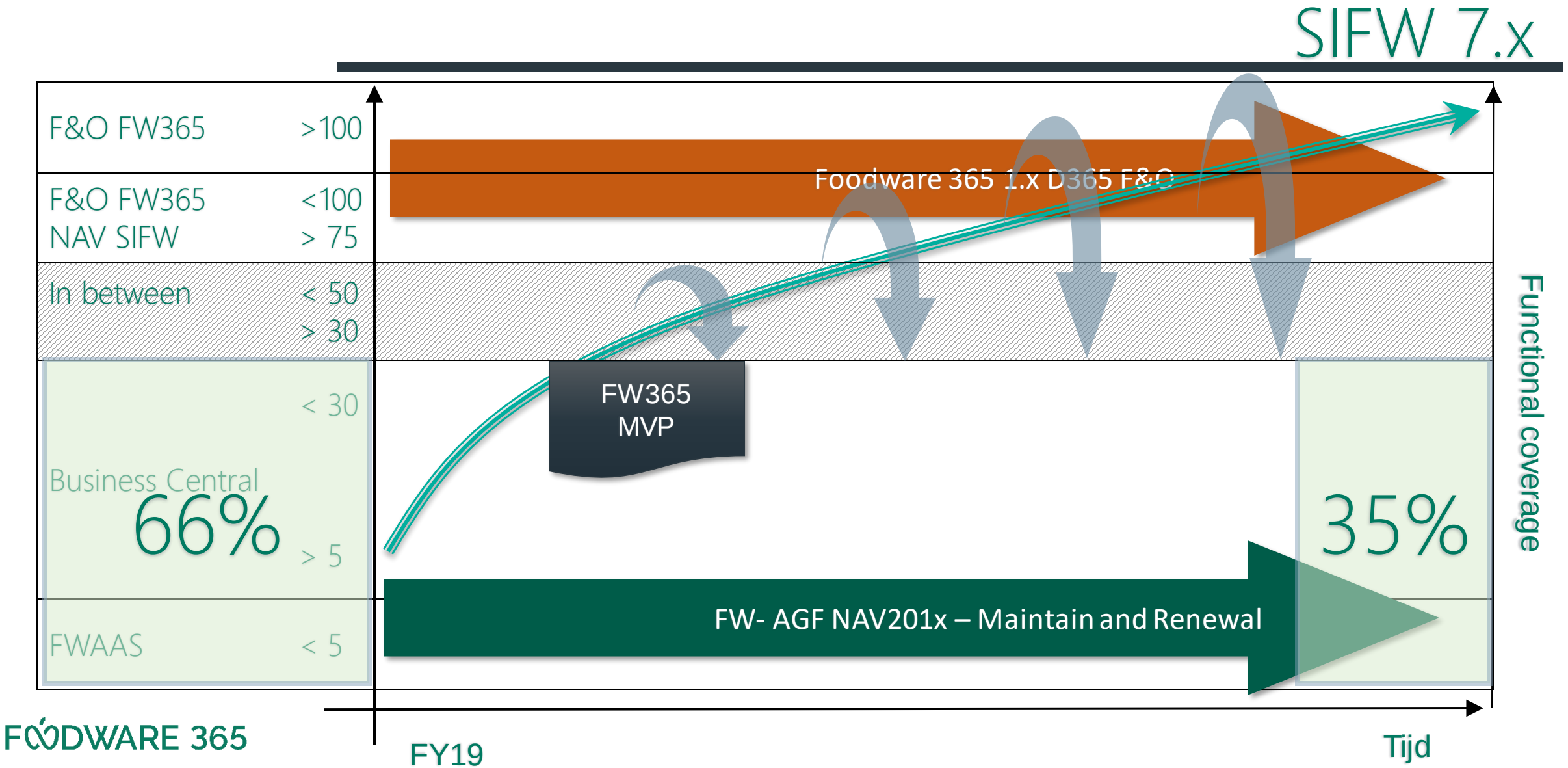
Customer typologie

		# Customers	Revenue	BREP
F&O FW365 NAV SIFW	> 75	18%	23%	20%
In betweens	< 75 > 50	16%	23%	24%
Business Central	< 50 > 5	66%	53%	56%
FWAAS	< 5			

Bron: NAV

FOODWARE 365
Schouw Informatisering

Roadmap to FW365 Business Central

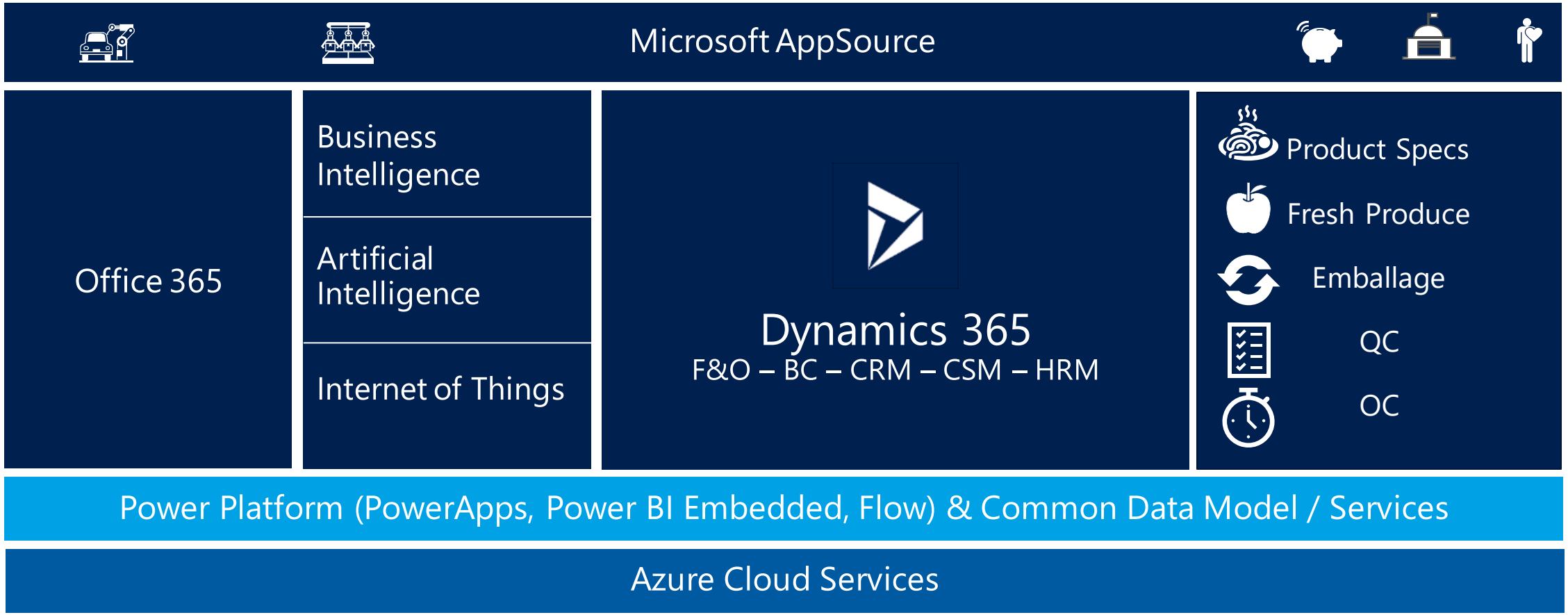


Don't sell the product...

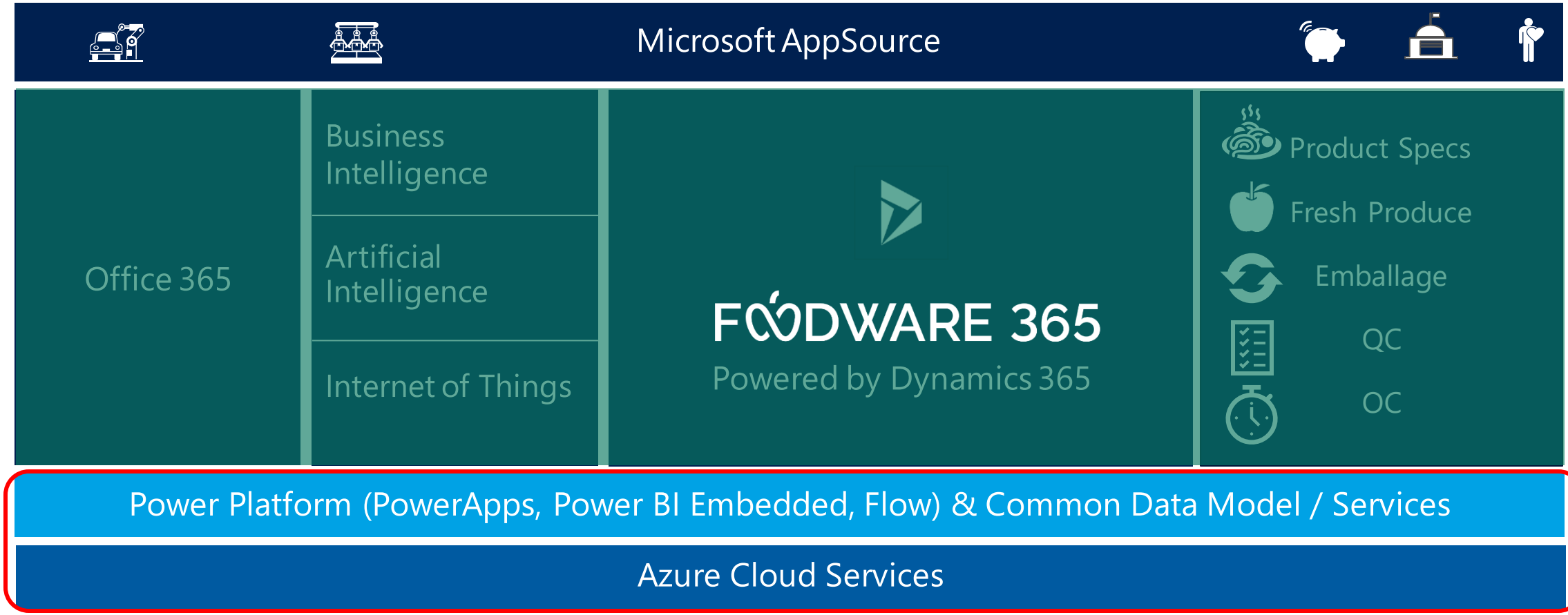
Sell
Democratizing Innovation!!!

FOODWARE 365

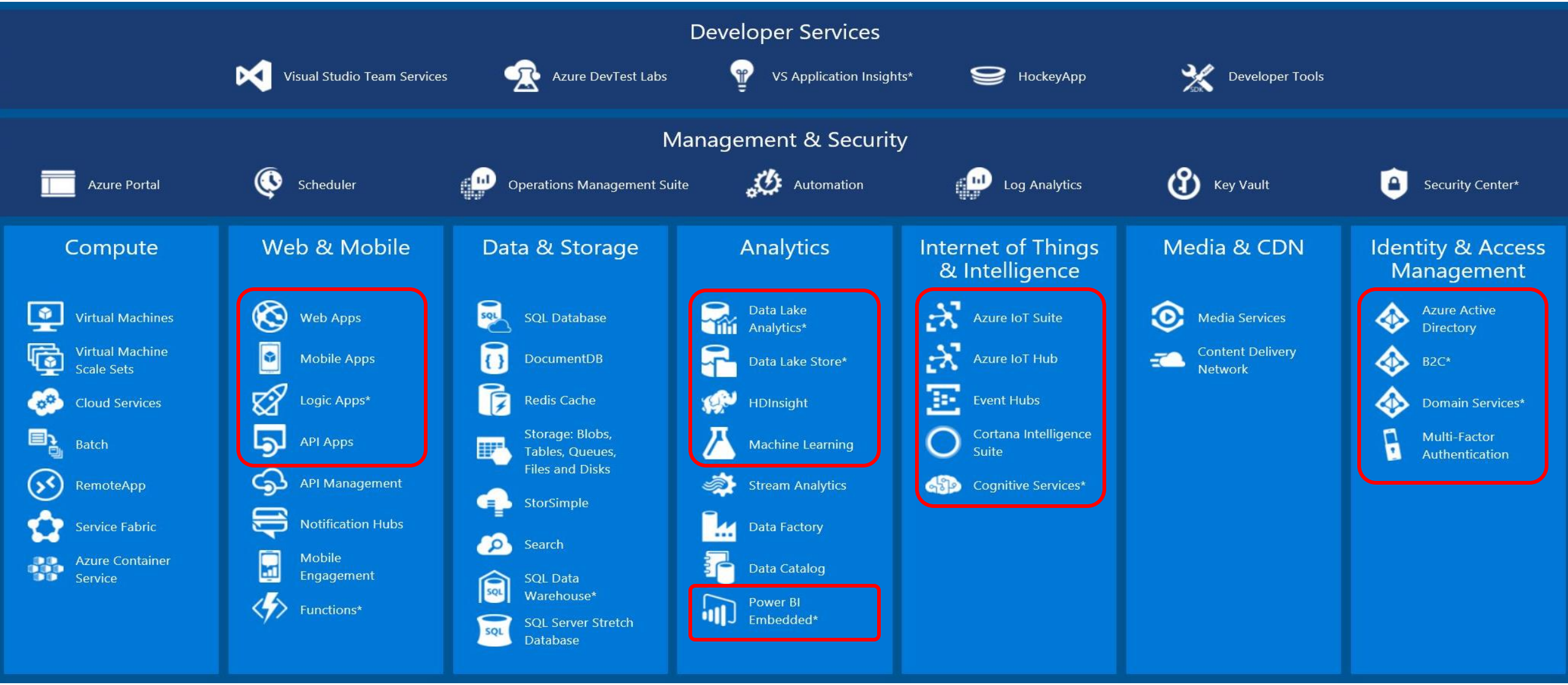
Microsoft Dynamics 365



Foodware 365



Azure Cloud Services – Intelligent Cloud



FOODWARE 365

Democratizing Innovation

Foodware innovaties
Joint initiative with Microsoft

D365FO On-Premise research

Microsoft Build With pilots:

1. EDI and Integration Framework based on Azure Services
2. POC Cognitive Service and Flow - complains
3. Demand and Production Forecasting / Machine Learning – Big Data
4. Power App :
   - Operations Control - Shopfloor support
   - Quality Control

Business Apps ISVs Success Stories

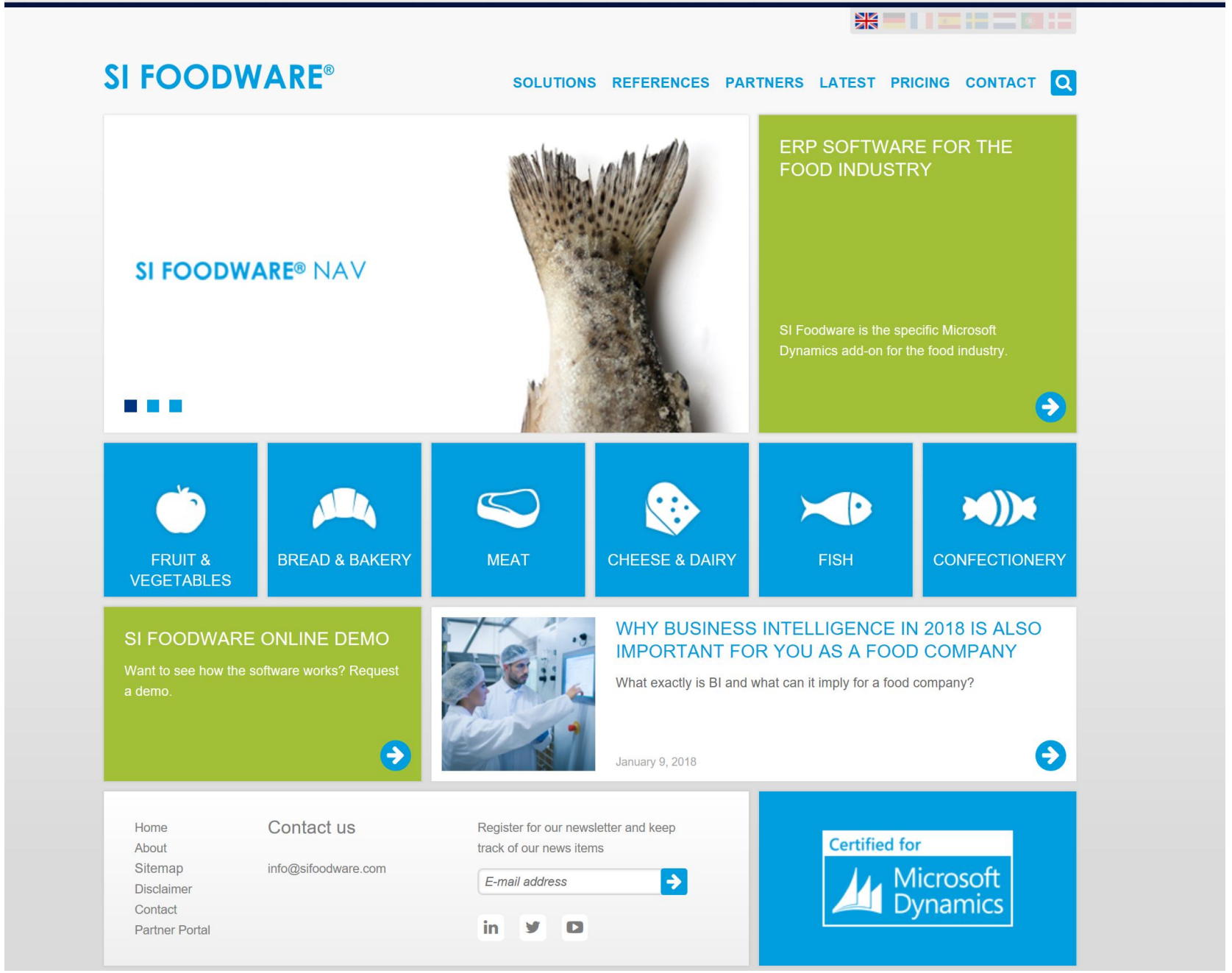
These 5 *international* focused ISV's use our Business Application platform to build industry focused solutions, and they are very successful with it.

* Microsoft's Int'l partner developer managers training

FOODWARE 365

Branding Foodware 365

Digital Engagement platform



FOODWARE 365

Schouw Informatisering

The foremost Food solution on Microsoft Dynamics 365!

Powered by Microsoft Dynamics 365

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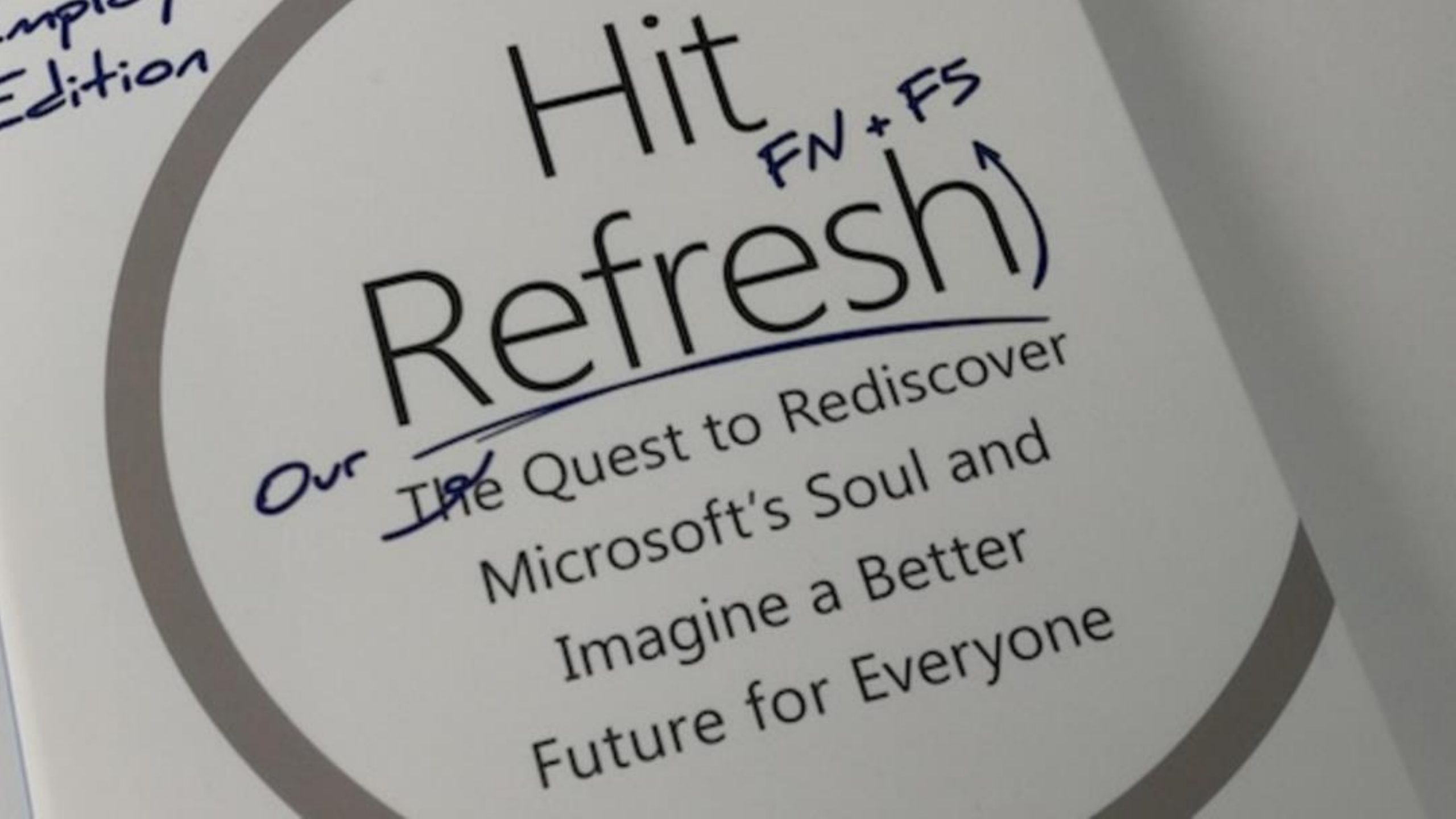
Introduction Foodware 365

FOODWARE 365


Hit Refresh
FN + F5
Our
The Quest to Rediscover Microsoft's Soul and Imagine a Better Future for Everyone

Microsoft Dynamics® 365

FOODWARE 365

“Every disadvantage has its advantage”

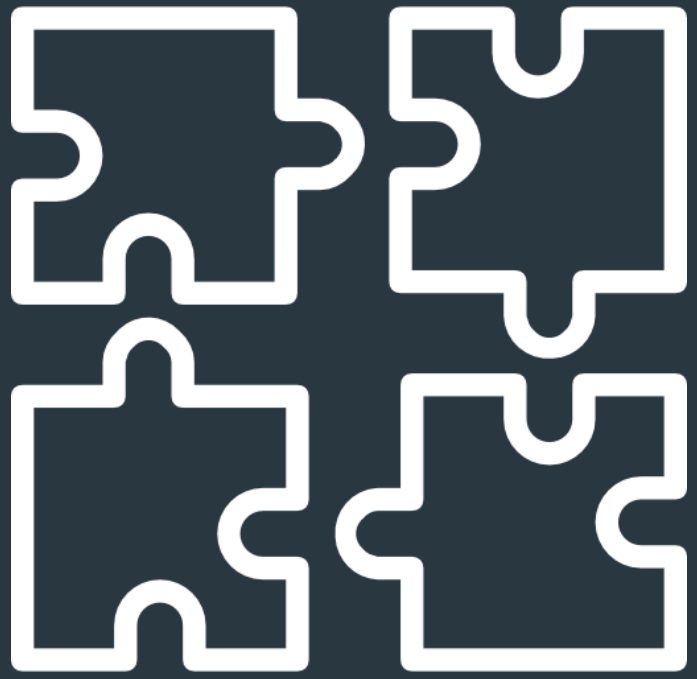
Johan Cruijff

FOODWARE 365

FORWARD IN FOOD

- More than Dynamics NAV/AX
- More than ERP
- Developed from the ground up
- Modern dev methods and tools
- Only using ERP when necessary
- Leveraging all of Dynamics 365
- Even better, all of Microsoft 365

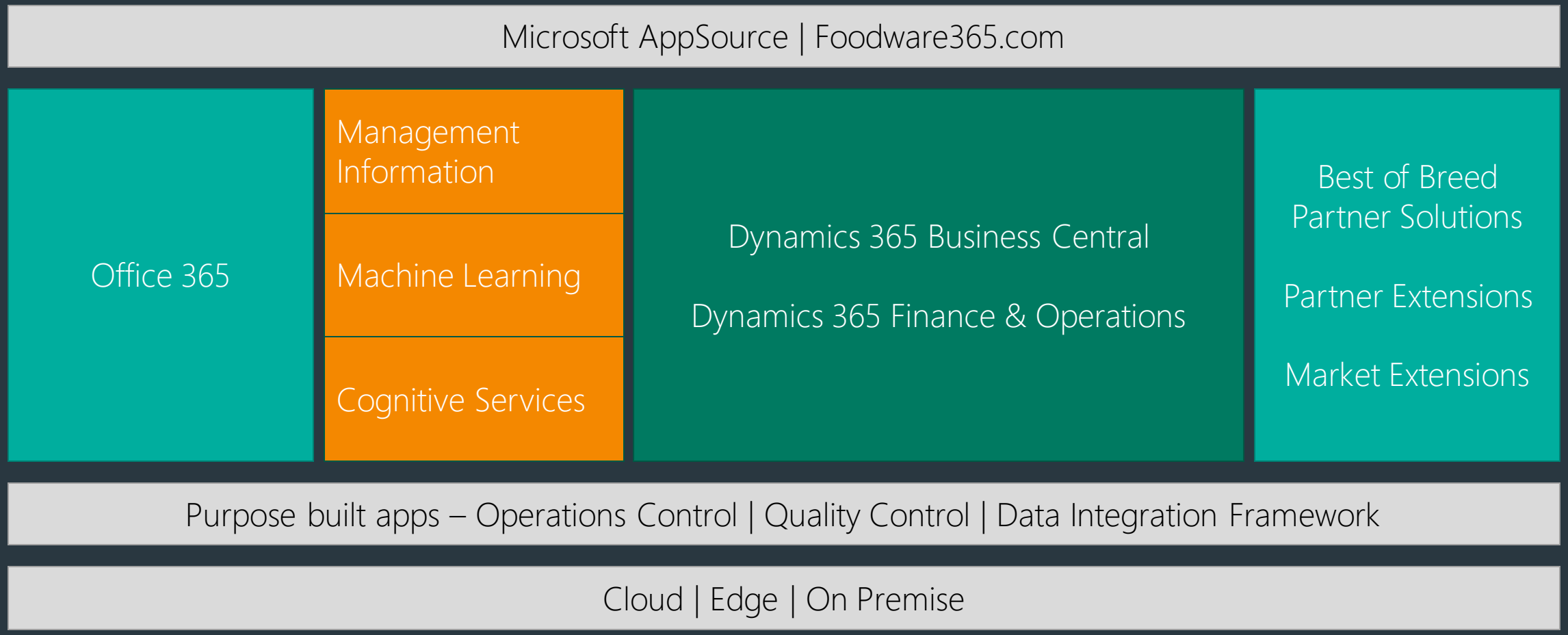
Industry focus & customer needs



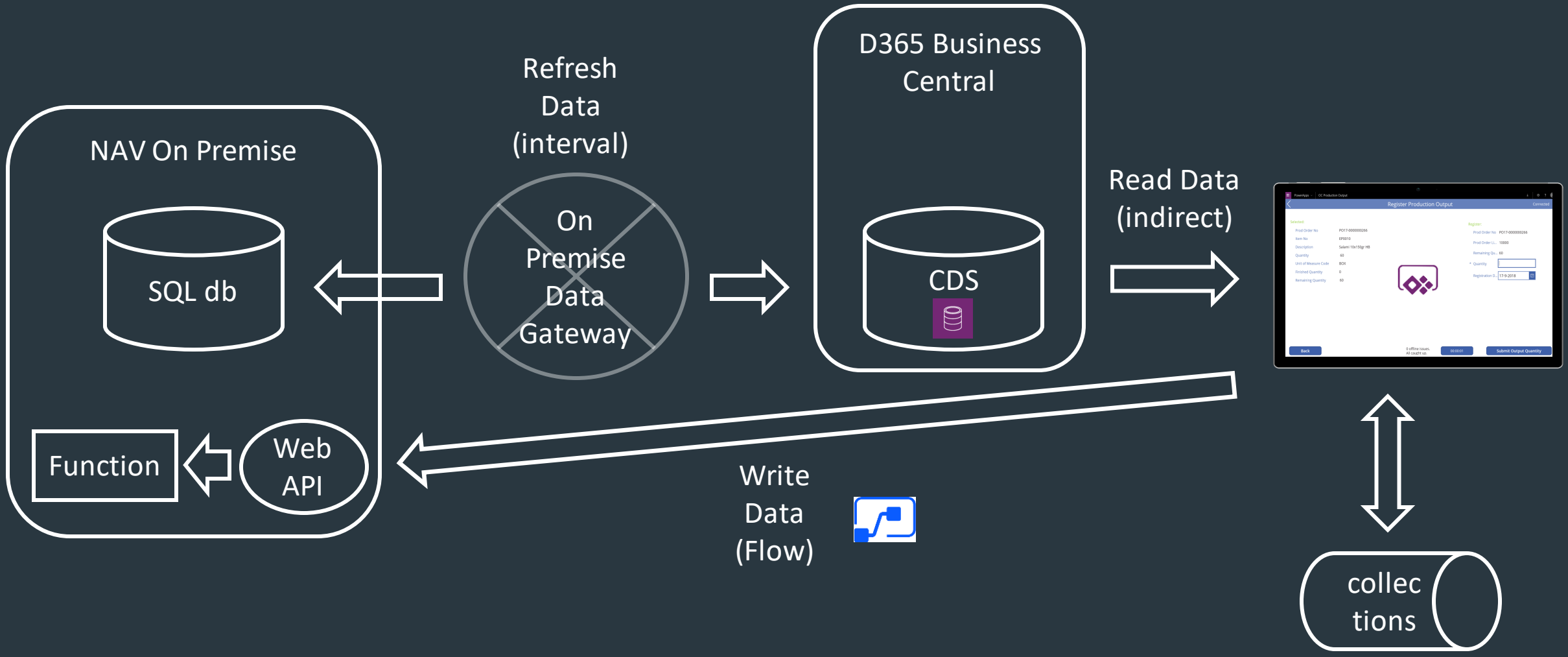
Configuration
Custom extensions

Strategic Volatile functions are captured in function frameworks

Foodware 365 Ecosystem



Purpose Built Apps



CONSIDERATIONS

On Premise ✓

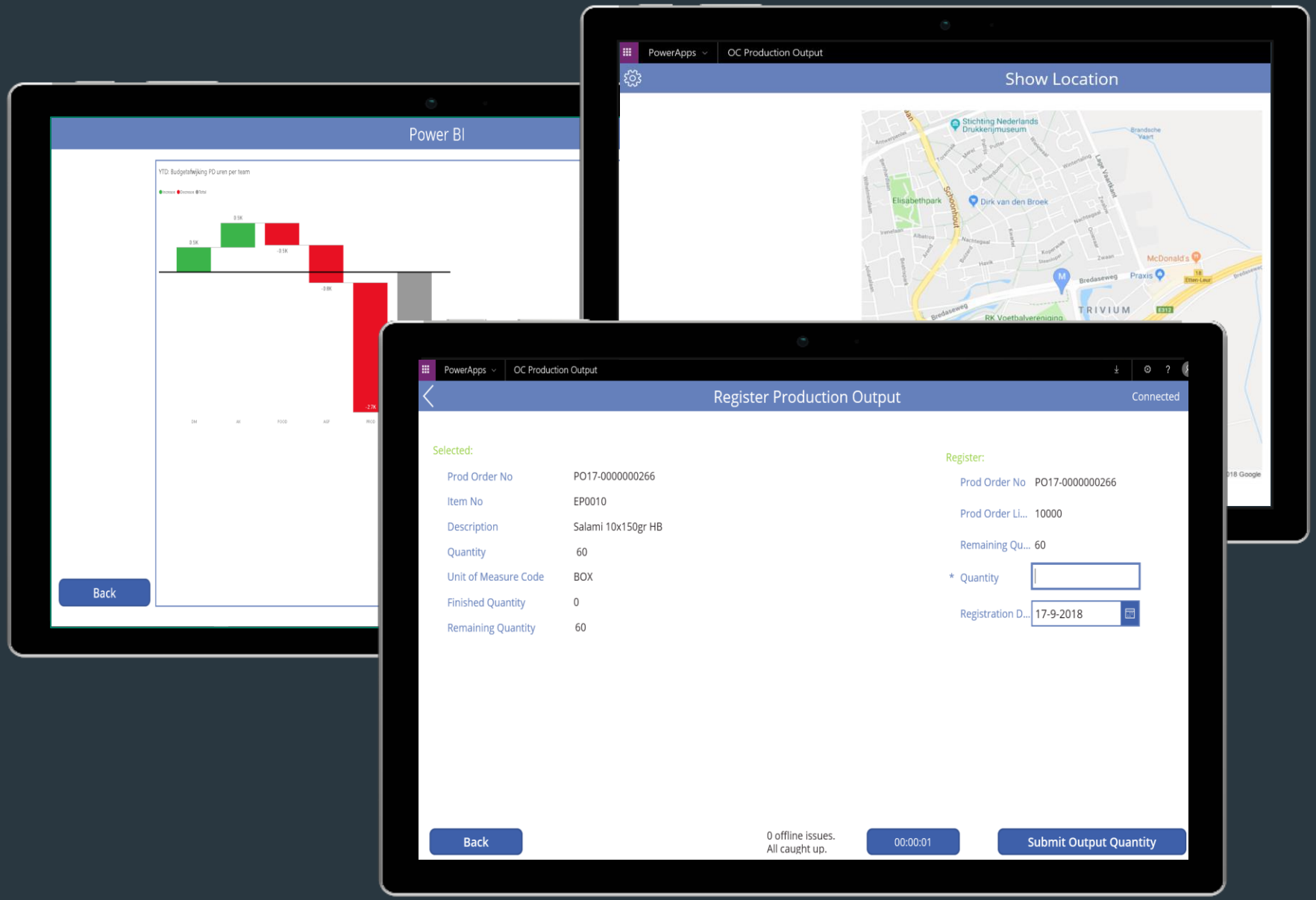
Cloud ✓

CDS ✓

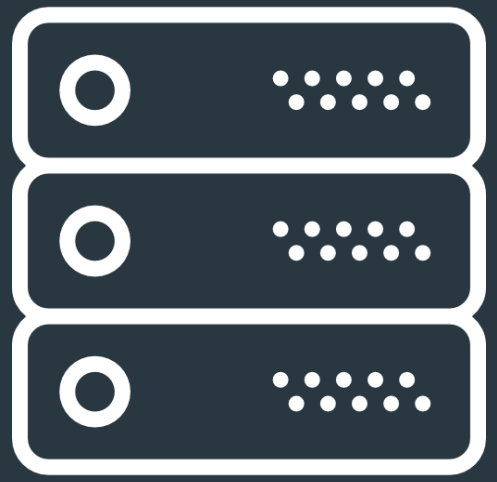
Low code ✓

Offline ✓

Functional ✓



Foodware 365 – Deployment Options



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Project Texel

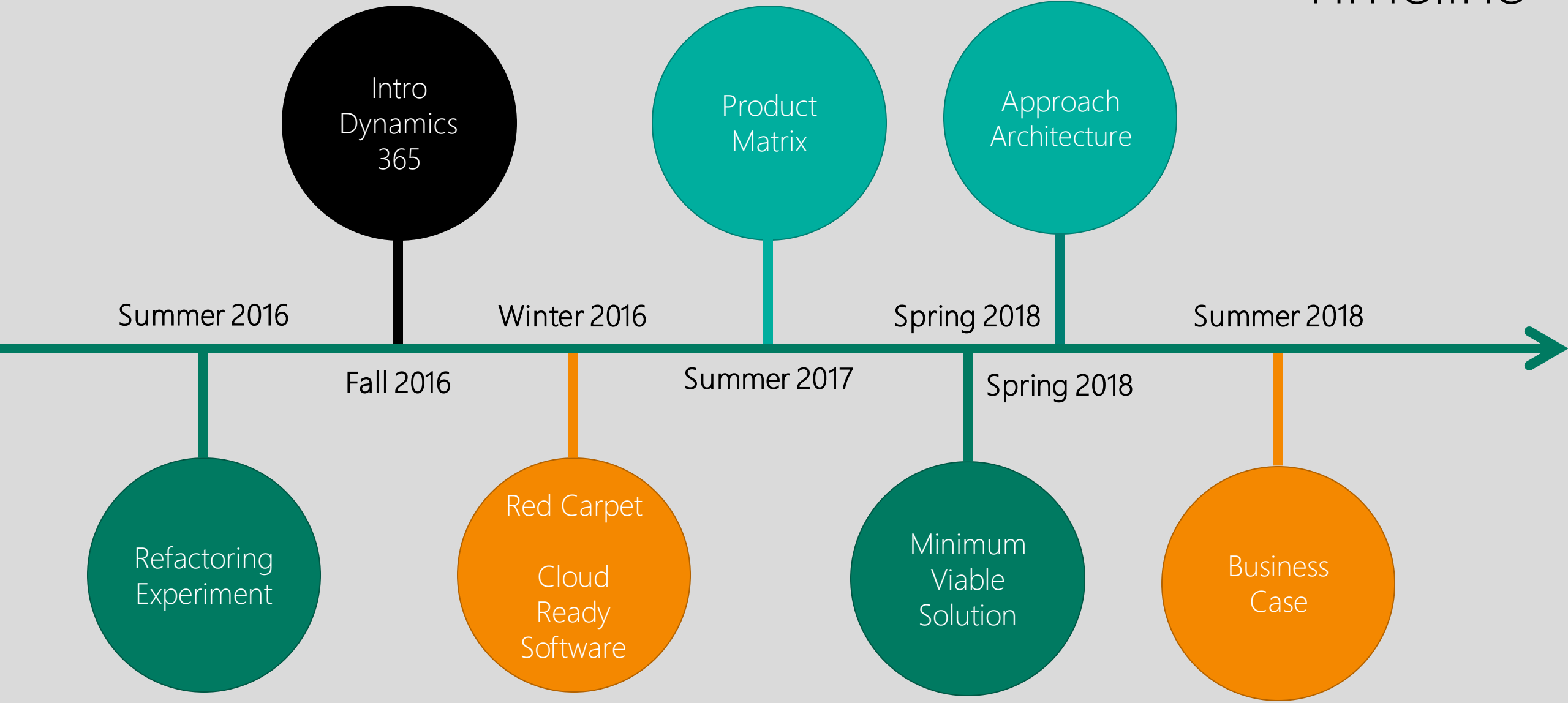
FOODWARE 365

FOODWARE 365

FOODWARE 365

FORWARD IN FOOD

Timeline


Intro
Dynamics
365
Product
Matrix
Approach
Architecture
Summer 2016
Winter 2016
Spring 2018
Summer 2018
Refactoring
Experiment
Fall 2016
Red Carpet
Cloud
Ready
Software
Summer 2017
Spring 2018
Minimum
Viable
Solution
Business
Case

Product Matrix

port Basic
odule

Variable Attributes

Quality Control

Export Module

Purchase pricing

Sales Pricing

bile for
gistics

Customer / Vendor Listing

Packaging

Dynamics 365 Business Central

Conflicts Module

Consignment Result Module

Non Conforma Modul

company

Expiration Management Module

Purchases costs

Sales costs

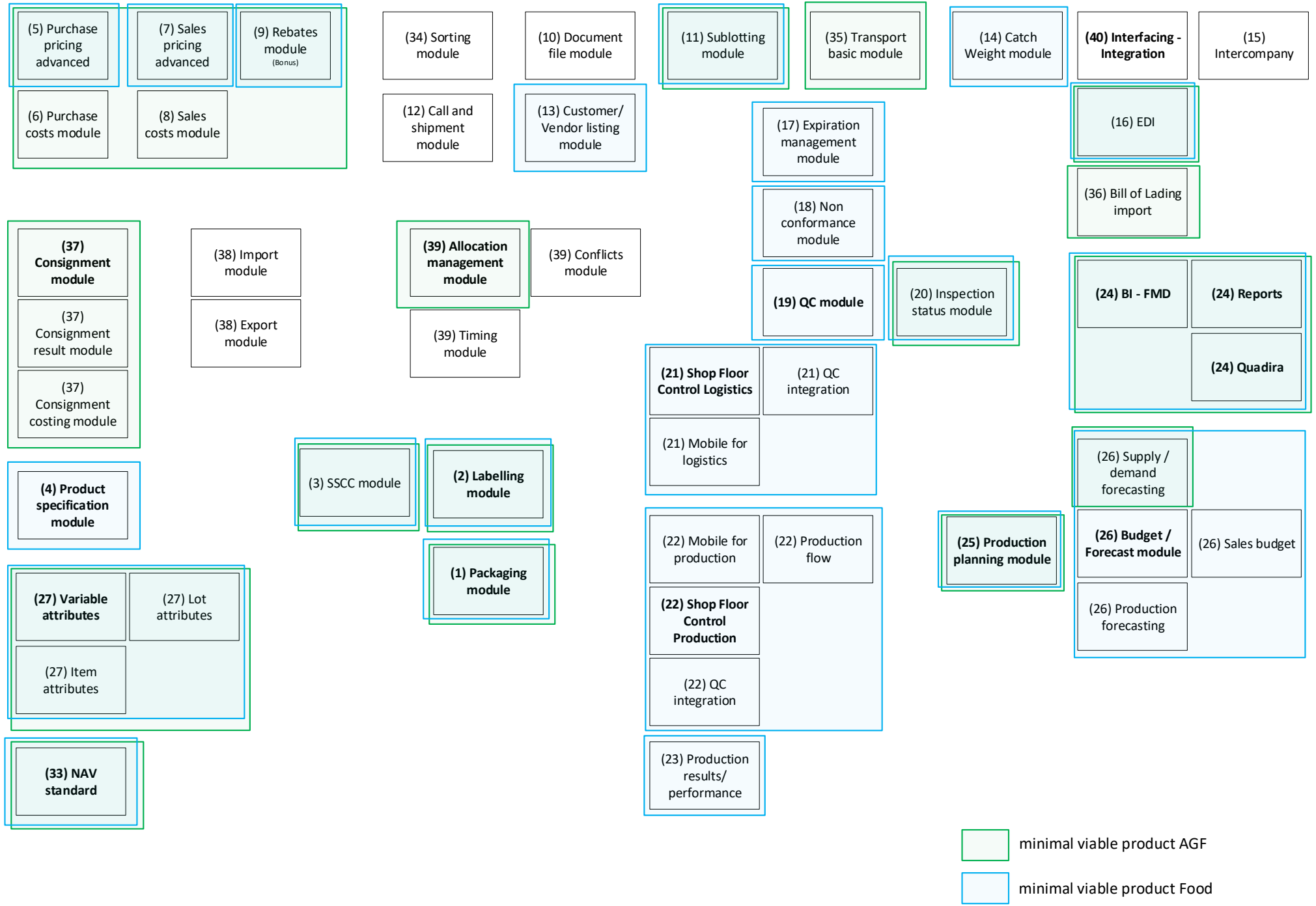
Product Specification

Production Planning

SSCC Module

Sortin

Product Matrix



FOODWARE 365

Minimum Viable Solution

port Basic
odule

Variable Attributes

Quality Control

Export Module

Purchase pricing

Sales Pricing

bile for
gistics

Customer / Vendor Listing

Packaging

Dynamics 365 Business Central

Conflicts Module

Consignment Result Module

Non Conforma Modul

company

Expiration Management Module

Purchases costs

Sales costs

Product Specification

Production Planning

SSCC Module

Sortin

Some Figures

45 modules

1168 requirements

MVS Food: 24 modules

MVS Food: 385 requirements

Time to Market MVS: 1 year

FOODWARE 365

NAV Embedded

FOODWARE 365

DOCUMENTATION

BI / REPORTING / DOCUMENTATION

MVS

FOOD GENERAL
NAV standard & flexibility
Reporting

PRODUCT
Variable attributes
Packaging
Labelling
SSCC

PURCHASE
Purchase pricing
Vendor listing

SALES
Forecasting
Customer listing
Sales pricing advanced
EDI Sales

WAREHOUSE
Shop floor control logistics
Scanning
Transport

QUALITY
Non conformance
Quality check
Expiration management
Sublotting
Inspection status

PRODUCTION
Shop floor control manufacturing
Production planning
Budgeting
Production result

NEXT

FOOD GENERAL
NAV standard & flexibility
Reporting
EDI other (+VMI)

PRODUCT
Packaging advanced
Labelling advanced
SSCC advanced
Product specification

PURCHASE
Purchase pricing advanced

SALES
Programs & blanket orders
Call and shipment module
Customer Listing advanced
Rebates

WAREHOUSE
Catch Weight
Scanning advanced

QUALITY
Expiration Management advanced
Inspection Status advanced

PRODUCTION
Shop floor control manufacturing advanced
Production planning advanced
Budgeting/ Forecasting advanced

CONTINIOUS DELIVERY & SUPPORT

FOOD GENERAL
Document Files

PRODUCT
Master data management

PURCHASE
Vendor listing advanced
Call and receipt module

SALES
Sales pricing advanced

WAREHOUSE
Shop floor control logistics adv.
Pallet administration
WMS base

PRODUCTION
Production result advanced

The Approach

Reference Group

technology management

theta

isatech

Reference Group - Duties

- Input and Feedback on Product Design
- Feedback on Alfa and Beta releases
- Feedback on Documentation
- Names and Numbers
- Time commitment – scheduled conference calls
  - Design validation
  - Alfa and Beta releases
- Be prepared

Lemonbob
www.delcampe.net

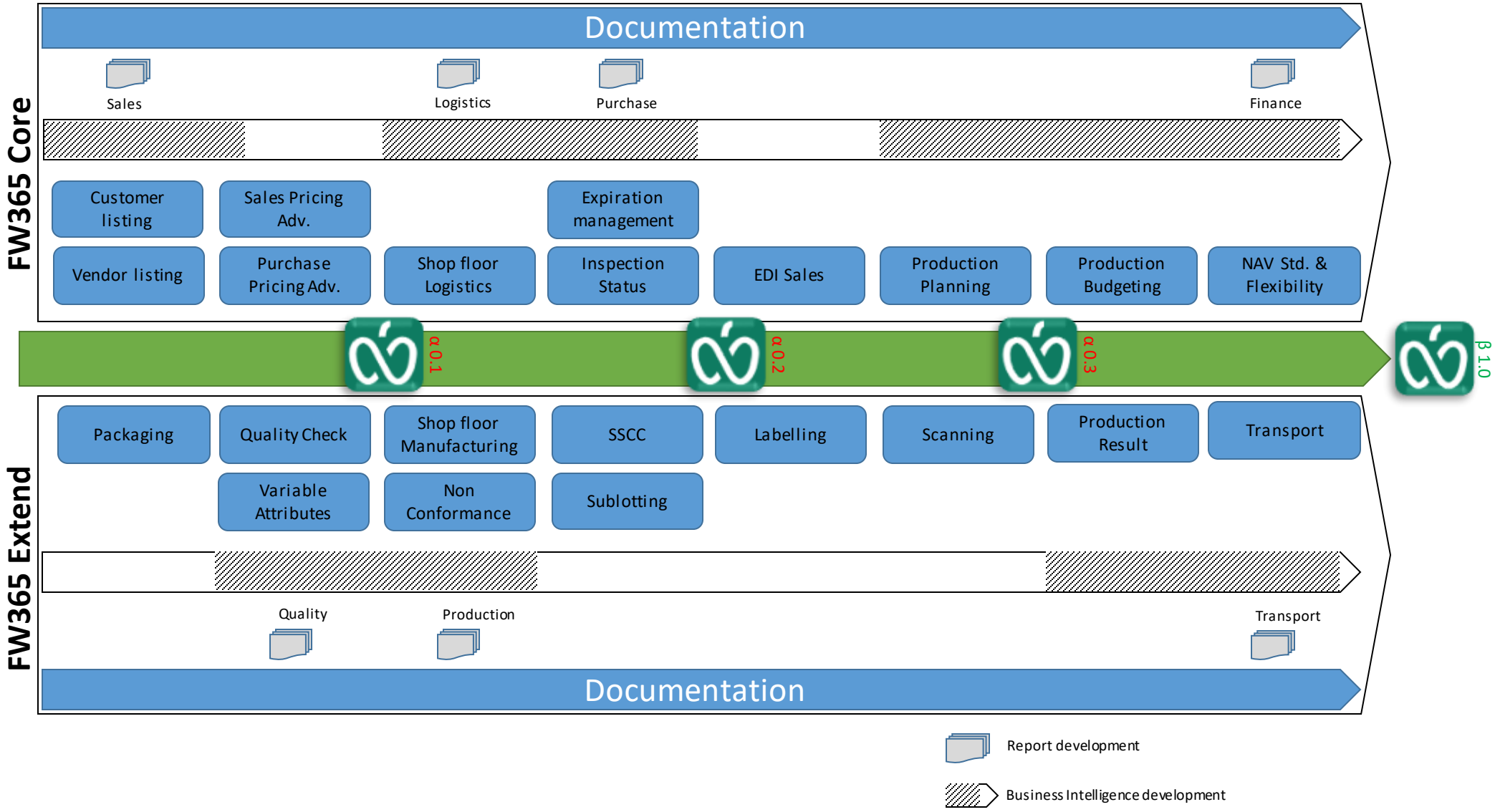
Project Texel

- Two tracks (core & extend)
- Timebox per module
- 3 alpha & 1 beta release
- ETA December 2019
- Four stages

Stages

- 1st De Slufter - “marshy new land“
- 2nd De Koog - “on to the summer“
- 3rd Het Horntje - “port in sight”
- 4th Den Burgh - “final destination”

When, the schedule



Definition of Done

- Process Designs and functional decomposition
- DEVkit, API's
- Test scripts, test plan
- Data install & Migration per extension
- Translation File per extension
- Integration events per extension
- Work instructions
- Release information
- Profiles and Permission sets
- W1 English
- Latest CU
- Demo data set
- Turnkey sandbox environment per partner
- Third party add ons (Continia DC, Tasklet Factory, Quadira AF)

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Interactive session

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We did some research

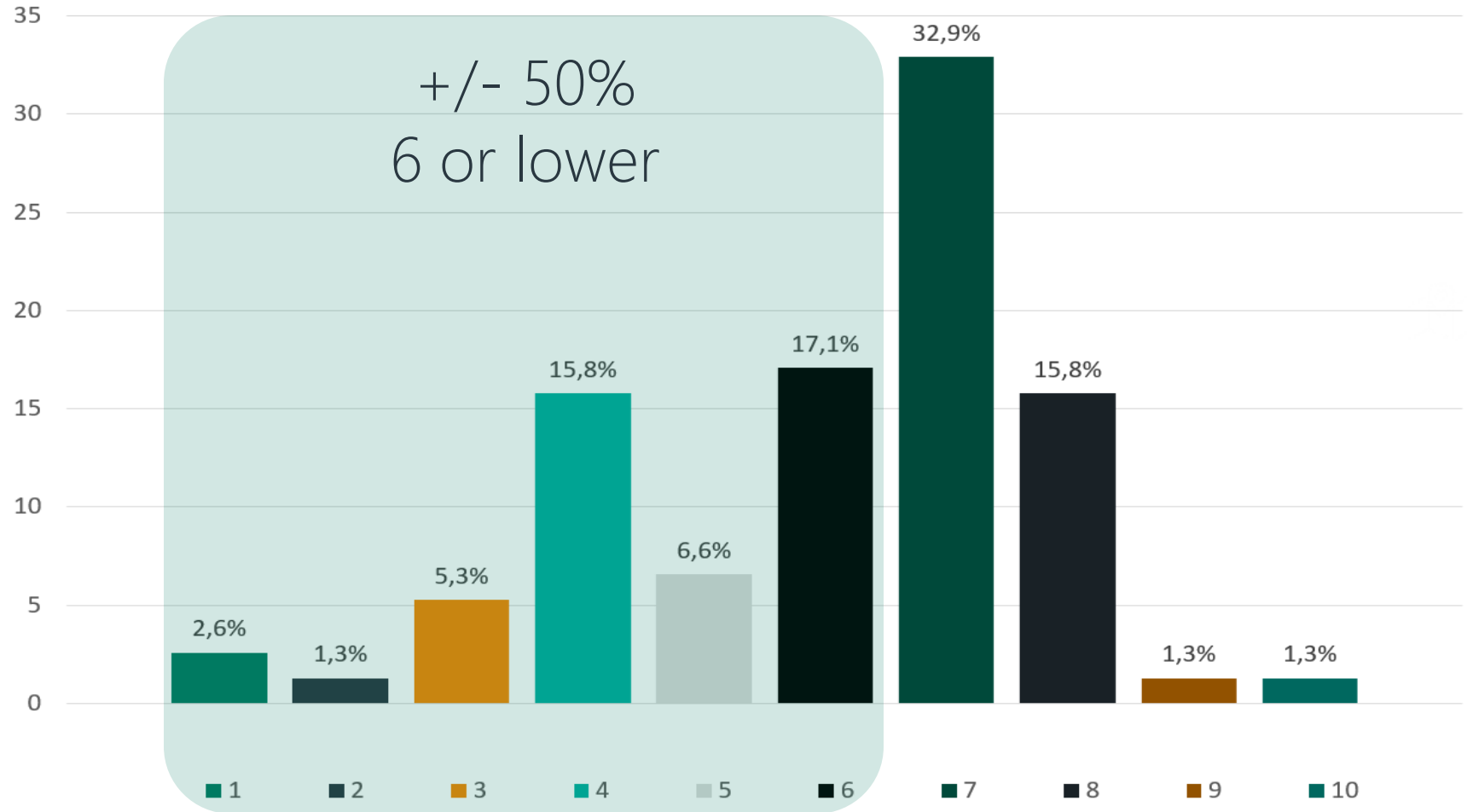
FOODWARE 365

Statement 1

More than 60% of Dutch food companies thinks that their IT-environment does not suite their requirements

FOODWARE 365

Our IT-environment perfectly suits our needs and demands



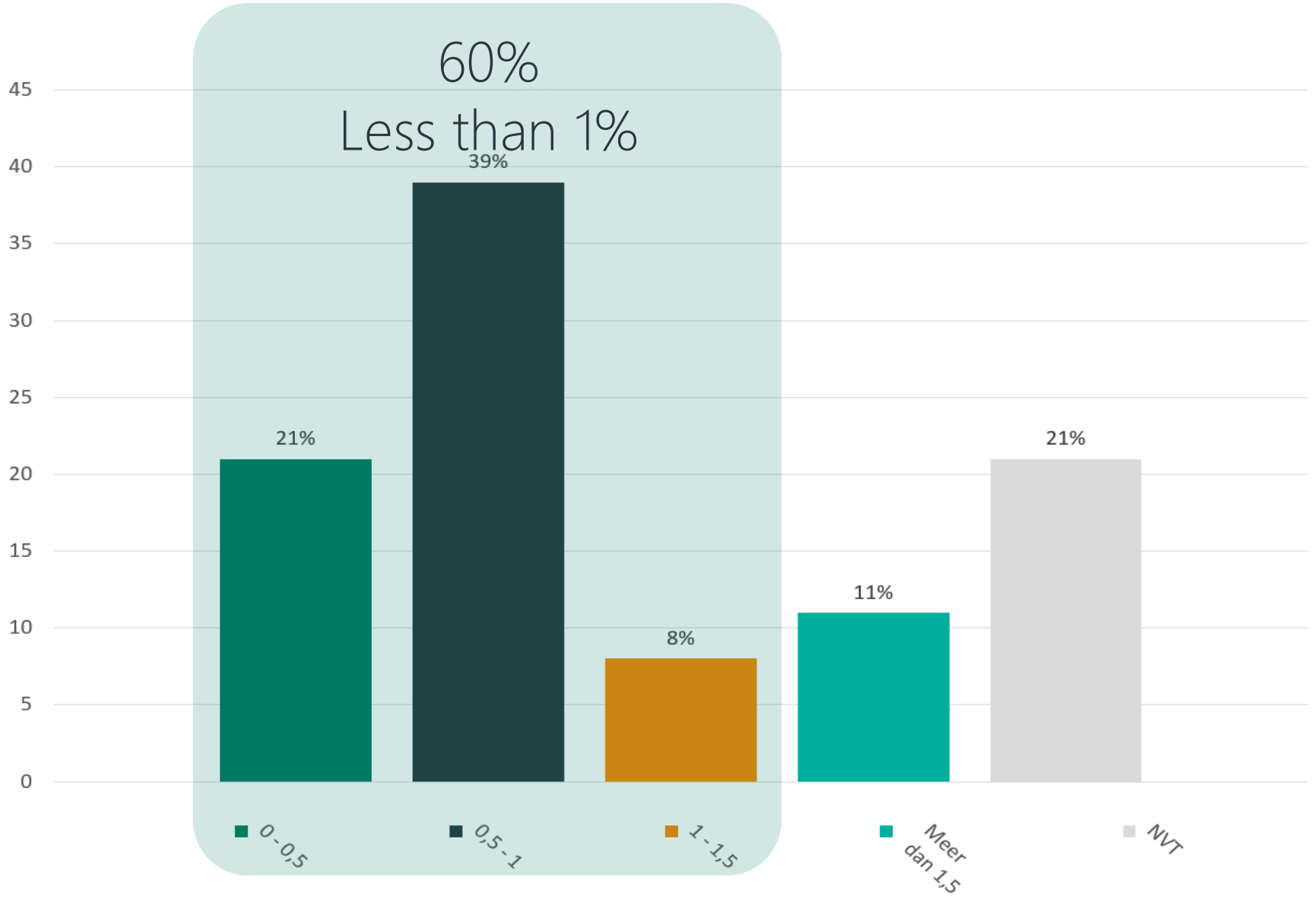
FOODWARE 365

Statement 2

Nobody in the food spends more than 2% of their revenues on IT

FOODWARE 365

How many percent of your revenu is invested in IT?



FOODWARE 365

Statement 2

National average 4,6%

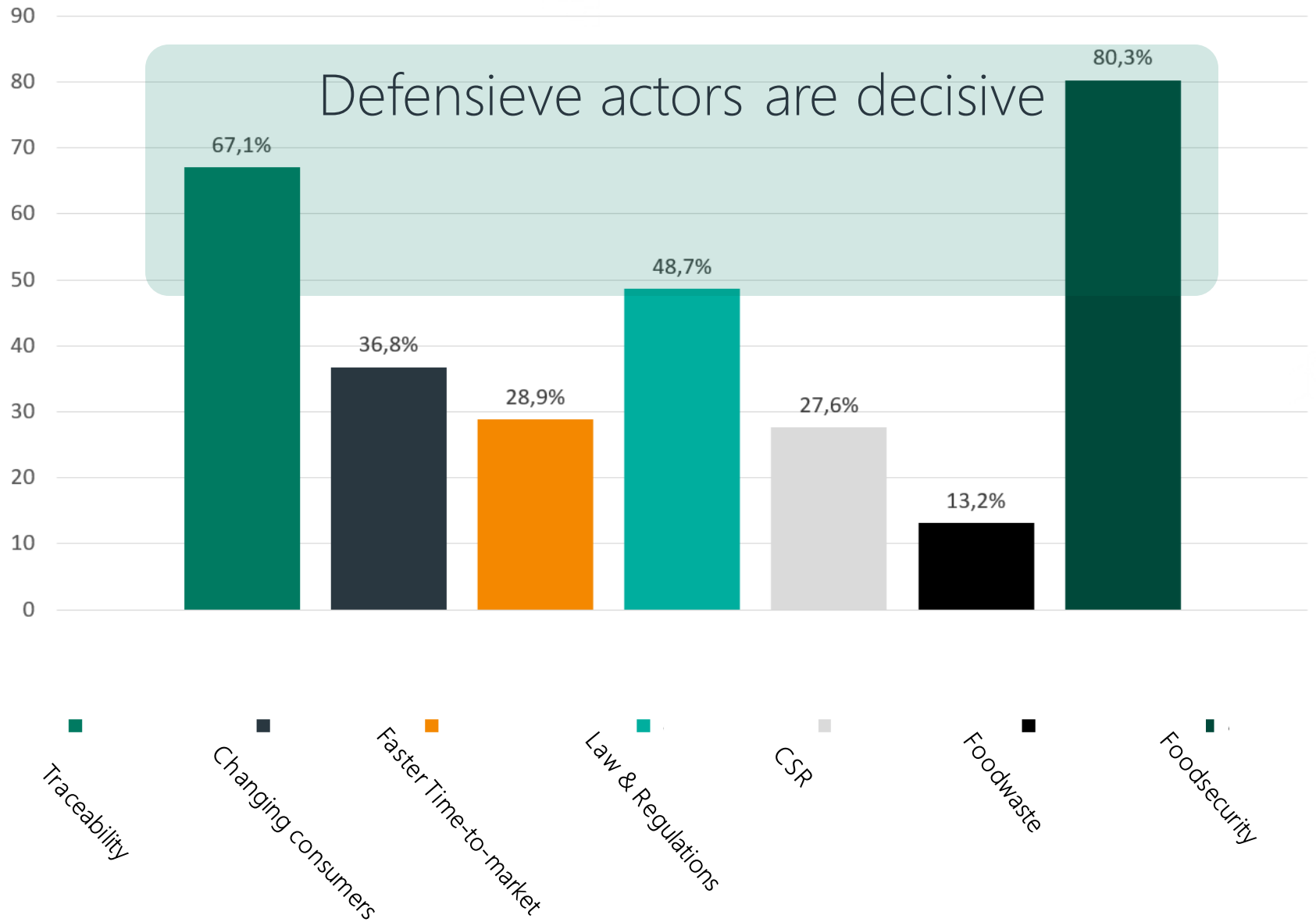
Source: Erasmus Universiteit concurrentie en innovatie monitor 2017

Statement 3

Corporate Social Responsibility is still something for the minority

FOODWARE 365

Name the top 3 social issues that impact your business processes



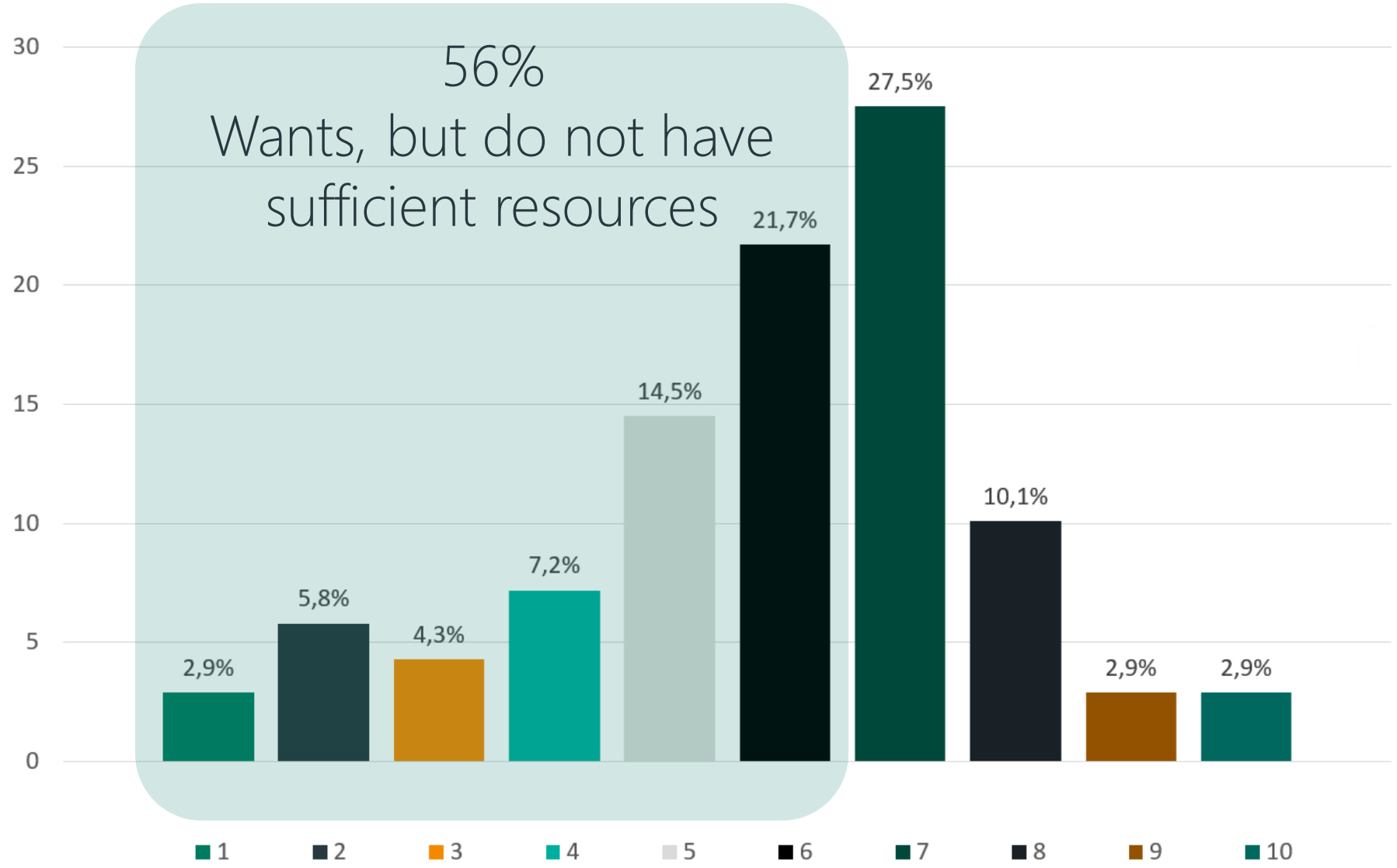
FOODWARE 365

Statement 4

Less than 20% of the food companies think they are ready for the “digital future”

FOODWARE 365

Our organisation is ready for the "digital future"



FOODWARE 365

Statement 5

Despite all focus and investments, still less than 20% is convinced that silo departments have been demolished within their organisation

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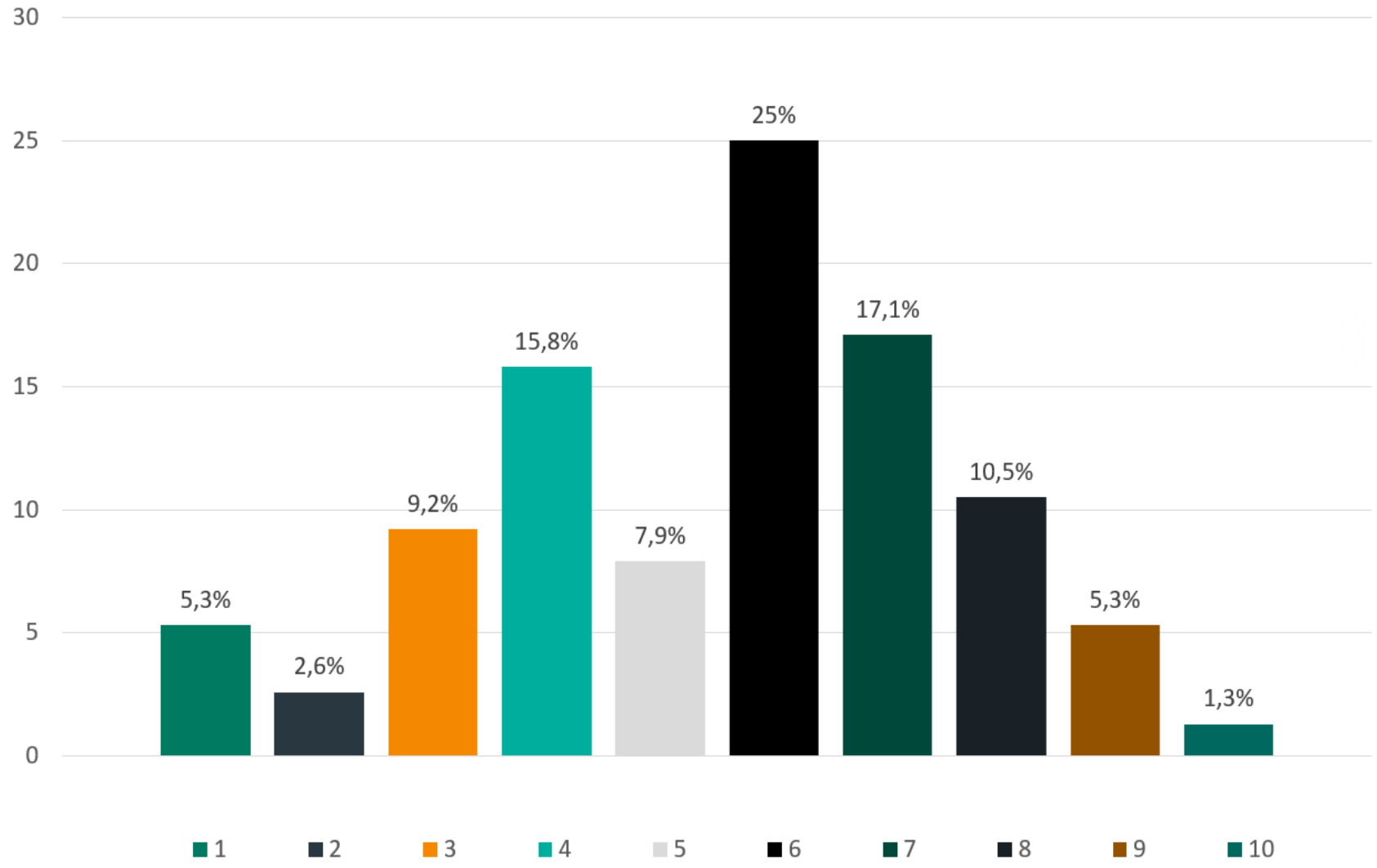
The collaboration between departments is perfect, we do not experience a fragmented organisation



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Marketing Foodware 365

FOODWARE 365

ISV – Not just a product transformation, also a business transformation

FOODWARE 365

"We exist because of product excellence"

"We exist because of the global fit of our products"

"We facilitate and promote a worldwide delivery of the Foodware 365 Ecosystem"

Product Development
Product Marketing
Partner Recruitment & Management
Delivery
Operations
Administration & Finance
Partner Support
ISV

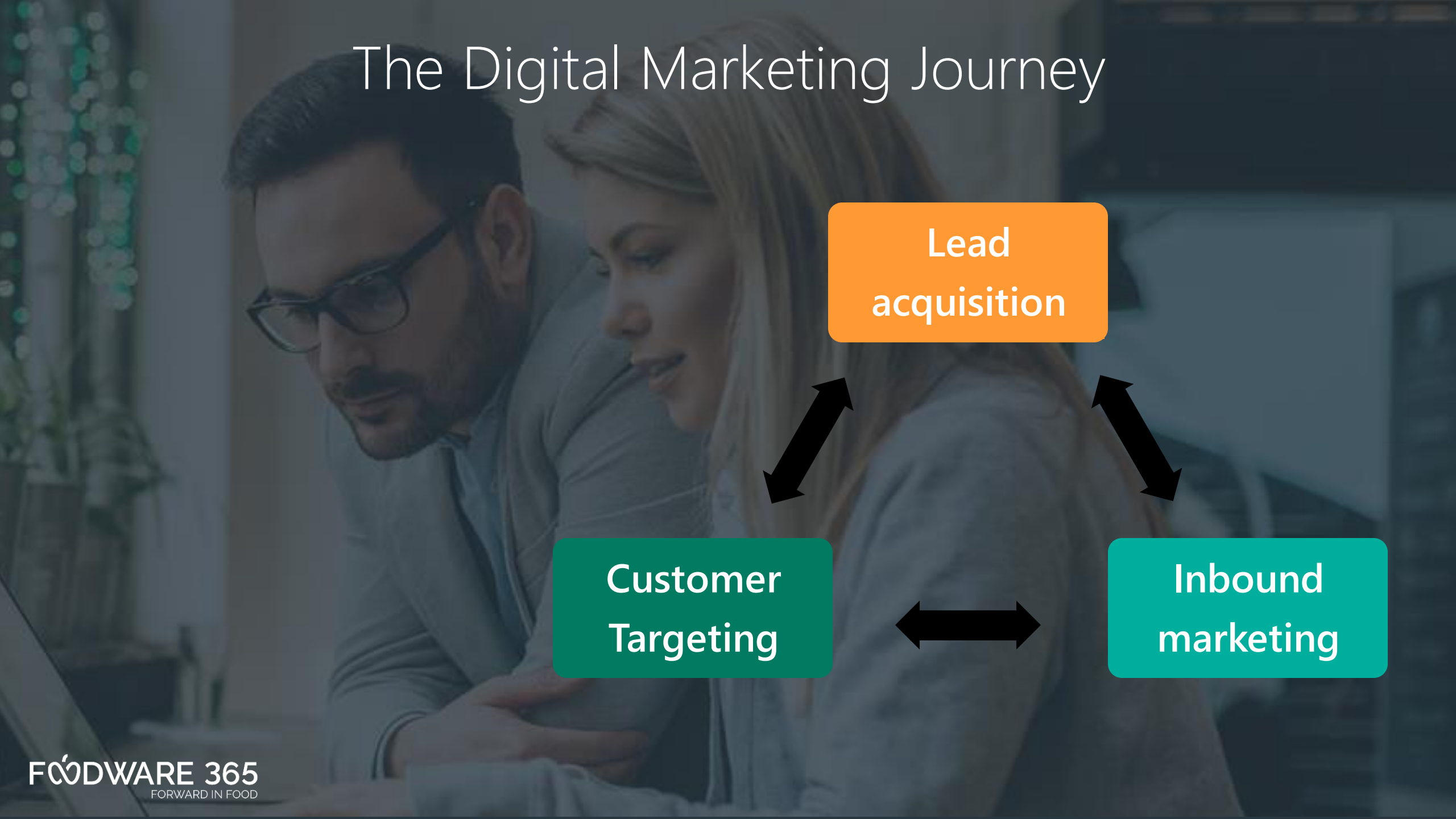
FOODWARE 365

FORWARD IN FOOD

The Team

- Dana Laehu
  - Online Marketing
  - Partner Marketing Support
  - SEO, SEA, etc.
- Lise van den Beemt (starting December 1)
  - Content & Copywriting
- Marisca Dieterman
  - Graphics
- Marlie van Meer
  - Marketing planning
- Robert Emmen
  - Partner Recruitment & Management
  - Inside Sales
- William van Zweeden

The Digital Marketing Journey



FOODWARE 365
FORWARD IN FOOD

The recipe of success for your food

Coming soon!
Partner Portal

Online Blitz session | Updates, releases and roadmaps

Target group: Foodware 365 partners and Schouw Informatisering customers
Language: English

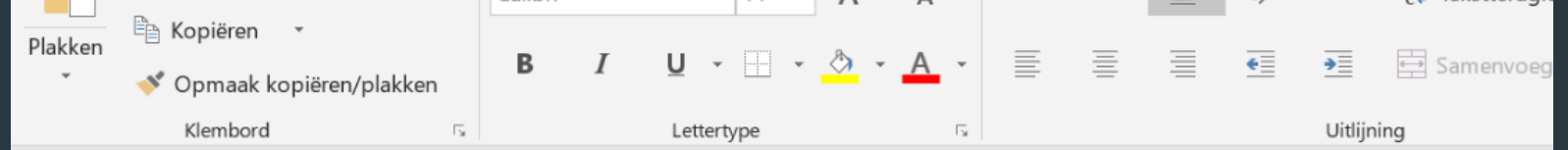
Together with our customers and partners we are currently embarking on an exciting journey forward in food. A new platform, new possibilities and technologies that are accessible to everyone. We call this innovative solution Foodware 365 – a platform based on Microsoft Dynamics 365. We would like to take our customers on a journey through our roadmap and latest updates. During our online Blitz session you will discover where we're currently at and where we will go on futher, together. Sign up below and you'll receive more information about the blitz session.

Date: December 10, 2018 | 5 pm

Online Blitz session | Updates, releases en roadmaps

Monday 10 December 2018

1. Introduction – The Foodware 365 value proposition
2. Foodware 365 powered by Dynamics 365 for Finance & Operations
3. Data Integration Framework
4. Purpose Built Apps
5. Cognitive Services
6. Business Intelligence
7. Foodware 365 powered by Dynamics 365 Business Central



E15 =E12*(1-Partner_Marge)

	A	B	C	D	E
1	Modules	Pricing	Quick Start	Standard	Extended
2	NAV				
3	Standard SAL	26,25	1	1	1
4	Extended Additive SAL	7,50	0	1	1
5	Foodware				
6	Standard SAL	20,00	1	1	1
7	Additive SAL	5,00	0	1	1
8	BI	10,00	0		1
9	Hosting	35,00	1	1	1
10					
11	Kostprijs		81,25	93,75	103,75
12	Verkoopprijs		129,00	159,00	189,00
13	Marge		47,75	65,25	85,25
14			37%	41%	45%
15	Inkoop 3rd party VAR		90,30	111,30	132,30
16	Marge Schouw ISV		9,05	17,55	28,55
17					
18	Patner marge	30%			
19					
20					
21					
22					

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Round-up

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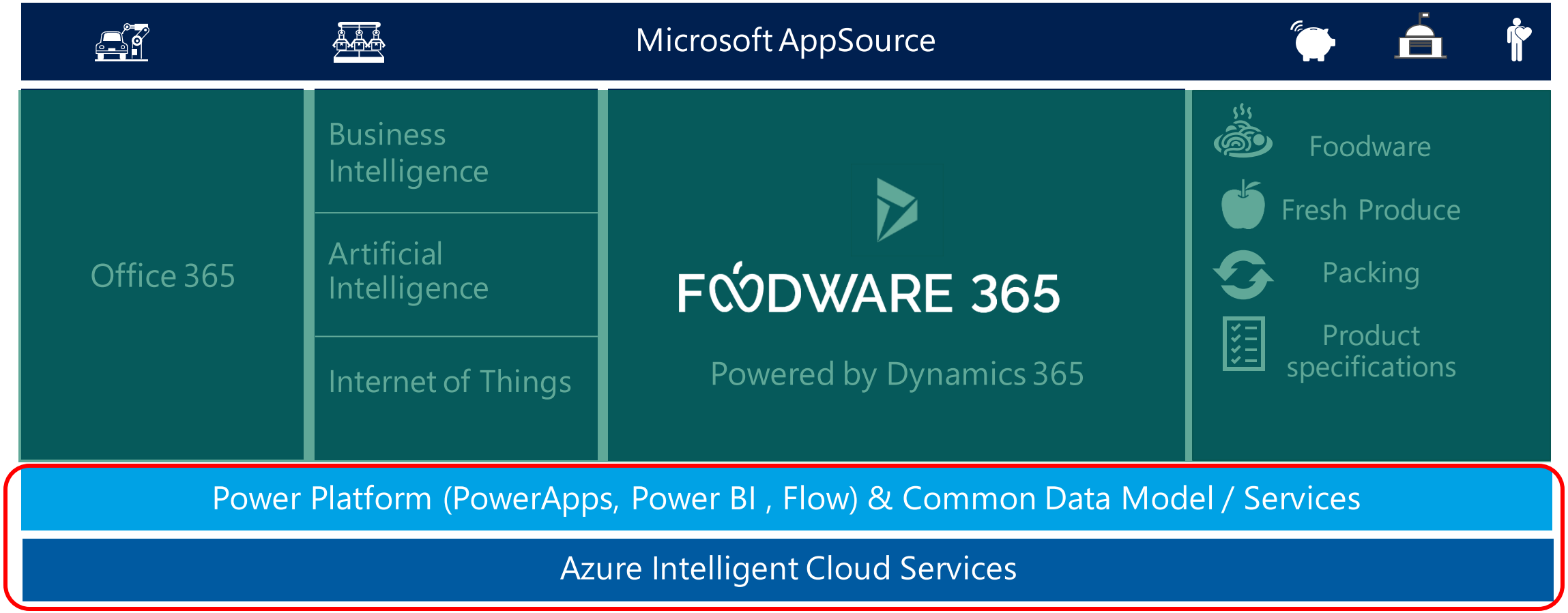
Microsoft Dynamics 365



Lunch

Powered by Microsoft Dynamics 365