

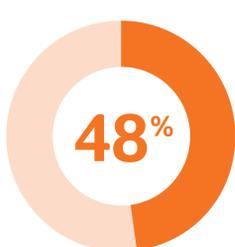
2015 Sage survey: Food and beverage regulatory environment challenges



Sage recently surveyed 324 food-related businesses regarding their biggest challenges.



What are your biggest challenges?



Compliance-related issues

48 percent say compliance is "somewhat" or "extremely" challenging.



Inventory management

29 percent found inventory management "somewhat" or "extremely" challenging.



Integrated accounting

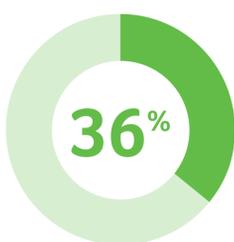
20 percent found integrated accounting "somewhat" or "extremely" challenging.

How prepared are you for FSMA?



FSMA preparedness

63 percent feel somewhat or extremely prepared.



FSMA mandates

Yet 36 percent find FSMA mandates "somewhat" to "extremely" challenging.



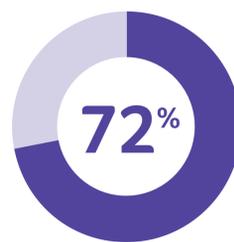
FSMA compliance

50 percent "don't know" how they will comply with FSMA.

Typical FSMA spend:
\$15,000

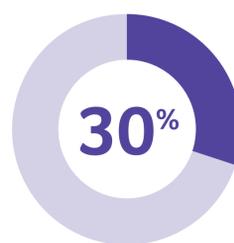


How prepared are you for transparency?



Importance of transparency

72 percent say transparency is "somewhat" or "extremely" important to their customers.



Current transparency

Yet 30 percent say their company is less than "somewhat" transparent.



Transparency challenges

58 percent are facing "somewhat" to "extremely" challenging transparency issues.

Typical transparency spend:
\$15,000-\$20,000



Sage recommendations:



Compliance

Utilize a business management solution that provides end-to-end ingredient and product tracking throughout the manufacturing and distribution process with quick access to data.



Inventory management

Simplifying inventory forecasting and automating inventory management with advanced software functionality and tracking tools, such as bar coding or RFID, must be an important functionality requirement of your technology investment.



FSMA

Meet FSMA requirements by tracking preventative and reactive measures, managing recalls, and enabling creation of plans and reactions to reduce and respond quickly to future incidents with a modern business management solution.



Transparency

Increase transparency with better management of record sharing, supplier verification, and product tracking upstream and downstream of the supply chain with a modern ERP.