



Prime is a complete ERP solution for food distributors that will help streamline inventory, quickly create orders, and improve customer communications.

With Prime you will be able to manage sales margin, improve workflow throughout the company, buy and proactively sell the right products to your customers, while utilizing the advanced business information and built in dashboards to manage your entire business from one view.



Improve your entire order- to customer-to-cash cycle, with efficiencies gained through functionality built specifically for the needs of food distributors.

Our modern Cloud distribution business software provides real-time, organization-wide inventory data that lets you create proactive, responsive replenishment operations and minimize inventory costs. Experience better decision-making with more timely and accurate financial data through a core set of financial applications, fully integrated with customer management and operational software for distributors.

## PRIME BENEFITS



**Minimize Costs and Improve Customer Satisfaction:** Efficiently manage distribution processes with real-time visibility of available inventory, inventory in transit, reorder quantities, and inventory costs. Minimize inventory and costs; optimize quoting, acceptance, entry, and fulfillment processes.

**Reduce Order Times:** Eliminate delays through automated sales order processing and route delivery generation. Set rules to manage multiple warehouses, returns, credit limits, drop shipments, and more. Automatically calculate catch weight for any inventory item with varied units of measure. Enter numerous line items quickly using your keyboard.

**Know Where Your Business Is:** Ensure a steady supply of stock by optimizing and automating your purchasing process and enable vendor rebates for a true picture of your earned income.

**Know Your True Costs:** Determine real-time profitability by warehouse, product line, location, or business unit. Use real-time information to control costs across the entire supply chain.

**Business Intelligence & Advanced Analytics:** With integrated Microsoft Power BI analytics, you have a single view of all of your most critical business data. Monitor the health of your business using a live dashboard with rich, configurable, interactive reports. See any data, anywhere, anytime with native Mobile apps.



# Why Prime for Food Distribution?

Prime builds on the industry leading cloud ERP platform of Acumatica to address the unique needs of food distributors, including:



## Catch Weight

Since weight and quantities vary tremendously, a food distribution program needs the ability to track the weights of products throughout the delivery and distributor cycle and tie those to the ordering and accounting systems. Prime gives you the ability to use different measures for an inventory item. This is done by adding a conversion table to any inventory/stock item record in Acumatica. This conversion can then be pushed through sales order and purchase orders, released to inventory, and ultimately to shipment. This gives you the ability to quickly and easily stock by piece and price by weight.

## Mobile

The Acumatica app gives any full access to Prime from any device, so that your people can be equipped with the ability to view and edit data wherever your business takes them, whether it's in the office, on the warehouse floor, capturing customer signatures verifying delivery, or meeting with potential new customers.

## Route Management

With our Route Management capabilities, you can create routes that consist of one or more trips. A trip includes the trip day of the week, the trip expected start time and the trip order cut-off day of week and time. Every customer within the system will then be assigned a Route. When entering an order, the system will select the next available trip for that order based on trip order cut-off day and times. The selected trip will automatically set the ship date for the date of the next available trip and will automatically update orders placed after the cut-off time with the appropriate ship date.

## Order Entry - 360° View

Streamline the order process with an Order Entry screen that contains all the information necessary for anyone speaking to a buyer, chef, etc. to make the sale within a single screen, including:

- Complete customer information including a customer aging summary with the ability to drill down into invoices.

- Order information including the total quantity, weight price, cost, gross profit and gross profit percentage

- Item information such as quantity available, last sales quantity, price and date, current price, average cost, gross profit and gross profit percentage

- Pricing data that covers the current price, last sale price, contract price (with the ability to add any new price to the contract price), or manually updated price by gross profit percentage



## Warehouse Management

Prime software is interfaced with a recognizable name in foodservice, BFC's Dakota WMS. BFC provides advanced selection and warehouse management tools using voice or scanning and enables full FSMA compliance with their built in production control module. Reducing errors, eliminating checkers, saving on overtime and improving customer service. Built specifically for foodservice the combination of Dakota and Acumatica are a powerful solution in any foodservice warehouse.