

**You cannot achieve consistency of quality and innovation throughout your Cosmetic or Personal Care manufacturing organization without everyone having access to the same data, at the same time.** The only tool that can deliver that “single version of the truth” is a comprehensive, entirely integrated, ERP SOLUTION. BatchMaster Manufacturing for SAP Business One was designed from the inside-out, using all SAP Business One facilities and adding-in the unique capabilities that have made BatchMaster a market leader in process manufacturing for over two decades. BatchMaster Software has developed unrivaled Food & Beverage expertise over its long and successful history. For those Small to Medium Food and Beverage Enterprises that want an SAP-based solution, BatchMaster Manufacturing for SAP Business One is the definitive answer.

Who at a Cosmetics or Personal Care process manufacturer would use BatchMaster Manufacturing for Business One? Virtually every person who must access the company's central data base, either to enter information or to extract information, to make day-to-day and strategic decisions. What does BatchMaster Manufacturing for Business One have to contribute at each stage of the business?



### Demand Development and Customer Retention - Sales & Marketing

Any established business already has customers and a portfolio of offerings and the capacity to develop more, as the market requires. So first we concern ourselves with demand creation and customer service and retention - the front end of your business funnel. BatchMaster Manufacturing for SAP Business One offers a complete set of tools, facilities, workflows and procedures to address this business-building set of functions.

- Pipeline management
- Customer contact and activity management
- Sales quotations and orders
- Customer and vendor catalogues
- Price lists and special pricing
- Forecasting
- Invoices and credits
- Service contract management
- Service-call management

### Product Development - Lab & Formulation

The onus is upon your expert staff in the company's kitchens and labs to take the input from sales, customers and even competitors to INNOVATE improvements to current products, and development of entirely new products:

- On-screen product development
- Definable ingredients and specifications
- Definable formula properties
- Qualification of sources for ingredients and packaging
- Comprehensive formula management
- Multi-level formulations
- Version control with rollback
- Unlimited Unit of Measure conversions
- Easy material substitutions... and more

### Operations - Production, Planning & Purchasing

Operations schedules your company's capacity with advanced planning tools and coordinates with R&D and Purchasing for materials required to meet your scheduled commitments and keep your business “humming” to generate revenue and profits:

- Bill of Materials with Formula and Packaging
- Production of finished goods and intermediates
- Mix, Fill or Assemble
- Forecasting
- MRP and Master Production Scheduling
- Batch Management & Lot Tracking
- Full Traceability for instant Lot Recall
- Compliance reports (e.g., HACCP, FDA, USDA, 21CFR Part 11, Bio-Terrorism Act, **DSHEA**)
- Purchase orders
- Materials receipts and returns
- Inventory management & valuation
- Lot strength and potency
- Allergen management

Sales Invoice and Receipt in one step. Match Vendor Invoices to PO & Receipts

Integrate CRM to:

- Sales
- Prospects
- Leads
- Vendors
- Access via the Web

Independent Packaging Bill-of-Materials, multiple outputs per batch

Design new products on the basis of Raw Material Properties or Cost

Alternate or Substitute Inventory Items

Complete Traceability of Lots using:

- Internal Lot Number
- Supplier Lot Number
- Expiration Date
- Quarantine Date
- Item Key
- Lot Attributes
- Location
- Quality Control Results

- Co-products and bi-products management
- Shelf life management
- Stock and warehouse transactions
- Mobile Inventory transaction recording

## Quality Assurance and Control - An Organizational Imperative

The Primary metrics for "quality" in operations are built into industry-standard compliance reports which are customarily delivered up and down the supply chain:

### Quality Assurance for R&D

- Acceptance testing and materials quarantine
- Parameter testing and reporting on materials and experimental and modified formulations (material substitutions)

### QA for Operations- In Process and Finished Goods Testing

- Materials and packaging acceptance testing before release
- **Sampling or continuous production testing both in-process or finished goods after fill**
- **Presale testing**
- **Sampling or complete testing of inventory**
- **QC Item History Report** providing a list of past QC tests for a specified range of items
- Bio-Terrorism Act Compliance
- **Dietary Supplement Health and Education Act (DSHEA) Compliance**
- Hazard Analysis and Critical Control Points ("HACCP") Support
- cGMP Compliance with SOPs accessible for video, audio and written instructions
- Global compliance standards support with related labeling

### Quality Assurance for Finance and Administration

- Sarbanes-Oxley Compliance
- Support for special compliance reports, ad hoc

## Accounting & Finance - Measuring the Metrics of Success

Your company's business and financial managers must keep careful measure of the enterprise's ongoing operations in every department and relate disparate data to support tactical and even strategic decision-making to keep the business driving ahead, in the center lane, with as much velocity as can be managed:

- Costing for materials, labor, overhead and production process losses
- General ledger and journal entries
- Cost accounting
- Budgeting
- Banking
- Payment processing
- Financial reporting and financial statements
- Sales tax and VAT
- Multicurrency
- "Drag and relate," drill down to underlying transactions
- Alerts

BatchMaster Manufacturing for SAP Business One offers you the opportunity to upgrade and integrate the entire breadth of functions - what makes you YOU - in a single, powerful framework that can grow and evolve with the business. BatchMaster Software staff members are prepared to guide you through a "Discovery" process where you can learn more about BatchMaster Manufacturing for Business One and where our staff can come to understand your company's very specific requirements. From there, we can converge on the ideal solution, one that will endure as have BatchMaster Software and SAP for three decades and more.

For more information about BatchMaster Software, and BatchMaster Manufacturing for SAP Business One, contact [sales@batchmaster.com](mailto:sales@batchmaster.com) or 949-583-1646.

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Fully DSHEA-compliant:

- HACCP
- Reporting
- Labeling
- Audit Trails
- Testing
- cGMP

- Real-time Accounting
- Drill down to transaction detail.
- Re-allocate Revenue & Costs.
- Recurring transactions