



# From Field to Fork

How to Simplify Your Data Challenges Using a PLM

# Agenda

01

Introduction

02

Challenge #1:  
Managing Supplier Information

03

Challenge #2:  
Internal Communication & Specification Management

04

Challenge #3:  
Lack of Repeatable Workflows

05

SpecPage:  
Your Solution to the Product Lifecycle

06

Q&A

# The Revalize Difference



SpecPage  
from  revalize



# Our Food & Beverage PLM Experts



**Jonathan Cotten**

Food and Beverage  
Solutions Expert

- 20 years of experience in SaaS technology
- Last 5 years driving digital transformation in the F&B industry
- Studied at Blinn College and University of North Texas; certified in Data Visualization




**Eli Gates**

Food and Beverage  
Solutions Engineer

- Background in process improvement consulting in F&B industry
- Specializes in automating product development, data management, and optimization processes
- Bachelor's degree in Mechanical Engineering from University of Connecticut, with a concentration in design and manufacturing



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# Challenge #1: Managing Supplier Information



# Challenge #1

## Managing Supplier Information

- Today your suppliers are required to share the following information:
  - ✓ Nutritional values
  - ✓ Allergen
  - ✓ Ingredients
  - ✓ Documents & certificates
  - ✓ Logistic data
- Over 50% of initial email requests regarding raw ingredients go unanswered
- Time consuming administrative tasks
- Compliance certificates are stored in random locations (inboxes, SharePoint, workbooks, etc.)



# Simplify Information Exchange

## With Your Suppliers

- Facilitates communication between business partners
- Manages documentation: preparation, sending, receiving, sorting, approval, versioning, validity checking
- Minimizes email and paper communication
- Optimizes processes
- Speeds up workflows
- Reduces manual work



Issuer



Supplier



# What Do Our Customers Say?

Amount of raw goods	2,600
Amount of suppliers	1,050
Rate to request spec	every 2 years
Hourly rate for employee	\$ 85
Requesting Specifications	4,600 hrs

**3 times  
faster with  
the Supplier's  
Guide!**

Requesting Specifications with <b>Supplier's Guide</b>	<b>1,500 hrs</b>
Subscription Costs / Year	\$ 53,600
<b>Return on Investment</b>	<b>2.5 months</b>

**Break Even  
after 2½ months!**





# Challenge #2

## Internal Collaboration & Specification Management



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### Supplier Data

- Ingredients
- Nutritive values
- Allergens
- Vitamins
- Minerals
- Status
- Other parameters

### R&D Data

- Recipe formulations
- Suppliers
- Lab data
- Documents
- Change Information

### Declaration Data

- Nutrition fact panels
- Ingredient lists
- Allergen statements
- GDSN publications

## Challenge #2

### Internal Collaboration & Specification Management

- Siloed data solutions
- Lack of data ownership
- Zero visibility of specification changes
- Lack of version control
- Slower time to market

**SILOED** File Storage



# Centralize Your Data

Through a PLM To Be an Effective Producer

Master Data  
Management

Recipe  
Management

Declaration +  
Specification  
Management

Project  
Management

## Ensure

- Version control of documents
- Flexible workflows and automations
- Workflow-based inspection plans
- Audit trail and release management
- Role based dashboards
- Change Management control

**Single Source  
of Truth**



SUPPLIER DATA

R&D DATA

DECLARATION DATA



# What Do Our Customers Say?



“Thanks to SpecPDM, we now have a central system for all product data. The workflows throughout our division have also been simplified and improved. As a result, we are developing our products more efficiently and have eliminated laborious paperwork.”

Anette Zetterquist  
Taste Development Specialist at Santa Maria




# Challenge #3

## Lack of Repeatable Workflows



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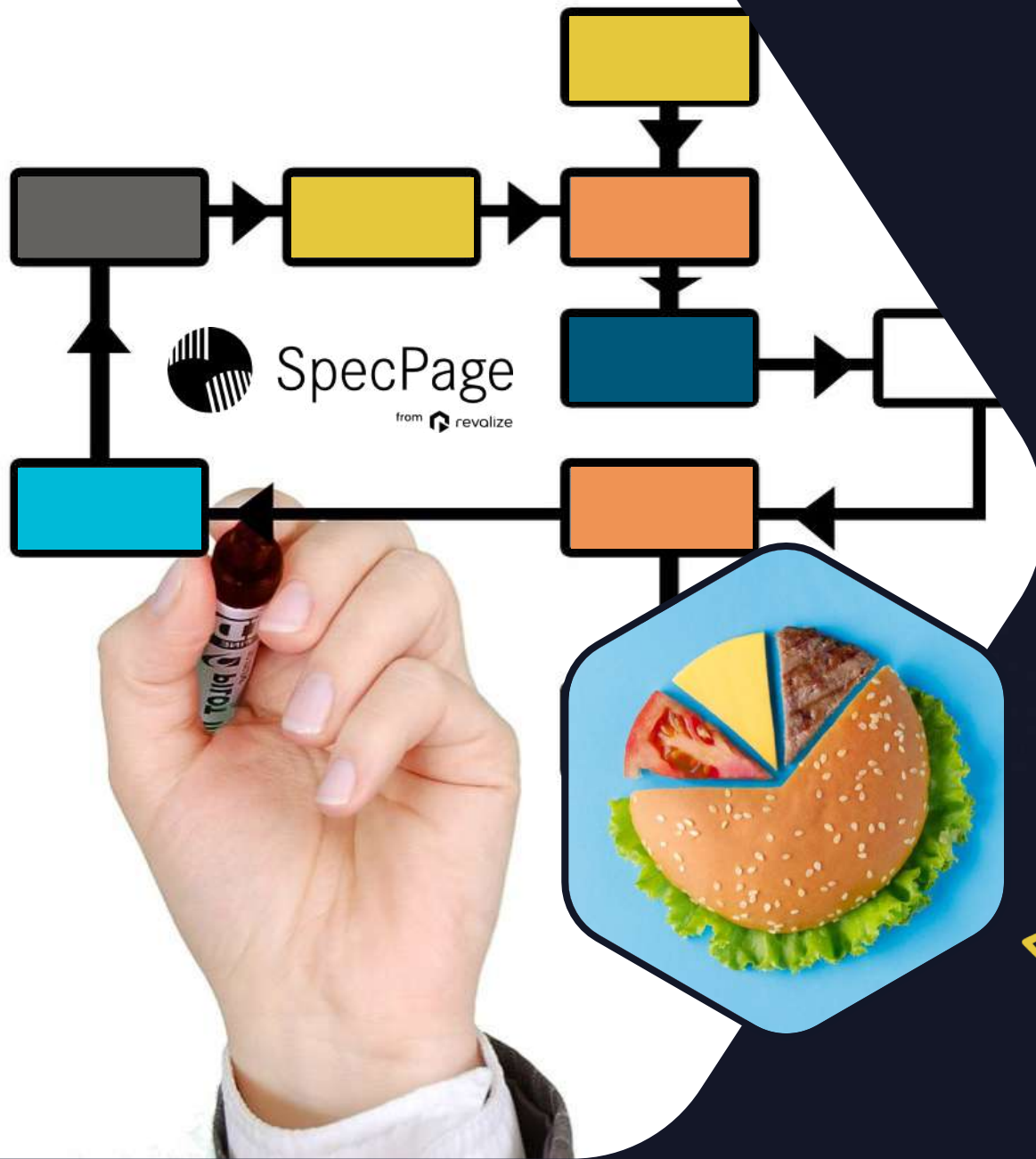
# Challenge #3

## Lack of Repeatable Workflows

- No project visibility
- Lack of accountability
- Delayed specification approvals
- Difficulty identifying roadblocks







# Manage Your Workflows

## Stage Gate Process

- 100% integrated and connected
- Activities and responsibilities
- Optional and mandatory deliverables
- Checklists
- Business case calculations
- Resources management
- Automated to-do lists and reminders
- Project statistics and overview

Stay **Up to Date** With  
**Individual Dashboards**

# What Does Our First Customer Say?



"SpecPDM simplifies and improves **speed** and **efficiency** of all our production procedures."

Dr. Udo Spiegel,  
Head of R&D at Dr. Oetker GmbH






# SpecPage: Your Solution to the Product Lifecycle



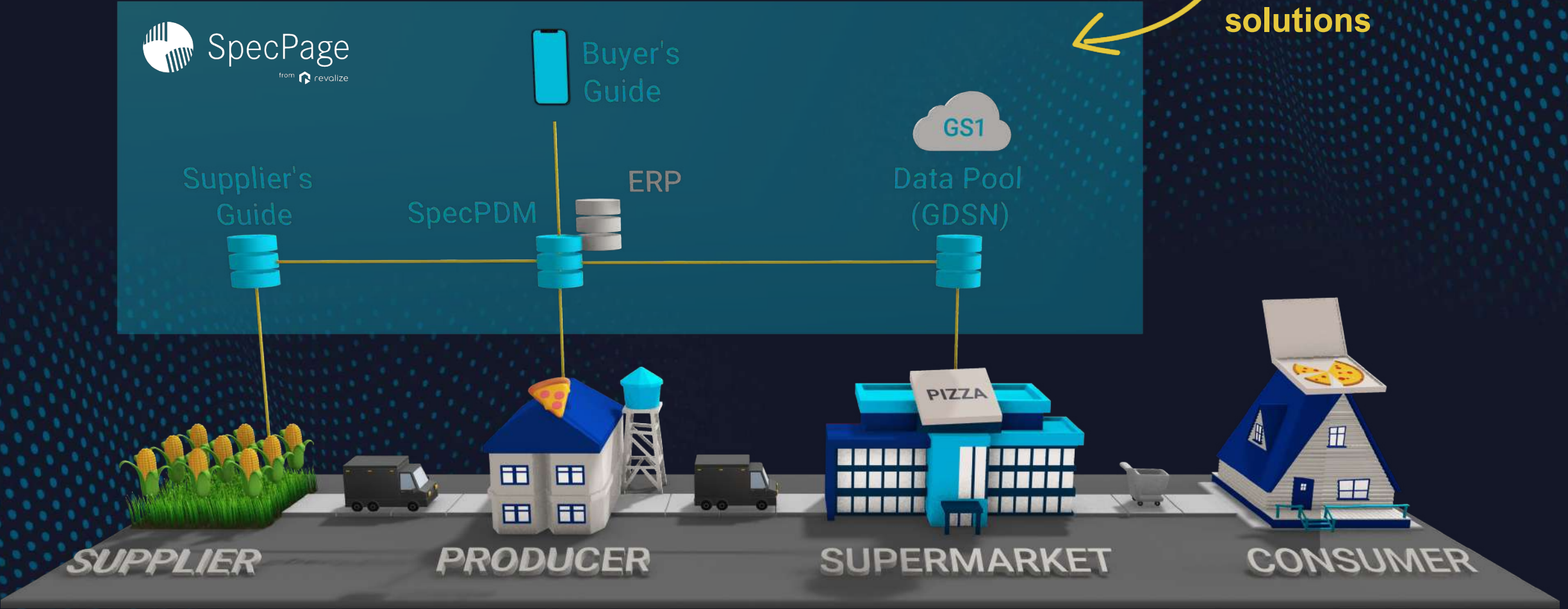
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# From Field to Fork

Global Specification Supply Chain

Revolutionize your specification management with **digital process solutions**





# Your Advantages With SpecPage

Simplify Your Global Specification Supply Chain

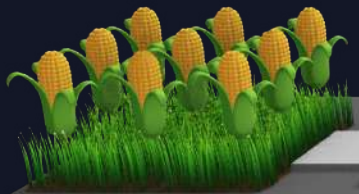
Single  
Source of  
Truth

Reduces  
Errors

Improves  
Business  
Workflows

Increases  
Employee  
Efficiency

Accelerates  
Time to  
Market



**SUPPLIER**

**PRODUCER**

**SUPERMARKET**

**CONSUMER**

# Thanks for your time!

How can we help? Let's connect!

## ► Ask Our Speakers – Q&A



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## ► Contact Sales

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