



Minotaur Software

Plant, Warehouse and Office Software
for Food Manufacturers



Making Your Growth Easier.

minotaursoftware.com



MINOTAUR BUSINESS SYSTEM

Food Manufacturing and Distribution Software That Makes Your Growth Easier

Minotaur Software is a privately owned company based in Ontario, Canada. We've been providing business management software to manufacturers and distributors since 1985. Our focus is on businesses that need inventory control with traceability, like food, meat, seafood, beverage and consumer packaged goods companies.

As the software developer, as opposed to a reseller, we are entirely responsible for our program. We invest in understanding the industries we serve, to ensure the program stays up to date and relevant.

Minotaur Software is sold, implemented and supported by us directly, not through any third parties. We are accountable for what we promise and know how to help you implement on-time and on-budget.



Minotaur staff listen to you and together we define and understand your specific needs.

Our senior project managers will work with you to successfully get the program up and running, configuring options, providing direction, sharing best practices, training your staff, and helping you integrate existing equipment and software, where it makes sense to do so.

Once you are live with the system, your project manager will remain your primary contact, ensuring consistent service. Our service is personal, through email, by phone or by connecting online so we see what you see.

*Intelligent, relevant, truthful sales
and support—the Minotaur way!*

MINOTAUR SALES TEAM

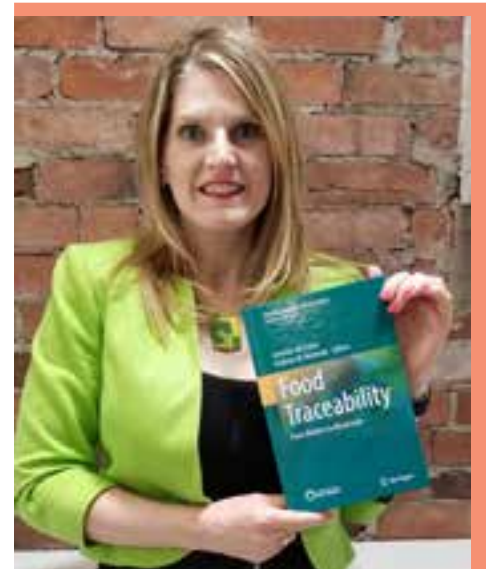
We understand our product and take the time to learn your needs

“As one of the partners at Minotaur, my goal is to help you make an informed buying decision; I will work to understand your needs and share how Minotaur's technology can be used to efficiently collect information in your business and how that information can be used to help you make timely decisions to grow your business and increase profits.

Judith is a recognized expert and author on Traceability

With a roster of strategic partners we can connect you with reliable hardware providers. Staying active in the industry helps to ensure we create a development roadmap so that the Minotaur offering stays relevant in a world of changing trends, increased customer demands and new certification and government regulations.

Let me guide you on this software search journey to ensure the system you buy delivers everything you are hoping.”



Judith Kirkness, MBA
judith@minotaursoftware.com



Wendy Pineo
wendy@minotaursoftware.com

“With over 20 years of business process and systems experience, I use my extensive technical background as a Senior Sales Consultant when working with companies to help identify needs and propose solutions.

I joined Minotaur in 2005 as a technical Sales Engineer and hold a B.Sc. in chemistry from the University of Toronto with a background in cosmetic manufacturing and quality assurance.

I understand the industries we serve and current challenges faced by food, beverage and chemical manufacturers.

As a former instructor in accounting at Sheridan College, I enjoy demonstrating the system, as well as educating users. Join me for continuing education on the Minotaur system at one of our user conferences or by video delivery.”

WHY NOW...?

In today's competitive world, producing and distributing your product efficiently can mean the difference between earning a profit and incurring a loss. While change is uncomfortable for many people, we understand learning styles and work with each user to help them use the software effectively to make their days run smoother. Minotaur's software is a tool that aims to make it easier and possible for each user to increase their output, not their stress and thereby support your growth.

We live in a world of "everyday low prices" where customers want your products at lower prices every year. You are being asked to track more and more information for customers and government, yet lower your price to the consumers. Ensuring your staff have a tool to manage all that information efficiently removes wasted staff time, so they can focus on serving your customers.

To improve efficiency in your business you may be looking to:

- Have instant traceability recall reporting to satisfy government, customer and certification program requirements
- Reduce errors in orders and picking
- Eliminate duplicate entry tasks
- Get a better understanding of your costs on raw materials and finished goods
- Be able to view information live, as it happens
- Allow access to information to those who need it, whenever and wherever they are
- Monitor yields on complex production processes
- View your profitability across items and customers regularly

These goals are achievable, if you equip your people with the right tool to bring all of that information together. While it will be work to change, Minotaur will be there to help every step of the way, so you can reap the benefits of faster, more reliable information.

***We live in an information age,
is your information working
for you?***

FUNCTIONALITY AT A GLANCE

Minotaur offers an end to end system that ties together all of the key operational information in your business.

Core System (ERP)

- **Operations**

Purchasing, Inventory Control, Manufacturing, QC, Lot/Serial Traceability, Barcode Label Generation, Product Development

- **Sales**

Order Entry, Invoicing, CRM, EDI ready

- **Accounting**

General Ledger, Accounts Receivable, Accounts Payable, Multi-currency

- **Reporting**

Report Writer included, plus over 300 stock reports throughout the system

Handheld Warehouse Management System (WMS)

Manage your warehouse(s) with handhelds and tablets. Scanning functionality is available for Receiving, Picking to Work Order, Picking to Sales Order, Transfers, Counting and Shipping using code-128 barcode labels, allowing item and lot/serial number tracking with a single scan.

Options

- Canadian Payroll (except Quebec)
- Fixed Asset tracking and depreciation
- Point of Sale (POS)
- Plant floor Production Recognition with label printing (option to tie to weigh scales)
- Driver delivery invoicing app





WHY MINOTAUR?

Stability

Minotaur Software has been providing manufacturers and distributors with software solutions since 1985. We have performed hundreds of implementations, so we know how to estimate timelines and training hours well.

Experience

Your Minotaur system will come with a dedicated Senior Project Manager to work with you during implementation and to provide ongoing support in the years to come.

We service what we sell directly and are proud of the high level of consistency we can offer due to having staff that join then stay with Minotaur. Our focus is to provide intelligent customer service from people who possess technical and practical knowledge about the industries we serve..

Flexibility

Minotaur's software can be adapted and developed to your needs. You will benefit from industry specific updates, configurable and flexible options and can choose to customize the program if you wish. Don't worry, you'll always be able to update to newer versions with your customizations remaining in tact. Minotaur makes the program fit your desired process and work flow, making for an easier transition.

Industry Focus

Minotaur's development is focused on adding features that help you manage the information management needs and industry expectations of the food and packaged goods industries. We stay up to date to ensure the program stays relevant.

“We recognized the value that one consolidated program would bring to our business for traceability, inventory control and costing, but still, making the change affected a lot of staff. Minotaur made it easier to transition because all the forms produced by the program, such as our driver delivery sheet, were able to look exactly the same. The personalization of features we were able to achieve through configuring the system with the program switches helped get our people on board to adopt and use the program. Since implementing Minotaur, we have been able to effectively measure our shrinkage in production and have an excellent handle on traceability.”

~ Sarah Hans, President
Hans Dairy

VERIFIED TRACEABILITY

The entire Minotaur Solution is designed for traceability

Once you set an item to require a lot number or serial number, strict lot validating measures go into place for that item.



Minotaur ties all lot and serial controlled finished goods to the raw materials and interim products used in creating them, even when manufacturing of that item extends beyond a single day.

Verified Traceability

This means that the system will check every transaction involving a lot or serial controlled item to make sure it is possible. The receiving process is very important, as it starts the chain for each received raw material lot. The Minotaur system won't allow you to use more of a lot than you received, made or have in stock, catching mistaken attempts to use or sell lots you never received or produced. You can edit transactions in Minotaur, but be assured that we'll check every entry to ensure the transaction is valid and possible for the correction to go through.

Getting Lot Information into Minotaur

Minotaur ERP allows you to track lots using computers or tablets. Minotaur WMS (handheld warehouse management system) allows you to track and record lots or serial information through scanning using Code 128 barcodes. We can also integrate to production equipment or lots can be generated directly on weigh scale/labelling stations running Minotaur's optional plant floor touchscreen application.

One System Makes a Difference

Accurate product costs can be calculated because Minotaur includes accounting, which ties the prices you pay your supplier for each lot of each item received to what you make from those ingredients. If manufacturing, once the system knows what quantities of what lots were used in a batch, the program can compute an accurate interim or finished good cost, using the lot information.

Recall reporting is standard:

- Trace one up/one down and forwards and backwards by product and lot number, or
- Trace all products produced in a day or on an individual production line

You will be ready for a recall at all times. In minutes, you can have all the information you need to remove a product from the shelf. No more worrying about unannounced audits or Friday afternoon customer mock recalls; the information in Minotaur is maintained as it happens and recall reports can be run at any time!

PURCHASING

Purchasers need accurate inventory and sales order information to ensure they can plan orders to meet your customer and production commitments. When dealing with perishable raw materials, purchasers may also need to know expiry information, as knowing a quantity on hand may not be sufficient.



You can set up supplier lead times and maintain multiple suppliers for a given item with each suppliers code and pricing for that item. Purchasing reports show open purchase orders, commitments (sales orders or planned production), and combine with min/max levels and optimal quantities to buy or optimal batch sizes to generate suggestions of items to buy as well as items to schedule to make. This helps buyers make informed purchasing decisions. Expiry and days on hand reports can also aid buying decisions.

PO's can be printed as well as made into pdf's for emailing or sent electronically through EDI.

Added costs such as freight, duty, fuel surcharges, or any extra charges you incur to get purchased items to you, can be incorporated into the landed cost of each item. More accurate costs on raw materials leads to more accurate finished goods costs.

Know what to buy and when, to meet commitments and planned production. Eliminate costly shortages and reduce inventory carrying costs with Minotaur.

All form templates (PO's, invoices, cheques, etc.) in your Minotaur system will be set up with your logos and to your specifications as part of your implementation service hours you buy.



QUALITY CONTROL

Minotaur's Quality Control functionality is an inherent part of all transactions involving lot or serial controlled items.

You can record test results relating to a lot of product and that information can be used to create a Certificate of Analysis (CofA) document right from Minotaur. CofAs can be set to auto-print at time of shipping, based on the lot(s) being shipped to each customer.

You define the tests to be performed for each item and the acceptable range limits for those test results. Test results can then be entered at time of manufacture right from the production floor or attached to that lot at a later time when the information is available — perhaps after lab tests have been completed.

Should there be quality control issues, you will be able to quickly pull up the test results for that lot, plus any interim lots of products that went into producing that finished good for review.

Positive Release

Minotaur has lot locking functionality which eliminates the need to have a special holding warehouse for products waiting on the completion of quality control tests. With Minotaur's lot locking, you can store your products wherever you like. The lot can remain locked until all quality control tests are completed and approved.





INVENTORY CONTROL

Inventory Control can be managed within Minotaur with computer or tablet entry or by scanning with our WMS. The item master file is comprehensive, storing all the information you need about each item including description (in multiple languages if required), batch size, max/min levels by location, item attributes such as allergens, suppliers with lead times, alternate units of measure, photos, nutritional panels and more.

All transactions and costs are recorded in detail as items are received, moved around your facility, manufactured, shipped to any outside locations and finally shipped out on customer orders.

Multiple warehouse locations including racks/bins within a location can be used so you know where product is at all times.

Being able to trust your inventory numbers means less walking around and lower inventory carrying costs, lower overhead, increased customer service and order fulfillment, increased cash flow and higher profitability.

During the COVID-19 pandemic, our production needs doubled. Fortunately, we had implemented the Minotaur ERP Traceability Solution including plant floor data collection and scanning a few months prior. We now have real time inventory control. Our floor staff could easily accommodate the increase in production using the new technology that helped them manage the required records and documentation. I am not sure how we would have managed if not for the software and great support offered. Thank you Minotaur for helping contribute to our success!

~ Suvrut Pandya
Managing Director
Mortimer's Fine Foods

MANUFACTURING

Transforming raw materials into interim or finished products, all while maintaining end to end traceability is where Minotaur really shines.



Multi-Input Multi-Output Production Simplified

Minotaur offers functionality for:

Assembly Manufacturing is used for traditional batch processing where you build up a product making one interim or finished good from multiple inputs.

Disassembly Manufacturing involves taking one or more inputs and producing multiple outputs from it. This is common in primary meat processing, fruit or vegetable processing and for all manufacturers that produce large batches of an interim product containing multiple ingredients, and then fill multiple sized containers from that manufactured item.

By having manufacturing in the same system as your inventory, purchasing and sales, you get the benefit of consolidated information that can help you plan production to meet customer orders and maintain desired inventory levels. Receiving information, shelf life and expiry date management helps ensure that you know what raw materials are safe to use.

Finally, interim and finished goods costs will be calculated based on your preferred costing method at each step in the process. Yield reports let you monitor how production workers are doing against your expected formula standards every day.

LABELS



With your Minotaur system, we will set up one or more label templates to your specifications. These templates can include logos, nutritional panels, a variety of barcodes, customer and order information, and more. The design work is completed to meet your needs as part of the implementation service hours you buy.

Labels can be printed from Minotaur in a variety of places such as at receiving, where you may wish to re-label products with a Code 128 barcode for scanning with our WMS. Even if you are not ready for scanning, some companies prefer to relabel upon receipt so a consistent label format is used within your facility, making picking easier for plant and warehouse staff. Labels can have one or more barcodes in a 1D (linear with vertical bars) or 2D (square QR code) format.

Labels can also be produced as part of Minotaur's manufacturing functionality, for interim or finished goods, either when scheduling production or when recording production as complete.

Minotaur's optional touch screen plant floor recognition app, when connected to a weigh scale and label printer, allows you to record production of fixed or catch weight (variable weight) items, while producing a Code 128 barcode label, **all in one step**. You can produce labels against a customer order or for stock.

You can also print labels for skids, such as GS1 SSCC—MH10 skid labels. Did a label go missing or get damaged? No problem, with Minotaur you can re-print as required.



WAREHOUSE MANAGEMENT SYSTEM (WMS)

Automate your warehouse and scan for accurate inventory control. Use Minotaur to manage inventory of cases, totes, pails, skids and more.

Generate and Scan barcodes to:

- Receive raw materials into inventory (with code 128 labels)
- Perform transfers
- Pick for further processing
- Build pallets and print pallet labels
- Scan individual cases or full pallets to a customer order
- Stage and ship customer orders
- Track inventory in rack/bin locations
- Track inventory across multiple warehouses or storage locations

Minotaur allows you to:

- Print shipping documents, invoices, commercial invoices and certificates of analysis (as required)
- maintain full history with traceability reporting to keep inspectors happy

"We're now doing eight times the volume we did seven years ago, with little to no increase in people cost. My investment in this solution was an absolute bargain!"

~ **Richard Halenda**
CEO, Halenda's Meats

ORDER ENTRY/INVOICING



The success of any business begins with sales

Getting the right products to the right customers, on time, is critical to growing your business. That starts with getting the order right.

Minotaur's Order Entry functionality provides a variety of user friendly input screens, including auto-generated templates based on historical sales to each customer, customer specific or banner templates can show listed items, or our Excel style day-of-the-week sales entry screen, great if you deliver multiple times a week to each customer. Orders can be entered from within your office or on the road by mobile sales staff.

Order entry flexibility is important, so your customer can order in the unit of measure they prefer. Features include multiple currencies, unlimited units of measure, price flexibility including price lists, customer specific and date based pricing, sales commissions and delivery route management.

Want us to read orders in from your website or an online portal? We have experience with that.

Order acknowledgements can be emailed immediately, confirming pricing and the order details.

No double entry required

Minotaur comes EDI ready, enabling you to receive orders from customers directly into the system.

Your purchaser and scheduler can immediately see new orders to review inventory and plan production.

All these features combine to ensure you have the best opportunity to meet your customer requests on time, and accurately, the first time.

ELECTRONIC DATA INTERCHANGE (EDI)

Minotaur is EDI ready. We'll map the documents to meet your partner's needs.

When using EDI with your customers, incoming purchase orders are checked as they are loaded directly into your Minotaur system as sales orders. This check alerts you to any new ship-to locations for a customer, or to price differences or item discrepancies from what you were expecting from that customer. You catch problems before the order is prepared and shipped.

Outgoing documents such as functional acknowledgements or invoices can be built automatically from the corresponding Minotaur document, avoiding duplicate entry into online portals.

Staff just need to initiate a menu option to send all waiting EDI documents and pick up any new orders or documents. Depending on your customer's requirements, you may need to have an account with a VAN (Value Added Network) provider, which is a virtual mailbox where you can deposit and pick up documents from your partners. Without a VAN, EDI documents can also be issued with AS2 software, by email or by uploading to a partner portal.

EDI Documents are identifiable by a standard number; here are just some of the common EDI documents our customers get mapped for use with Minotaur:

850 PO — Purchase Order

997 FA - Functional Acknowledgement

810 - Invoice

856 ASN - Advanced Shipping Notice

820 - Payment Remittance Advice

EDI can be used to exchange information with your customers, co-packers, third party storage suppliers or between your own operating companies. EDI is being used more and more to communicate between supply chain partners, reducing data entry time and errors for everyone.

"Gumpert's Canada does quite a bit of dry blend private label work for major retailers (we have no brand, only private labels). Before implementing Minotaur EDI, we had two full-time staff dedicated to receiving and processing EDI orders and invoicing using an online portal. It required double entry of invoices so was time consuming. After implementing Minotaur we reduced the administrative time spent on EDI by 50% and improved accuracy to 99%, and we no longer have duplicate entry. We are very pleased with the outcome and don't hesitate to take on additional business where EDI is required."

~ Julia Pociurko, CPA, CMA
Controller
S. Gumpert Co. of Canada, Ltd.

PRODUCTION RECOGNITION

Minotaur's live production recognition functionality can be used on the plant floor, with touch screen workstations or tablets, with or without a scale connected, to capture production and produce barcode labels.

Produce for stock, or to customer order, including producing customer specific labels. Producing to order removes the need for additional scanning as items weighed can be both recorded into inventory and added to the customer's order manifest in one step. Over producing is eliminated because operators are advised when they have produced the required quantity for that order.

No run is ever perfect, you'll typically make more or less than the recipe with each batch. Minotaur can auto add packaging and other ingredients dependent on output made, when production is complete, eg. make 51 cases this batch, have 51 cardboard boxes removed from inventory.

By recognizing production as it happens, the inventory is in stock, and able to be moved, or shipped even before the entire day or batch is completed. Minotaur will calculate a cost for the run when you are done, but if you need to get it out the door in the meantime, go ahead!

Our flexible UI (user interface) updater means we can tailor the the production entry screen to highlight what you want your staff to focus on. We make it easy for floor staff to record production which keeps inventory accurate so you can trust the numbers in the system.

Talk to Minotaur about options to reduce operator entry.

Already have your own plant floor weighing and labelling equipment? Minotaur can often be used with much of your existing hardware. Network printers and indicators are required.

Plant floor integrations are also an option.

These could include:

- Receiving data from portioning or packaging equipment to populate inventory automatically
- Reading output files from existing equipment to deplete raw materials from one stage of production and add the new item(s) that were made.





MARKETING AND REBATE PROGRAMS

Volume rebate and over and above agreement tracking

Whether taken off invoice or issued as a rebate cheque, Minotaur helps you track and accrue rebate program costs for discount agreements you may have with your customers. These costs can be reflected in your customer/item profitability reporting, so you can accurately monitor the profitability of each customer. Volume incentive programs can also be set up and managed. Rebates can be set to calculate based on quantity, weight or dollar sales.

You can enter as many Marketing Programs as you require for each item and customer, indicating whether rebates should be calculated on a flat rate per item quantity (i.e. \$/case) or on a percentage of individual or total merchandise sales. Rebates can have start and end dates, as many may be temporary, perhaps running only for a few weeks while a retailer features your product in their flyer.

Customers can be assigned to one or more Rebate Marketing Agreements and individual customers (eg. stores) can be given special rebate rates, if theirs is different from the standard rate for this marketing agreement. You will be able to use one rate for all sales or different rates based on item or item groupings. Reports detail which rebates are owed to your various customers, which is great for reconciling and cash flow planning, if the retailer takes the program costs off payments.

THE RESULT:

Reduced time spent trying to calculate and track over and above agreements, plus the ability to produce accurate financial statements that include the amounts owed to customers.

ADVANCED REPORTS

Go beyond basic reporting to in-depth, flexible, adaptable reports for any situation.



When managing a sales force, you need complete information, presented simply and efficiently. With over 40 built-in Sales Reports, with a variety of filters, you can examine your sales in hundreds of ways including: sales by sales rep, product, area, industry, customer, customer type, and by month, with cost, budget and previous year's comparisons when needed. You'll enjoy a one-button click to export list-style sales reports to Excel, for pivoting or charting.

The Minotaur system is live, so reports are always sourcing timely information. Some customers choose to add a business intelligence dashboard program like Microsoft Power BI against their Minotaur data. These can be a good choice for managers who aren't regular system users, but who want to monitor certain key performance indicators regularly.

Can't find the exact report you like from our over 300 stock reports?

Minotaur comes with three report writers, so you can give access for some staff to create their own reports; or, Minotaur can write custom reports for you.

Included is a wizard based Flexible Report Writer, Financial Report Writer and Sales Report Writer.

The bottom line is that you will be able to access the information from your Minotaur system, in the way you want it--helping you make more informed business decisions.

PRODUCT DEVELOPMENT

Innovation helps you grow. Minotaur can help your product development team with estimating the unit cost for new recipes, combining current costs for raw materials you already buy, with costs of ingredients you are considering using in new products.

R&D departments have different needs and some things need to be kept separate, like multiple recipes for each item under development, as well as test ingredients and samples. Talk to your Minotaur Sales rep about your needs.

Minotaur's Product Development functionality was designed to help manage the unique needs of product development without impacting mainstream production.



CUSTOMER RELATIONSHIP MANAGEMENT (CRM) TASK TRACKING

Minotaur CRM allows you to manage your business contacts (customers or suppliers) to help you track all staff interactions for improved relationships and customer service. A master record for each contact keeps track of all their key information.

Minotaur users can be assigned date based tasks to complete for a given contact, like preparing quotes or following up on a complaint. Users can run To Do lists. When that task is complete, the user can check the task as finished and add any related comments in the notes section.

All entries are date stamped to easily view a chronological history of events. A prospect can be tied to a customer master when they start buying from you, so the entire history of your sales prospecting and interactions is retained.

Minotaur CRM can also be used to track consumer complaints, a requirement for many certification program audits. Consumers are often the customers of your customers. CRM reports can be used to review completed and pending tasks, complaints and to monitor staff activities.

We use Minotaur's CRM internally for tracking all our prospect interactions. It's one of the key ways we ensure we follow up all your questions during the sales process. We are users of our own program too!

ACCOUNTING

General Ledger

The Minotaur General Ledger is the core of all transactions that take place in the system. This master ledger makes it possible for you to have a precise, up to date, comprehensive financial picture at any time. Transactions posted throughout the system are automatically recorded in detail in the General Ledger.

Built-in Financial Statements are available for any date period, and can include previous year, budgeted figures and percentages.

Control is built into the Minotaur system with complete audit trails and flexible audit dates with password protection to prevent accidental editing of historical information.

Manual transactions, bank reconciliations, multi-currency and tax reporting are just some of the standard features.



Highlights

- Real time transaction posting
- Ability to drill down to the detailed underlying data
- A Flexible Financial Report Writer is included for creating additional versions of financial statements with alternate account roll ups or consolidation

THE RESULT:

Minotaur gives you access to complete, accurate and up to date financial information, enabling you to make the informed and timely business decisions important for your success and continued growth.

ACCOUNTING

Accounts Receivable

Minotaur Accounts Receivable fully manages your customer accounts, credit status and complete history. Aged Receivable Lists and Customer Statements can be generated at any time, allowing you instant and accurate data to improve collections and detect payment problems. Customer balances and history are immediately updated as transactions are entered elsewhere in the system.

Special features include:

- Date stamped comments can be recorded for each customer and shown on AR reports for easier collections
- Drill down from Aged Receivable reports to actual invoices for ease of emailing to your customers.
- Minotaur's strong foreign currency abilities enable accounts receivable to be maintained in the invoiced currency. Aged receivables can be run in that currency or be converted to your home currency for reporting.

Accounts Payable

Efficient businesses demand accurate cash control. With Minotaur, your payables situation can be seen in up to the minute detail. The system helps you maintain a complete bill and payment history, so you can instantly see who and what is owed. You can pay suppliers at any time, in any currency. Transactions entered elsewhere in the system automatically update supplier accounts. Payments can be by cheque or we can set up EFT files for your bank.

Accruals for rebate agreements can be managed with ease through Minotaur's Invoicing and Marketing Rebate Program functionality. Regardless of payment method, Minotaur provides complete, convenient payables management, resulting in more control of your business.

THE RESULT:

You'll have up to date information to manage your customers and suppliers, fewer collection problems, and increased awareness of your cash flow.



BUSINESS INTELLIGENCE


Getting Information Out

Business Intelligence is about giving you immediate access to relevant data from your system, so you can quickly make important business decisions.

Minotaur comes with a variety of options to address the need for timely, relevant business information delivered wherever you are.

External Dashboard Options

Excel Dashboards

Minotaur can work with you  to set up Excel dashboards for different users, which can pull live information from Minotaur when the file is opened or when the Refresh button in Excel is pressed. Or, you can export relevant data to Excel. This allows for users to take advantage of Excel functions like pivot tables, charts and formulas.

Microsoft Power BI



The Minotaur database can feed information to outside programs that you might be familiar with. Microsoft Power BI is just one web-based dashboard program that could be paired with Minotaur.

Power BI dashboards are like super powered Pivot Tables. We can help you create these dashboards or you can do it yourself. These are a great option for those without access to using the program daily.

The Minotaur User Desktop

Each Minotaur User can tailor their own home screen to meet their needs. They can set up short cut buttons to quickly access often-used features or reports; they can choose the background, colours, button and font sizes, and sort their buttons into categories, all designed to allow the user to customize their everyday experience.

KPI (Key Performance Indicator) or Executive Summary buttons can be set up with the help of your Minotaur Project Manager and can give each user specialized buttons with live information so they don't have to run or refresh reports. Each user can have unique KPI buttons. The production manager might like to see the number of orders to be produced that day, perhaps how many have been picked, as well as how many have been shipped. They might like to click that button to see a detailed list of all those orders. Controllers might monitor bank account or A/R and A/P levels. What would you monitor?

Email Alerts



Minotaur can be set, by user, to send messages when certain conditions are met, such as a sales goals being achieved, warnings about critical events, such as low inventory levels on a key ingredient or low cash in bank. This provides managers and executives with a heads up when they most want it, about the information they care about.

OPTIONAL FUNCTIONALITY

POS (Point of Sale)



Minotaur's Point of Sale (POS) option offers you the ability to tie retail sales into your core business management system.

Minotaur offers a computerized store checkout system for those who might sell retail at trade shows or in a small onsite store. Enhance business management through improved inventory control and transaction processing while efficiently handling the check out process. Store transactions and inventory remain identifiable by location, yet fully accessible from within the core system.

You can scan a variety of barcodes to add items to an order. Large button touch-screen item search is available. Change due is computed for cash transactions. Inventory can update live or you can have POS transactions held 'off to the side' with no inventory effect, until a daily consolidated invoice is created.

Having your store sales as part of your ERP means you can service customer walk-ins while still applying the order to that customer's history file, whether they are paying now, or it is going onto account.

Monitor all aspects of your business at your convenience and without the delay often experienced when store inventory is not fully integrated.

Minotaur POS allows you to record the method of payment for each POS transaction for reconciliation with your debit/credit machine terminal report. You will still require a credit and debit card processing unit and merchant account for non-cash transactions.

ADDITIONAL FEATURES

Fixed Assets Option

Minotaur's Fixed Asset functionality allows you to set up assets, both existing and as new ones are acquired, decide the depreciation method to apply, record the expected life and potential salvage value and have Minotaur generate a depreciation schedule for that asset. The program can set up the appropriate G/L entries for the upcoming periods to record depreciation.

Accountants like that it sets up the future entries but has a separate mechanism for posting the Fixed Asset entries, so that adjustments can be made at any time, without the complication of needing adjust future entries manually. You can manage early disposals and Minotaur provides reports by asset, user defined asset class and G/L entries by time period.

Minotaur's Fixed Assets option makes it practical to depreciate assets monthly, instead of just making once a year adjusting entries.



Canadian Payroll Option

Minotaur's Payroll Option allows you to do your own payroll in-house. It is available for all Canadian provinces, except Québec.

You can maintain a comprehensive employee file for both salary and hourly workers including benefits management. Minotaur automatically calculates the correct deductions and earnings for each payroll, recording all the detailed information for generating ROE and T4 upload files. Updates are issued in January and July as new payroll tax tables are released.

Ask about having Minotaur generate an export file for direct deposit of pay into your staff's bank accounts.

WE'RE THE EXPERTS

We Wrote The Book On It!

Judith Kirkness, VP of Sales and a partner in Minotaur, is also the author of two books and a contributing author to a third - all about traceability for manufacturers.

*Her latest book called **Traceability Technology for Food Manufacturers: How to be ready for Blockchain** is available worldwide on Amazon.*

It is a practical guide to gathering and using traceability information to help your business grow and profit.

The book is designed for small to mid-sized food and consumer packaged goods manufacturers and aims to educate and demystify barcodes, EDI and other industry jargon while presenting current traceability technology options.

Judith holds an MBA from Queen's University that she earned in 2011 while continuing to work for the family business. As such, she is a strong believer in lifelong learning and enjoys sharing her knowledge and enthusiasm for traceability, inventory control and barcoding. She has presented workshops for a variety of Ontario organizations and Colleges. As an extrovert, Judith enjoys staying involved in industry associations to keep up-to-date on emerging industry requirements.

To compliment concepts introduced in the book, Judith developed **The Traceability Factor Assessment Tool**, an Excel based worksheet that can be used to assess your current traceability and inventory control systems and see where technology could offer you improvements.

This tool can also help you calculate an ROI for your planned technology project. A great tool for supporting grant applications and for quantifying benefits to owners before and after adding technology.



**Request a complimentary copy of the book
and the Excel tool from your Minotaur Sales Rep!**



MEAT & SEAFOOD PROCESSING

The Minotaur Business System is an effective tool for primary and secondary meat processors. Minotaur helps you manage your entire meat processing facility. From kill floor to customer, we've got you covered!

From scheduling animals for delivery to chilling and aging products until it is time to cut/wrap or further process, Minotaur has come to really understand the meat industry.

We've used that understanding to help meat processors automate the end to end flow of their business. Use Minotaur to keep track of what's coming in and what you have in stock in your coolers and freezers.

Getting the right product to each customer while accurately billing them builds your reputation. In such a tight margin business, technology can give you a competitive advantage.

Minotaur's touch screen weighing and labeling applications are typically used on industrial washdown computers connected to scale indicators, whether the scale is a rail, bench or floor.

Often, your existing scales can be used, adding computers and wired or wireless connectivity to your server. From kill floor to cased product, we can help you track end to end.

The biggest challenge we hear from meat processors is managing the traceability of meat through the disassembly process as well as accurately determining costs for the items produced. Meat prices change frequently, and yields change daily, so costs go up and down. You may not be able to update your pricing that often, so profitability can vary daily, based on your input costs and yields.

For primary meat processors with a kill floor, calculating supplier payments and satisfying inspectors are two added challenges. Minotaur can read RFID tags and produce tag retirement reports. For custom kill operations, you can track the animal and meat produced throughout the plant and provide farmer yield reports of live to hot to cold weights.

Minotaur’s biggest strength for meat processors is our ability to work with you to practically track the transition of received items, whether live, hanging, in totes or cases, into interim and finished goods, both for recall and for benefits beyond recall like costing and billing customers.

Whether you sell by fixed weight or catch weight (variable weight), Minotaur can produce code 128 labels with 1D or 2D barcodes and help you get control of your meat production facility.

PRODUCT DETAILS

Item: 1503 Name: CHP SLICED 2" PEPPER

ORDERED PRODUCED

Qty.Ord.: 40 Made: 0

Weigh.Ord: 200 Made: 0

WEIGHT AND LOT

Weight: 5

Lot Numb: 202105181

CONTAINER DETAIL

Container:

Get New PALLET PALLET Label

PRODUCTION ID

Work Order: 1000000

Run #:

DETAILS

Lot: Tare:

Unit: 300

Production: Hanging/Hot

Min Weight:

Max Weight:

Time:

Repacking Unit:

LABEL COUNT

Number of Inst: 1

OK Cancel

ITEM DESCRIPTION P.O. SUPPLIER

110R Beef - Live Cow - Owned P000081 FARM00

Farmer: FARM00, Farmer 00 with a big long long long name Delivery:

Weight:

Lot Number: RON210823

Packaging Type: THIS Tare: 8

ORDERED RECEIVED

Qty: 1 0 EA

DEFECTS

NOT CONDEMNED NOT HELD TRIM OK LIVER OK

HEART OK TONGUE OK HEAD OK

CARCASS

☐ 110H Beef Carcass - Hot - Owned

☐ 110C Beef Carcass - COLD - Owned

PRINT LABEL

EXTRA CHARGES

☐ Backbone Removal

☐ Oversize

☐ Hide Collection

☐ Halal Slaughter

☐ Head Collection

☐ Trophy Head

☐ Emergency Kill Fee

☐ Extra Offal

☐ No Tag

Cancel

OK

FOOD, DRY BLENDS AND INGREDIENTS PROCESSING

The Minotaur Business System is a powerful tool for food manufacturers. Our food specific features include:

- End to end traceability with forwards and backwards recall reporting
- Rebate marketing program tracking for retailer and food service distributors discounts
- Mobile worker solutions for DSD (Direct to store delivery) including signature capture using tablets, mobile invoice printing and route based distribution
- Variable unit of measure options by item
- QC tracking by lot and Certificate of Analysis (CofA) generation
- Code 128 labels scanning for capturing item and lot information in a single scan, as well as EDI MH10 skid label production and associated EDI document creation
- Technical documents and CofA production for ingredient manufacturers and co-packers
- Allergen and expiry date tracking and nutritional panels on labels
- Route management of weight and number of stops, if you do your own deliveries
- Commercial invoices, border notice and customs documents for those that export



COMMERCIAL BAKERIES

Minotaur has the features to help you meet the traceability food safety requirements of government and GFSI certification.

Minotaur helps you use the information you have to collect anyway for many business benefits beyond recall, such as accurate costing, including the extra costs you incur to get the ingredients to your door, and for profitability reporting, even when raw ingredient costs fluctuate frequently.

Scanning technology can help catch errors, before the product reaches the market. Given that about 40% of recalls are due to labelling or allergen errors, your investment in Minotaur can help prevent recalls and protect your brand reputation.

For food processors and distributors, Minotaur is a powerful solution to help you manage your information and grow your business.



Minotaur ERP handles every aspect of our business, beginning to end.



~ Leo Giannantonio
Owner
Sweet Creations Bakery

BEVERAGE PROCESSING



Minotaur's manufacturing solution lets beverage processors streamline operations and support requirements in product development, production, quality and compliance while also supporting unique needs such as Brix, lbs solids and acidity levels.

Multiple units of measure by item gives you flexibility in how you order raw materials and how your customer orders from you.

Whether you do private-label, co-pack or produce under your own brand, full visibility into your inventory items and cost/yield analysis is always at your finger tips.

Grow your business with proof of computerized traceability along with system generated product and export documents. Let Minotaur's 30 plus years of process manufacturing experience help!

CHEESE & DAIRY PROCESSORS

Minotaur's food industry specific software has reduced our time for completing Dairy Commission (CDC) monthly reporting from three to four hours per month, to less than a half hour- a reduction of 86%.

~ Seema Gandhi
Bookkeeper
Florentina Foods Ltd.



Minotaur's dairy customers process raw milk into fluid milk products, yogurt and butter along with a variety of cheeses including fresh, semi-soft, firm, aged and feta and make amazing ice cream. Minotaur's quality assurance tracking abilities enables them to record food safety and quality information such as milk temperature and fat percentage against incoming lots of raw milk.

Whether you are processing raw milk into whole milk, 2% or low fat, into curds and whey or making yogurt, ice cream, cheese or other dairy products, Minotaur's multi-output production capabilities allow you to make a big vat and portion it off into multiple sized containers. With our nine methods of cost allocation you can effectively apportion the batch cost across the different packaging sizes made, tracking and analyzing production while calculating accurate costs for output achieved.



Minotaur's food industry specific software is easy to use yet flexible enough to handle the complexities we deal with as a cheese manufacturer in a managed supply chain dairy environment. We made the right decision to partner with Minotaur Software.

~ Eric Wallman
Senior VP Finance & Administration
Bothwell Cheese Inc.



CONSUMER PACKAGED GOODS MANUFACTURING AND DISTRIBUTION

We've worked with companies in cosmetics, fragrances, and cleansers as well as companies that need dye lot tracking such as paint, brick and stucco manufacturers. All are looking for a batch manufacturing system with traceability, just like food manufacturers.

Whether it is lot number tracking, variable unit of measure conversions, quality control management, CofA (Certificate of Analysis) production, SDS generation, detailed production reporting or order fulfillment, Minotaur has the features to simplify the complex information management requirements for process chemical manufacturers.

Minotaur's staff includes chemical engineers and former chemists who understand the needs of these industries!



CUSTOMER SUCCESS STORIES

Minotaur has customers across Canada and the United States.
Here are just a few customer stories you might relate to!



Why?

Hazekamp required a vendor that could duplicate and enhance their current Touch Screen plant floor functionality and integrate that system into a core Business Management Suite. The solution also needed strong accounting and inventory functionality. As a solution developer and not just a reseller, Minotaur was able to provide a custom Touch Screen application as well as a well-established business management system.

BEFORE MINOTAUR

Hazekamp used the same software system for years. The software worked reasonably well in production using a custom written Touch Screen application. There were some issues on the accounting and security side, but for the most part it was stable. Unfortunately, service and support for their system moved offshore and was no longer available. In order to keep pace with their growing business, a new business system was needed.

SOLUTION

The Hazekamp Management Team reviewed proposals from over a dozen vendors, comparing price vs. fit. Following an onsite demonstration, Minotaur Software was chosen as their solution provider.

THE RESULT

The final product was a fully integrated system where Touch Screen Production data and front office information flowed seamlessly into one core system. Customer orders entered in the front office appeared on the Touch Screen interface. Efficiencies increased as production was recorded with serial control and item catch weights, in conjunction with customer specific barcoded labels. Minotaur's system had built in shipping manifests and could easily invoice orders.

Minotaur and Hazekamp worked together to complete a successful implementation within the outlined timeframe. The implementation process included two on-site training visits and remote support utilizing terminal server capabilities. Switching systems to Minotaur has provided Hazekamp Meats with a reliable system to meet their needs today while allowing for growth well into the future.



STARTING POINT

Halenda's Meats began its operation in 1979 out of Oshawa, Ontario. In 2004, the company decided to expand its business by starting a distribution division. CEO, Richard Halenda knew that in order to successfully implement this growth, the company would need to improve several areas of their business.

Halenda's' first challenge would be to increase the efficiency of order processing. While expansion was on Richard's radar, he knew that the manual handling of inventory was holding the company back. Halenda's was utilizing two full time employees to manually enter orders into QuickBooks. This process was slow, labour intensive and prone to error. The only way Halenda's could imagine keeping up with incoming orders was by hiring more data entry clerks, which was an unattractive option.

Halenda's also needed to develop a standardized costing method for the company. At the time, Halenda's did not have any means of assessing costs at the various stages of meat production. This was of particular concern because all of Halenda's products received as raw materials are subject to shrinkage. Meat processors need to track the condition and weight of meat through the entire manufacturing process. Halenda's needed to know exactly what was being received as raw materials and what was being sold as final product.

Finally, Halenda's needed to develop a means of product traceability. Government inspectors and retailers mandate that processors adopt a method of tracking precisely where raw materials come from and where finished goods go

to, in order to pass 'recall audits' and be ready in the event of a recall. Halenda's needed to prepare for this by implementing an automated traceability system.

SOLUTION

Halenda's Meats turned to food industry experts, Minotaur Software, as their Solutions Provider. Richard Halenda was impressed that Minotaur understood and catered to his business niche (meat processing), addressed all of his business issues and left little requirement for further customization. Minotaur's solution conveniently runs in a Microsoft Windows environment.

Halenda's deployed Minotaur's integrated solution for inventory, financials and manufacturing. Minotaur automates the receiving, production and shipping processes via barcode scanning, EDI and production equipment integration, reducing the amount of manual data entry necessary. The system allows Halenda's to perform live costing in real time, ensuring maximum accuracy for products and pricing. It also provides a granular view into exactly where and when shrinkage occurs in order to decrease it and ensure accurate order fulfillment and pricing.

Halenda's Meats can now evaluate functionality during the processing stage based on yield information that is derived from the system, and can quickly enact changes to correct any issues.

Minotaur offers traceability providing complete tracking of goods through the entire manufacturing process. This solution provides all of the necessary information for recall audits.

Halenda's deployed Minotaur Software's EDI capability which facilitates the electronic exchange of data between Halenda's distribution company The Meat Depot and their manufacturing company. This eliminated a significant amount of manual data entry between companies.

BENEFITS

After implementing Minotaur Software's integrated solution, Halenda's Meats has significantly expanded its business with minimal increase in people costs.

"We're now doing eight times the volume we did seven years ago, with little to no increase in people cost. My investment in this solution was an absolute bargain!"

Orders can now be shipped using bar code scanners, eliminating manual data entry. The new automated system also eliminates the margin for error on shipments.

"Minotaur Software paid for itself easily within the first year and has done this exponentially over the past seven years. By now, my ROI on this is likely over 500%"

Through Minotaur's live costing capability, Halenda's determined that a smoke house at a newly purchased facility was not working optimally by comparing the yield data he collected on the items at his main location. By integrating a scale system at his smoke house, he could track exactly where the process was faltering. This enabled Halenda's to immediately be pro-active and correct the problems that were creating the shrinkage.

Fixing the shrinkage issue meant better accuracy, higher profits and satisfied customers.

Although Halenda's manufacturing company is separate from its distribution company, both companies require the same customer order information. Minotaur's EDI support facilitates inter-company data exchange, eliminating the need for additional scanning or data entry. This represented a huge labour savings.

Halenda's now has a solution for 'risk mitigation' that has the ability to trace any and all products, and addresses government requirements regarding recall audits. This is an invaluable tool for meat processing/distribution companies.

"The Minotaur Solution has provided us the confidence to grow and expand that we didn't have before. Minotaur really manages my company now. I just review the management reports, which offer superior visibility into all aspects of my business."

Halenda's is currently outfitting a facility that is more than double their previous total space and will represent their third meat manufacturing facility in the Greater Toronto area.

It is not surprising that Halenda's Meats continues to win industry product awards and also received the prestigious Meat Industry Achievement Award in 2011 by the Ontario Independent Meat Processors Association. Halenda's Meats is doing more than a few things right!



HARDWARE & INFRASTRUCTURE CONSIDERATIONS

What Deployment Model and Server Type Is Best For Your Business

1. Cloud based Software As A Service (SAAS) Program

Cloud based Software As A Service (SAAS) programs don't require you to have a server at all, because the program is hosted on the servers of the Software provider. They are priced under a monthly subscription model, typically with a one or multi-year commitment. All your staff will be accessing the program over the internet, through a browser and you'll be relying on the software vendor to keep the program accessible to you. Payment may be by credit card, so keep that up to date, so that staff don't lose access to the program and your data.

While SAAS programs offer a lower up-front investment, they are not right for every company. With SAAS programs, your company data is stored on the servers of the program provider. Sometimes, extracting that information, should you wish to switch systems in the future, can be a challenge. Some programs offer extract files that include some, but not all, of the fields you may have populated.

Many SAAS programs allow for minimal customization, so ensure the software satisfies your business needs, as is. Finally, SAAS programs often push program updates to customers on their timeline, where the appearance of the program and favourite features or even overall functionality could change from day to day, which can frustrate users who were not expecting any changes. Printing can be limited, depending on the device the user accesses from. Perhaps you've heard that SAAS programs are 'easy to join and difficult to get out of'.

2. On-Premise Software Program

On-Premise software programs (like Minotaur) are often installed on a physical server at your business location (or one of your locations, if you have multiple sites). A server is essentially a very powerful computer, with lots of memory to store the data and program files for the various programs you use for your business.

They are a good choice if you like to own your data, and be in control of access to it or if your available internet options are not fast enough or reliable enough to support all your users. If you want to connect plant floor equipment such as weigh scales, having an on-premise server enables you to establish a local area network (LAN) within your facility. Many scale indicators and other production equipment may not be designed to transmit information to an internet based SAAS program, so if connectivity to the floor is important, be sure to factor that into your decision.

If you want the program configured to match your desired workflow or customized to ensure it meets your unique needs, an on-premise program could be your best choice. Program updates with Minotaur are downloaded and made live on your timeline, with the option to do testing and training in a sandbox environment, in advance of pushing any new features to users.

Offsite access is still possible with on-premise programs, for users working from home or connecting from offsite locations. Often a VPN (virtual private network) is created and connection to that network can be made using one of a number of free or low-cost apps that allow users to hop onto the server from various devices. Some of our customers run their ERP software on their own server, but have backups automatically saved to a cloud, for off-site backup piece of mind. Onsite servers are often the least expensive long-term option as they can last 5-8 years or longer and are priced starting at \$3,000 USD.

HARDWARE & INFRASTRUCTURE CONSIDERATIONS

3. A Hybrid Approach

A **hybrid approach** would see you contracting with an 'infrastructure as a service' (IAAS) provider like AWS (Amazon Web Service), Microsoft Azure, Oracle Cloud or a similar 'server service' offered by a smaller, local provider. Local providers may use one of the big providers in the background or have their own data centre filled with servers.

Some businesses, who enjoy good internet service, and who might be accustomed to using SAAS programs, prefer to not purchase an onsite server, making IAAS a good hybrid option to consider when moving up to an ERP program.

It offers the advantage of not needing to invest in a server (like you would with the on-premise model), with the comfort of knowing you own your own data and control access to it (because it is NOT a SAAS program, simply an program you buy and license to use, but accessed on a cloud server that you again control). Often these server services include creating backups and even storing duplicates of the backups in another data centre and cost about \$400-500 USD/month.

Ensuring your IAAS cloud provider dedicates enough RAM and processing speed to your company is critical to ensuring the best user experience in the hybrid model. How fast the program can process transactions and refresh the screen is affected by the RAM and server speed.

Just because you are running a server in a cloud does not mean the server provider will be updating the server software when new versions become available. Check to see if the service you are considering includes updates or if that will be an additional cost.

Minotaur can be run in on-premise or hybrid deployment models, you decide which of those models makes most sense for your business.



VS.



COMPARING APPLES TO APPLES

When comparing software options to determine the best program for your business, a number of factors come into play.

1

It's most important that the program itself can do what you need it to do, or can be adapted to meet your needs, through configuration or customization. Will the new program solve your current pain points—the areas that are taking staff too much time to manage or those areas where errors are happening or staff are duplicating information in multiple programs?

If the new program is not **a big step up** from what you are using now, why change?

2

Cost is another important factor. When calculating and comparing the cost of ownership of SAAS programs vs. On-Premise or Hybrid models, we recommend projecting expenses for about an 8 to 10 year timeline.

For SAAS programs, be sure to ask about any minimum contract length, initial implementation, training and set up service fees. Add to it any increased internet service costs including ensuring you plan for a backup internet option, such as a cellular hub to keep on hand, since continual access to the internet will be required for your users to use the program. Typically, the cost of these programs don't go down over time. So, anticipate an increase in projecting out your monthly payments.

For on-premise programs, add the program cost plus any annual license or maintenance fees, the cost of a new server or a server service, the database cost and the implementation services and training costs. Then divide it by 100 for a 10 year monthly comparative price.

Minotaur works with a financing partner to offer a monthly payment plan to allow you to spread the cost of the initial software license over time, typically three or four years. Understand that any monthly price quoted for a monthly payment plan will go DOWN, once the initial software license is paid off, to reflect just the ongoing Annual license and Maintenance Fee.



COMPARING APPLES TO APPLES

3

Training and service delivery model is another key factor. If you invest the staff time and money to switch programs, you want to be confident you'll achieve meaningful business efficiency improvements and the advantages you went looking for. Even if the software offers the functionality you need, your staff need to be able to learn to use it to reap the benefits.

How will your users learn the program, will they be trained one on one, online or in person or will they be expected to independently watch videos to try and figure things out. How fast will support be offered when you need help?

Do your staff work best interacting by phone, by email, through online training, through remote support (think live chat) or will they need to submit tickets with screen shots to receive support?

Who are the people that will be providing the support? Will you have a dedicated support rep or will you get the next available operator? Minotaur systems come with a dedicated senior project manager to guide you and your team through the implementation process. Even better, that same person remains your contact in the years to come so you never have to 're-explain' your business, we get to know you and bring a highly flexible approach to ensuring you are successful with the Minotaur program.

4

Comfort and Compatibility with the Software Supplier. When choosing the right supplier for your growing business, there should be a cultural fit between how you do business and how your software provider does business.

A good test of this is the sales process. Did the sales staff try to understand your unique business? Did they respond quickly to phone calls or emails?

Is the software supplier focused on your industry? This is a long-term relationship, and data needs are changing regularly to meet customer and government demands. Does the supplier seem to keep up to date on changing business needs in your vertical?

Be sure you like the people at the software company you choose and work to understand their service model to make sure it fits with how your key staff learn and communicate.

5

What do others say? When deciding what restaurant to go to in a new city, you may turn to Google reviews. When choosing a brand on Amazon, again you may look at customer reviews. There are review sites for software too. Check out reviews on websites like Capterra or G2, which offer verified user software reviews.

If Minotaur offers the right program and support model to meet your company needs, we would love to work with you. Our goal is to create a good working relationship for many years to come to make your growth easier.

10 QUESTIONS TO HELP YOU..

Quantify the benefits of Inventory, Manufacturing and Traceability Software for your Business

Looking to calculate an ROI for investing in new software. Here are some ideas to consider.

1 Have you been fined by any of your customers for not meeting fulfillment quantities or for not complying with customer label or EDI requirements?

2 Have you shipped the wrong product to customers and had to credit them and then absorb the cost to ship them the right product?

3 Have you written off dated product because you didn't use it before its expiry?

4 Have you experienced a recall due to mislabelling or allergen claim issues? If so, was it costly (both in dollars and to your reputation) to administer the recall, get the product back and destroy it? Did you lose customers?

5 Can you perform the mock recalls necessary for customer and/or third party certification such as GFS1 in under 15 minutes, so the inspector can move quickly through their required checks?

6 If you could trust the data and inventory numbers in your system, could it save you time, money and stress?

7 Is your staff doing any double entry (i.e. creating an invoice in your accounting system and then duplicating it in an online EDI portal to send the required electronic documents to your customers) where your staff time could be put to more productive use?

8 Do you co-pack product for others? If so, do you wish that you had live information that could be made available to your co-pack customers about your inventory of their finished goods and raw materials on hand, saving you time in answering customer phone calls and emails?

9 How much time does it take to answer sales staff questions about their customers (i.e. credit status, amounts overdue, historical purchases etc.)? If they could get this info themselves could they offer better service to your customers?

10 Does your staff spend too much time creating financial statements or management reports pulling information together from multiple systems? By the time they get the reports ready is the information already out of date?

Talk to Minotaur to move on from disconnected and manual systems. We can help make your growth easier.

TRACEABILITY IS OUR PASSION

Minotaur is focused on serving businesses that need traceability.

We understand the complexities of tracking product lots or serial numbers of raw materials through manufacturing of interim and finished goods.

We also understand your process can't slow down just to track information. Let our traceability experts show how you can track the required information while making it manageable for staff to do their part. Pass audits quickly and with ease and should there be a real recall, have the peace of mind to know that your Minotaur system will help you minimize the impact of the recall, helping you quickly contact only those affected, so you can move on.

We Know What We're Talking About...

Lot Trace Report						
Include Use by Customer						
Inactive Skipped						
Lot Number: 500000176						
Item: 2-COUNT, 2 Hard Boiled Shelled Eggs						
Current Overall Stock: 33 EA						
Stock by Location: MAIN - 33 EA						
Origins						
Level	Item	Lot Number	Origin/Transaction	Date	Quantity	Unit
0	2-COUNT	500000176	Production R000127	May 18, 2021	40	EA
1	BAG	80324	Lot Used in Production		(40)	EA
1	BAG	80324	Bill JM RP000079	Mar 24, 2021	150,000	EA
1	EGGINBRINE	210504	Lot Used in Production		(1)	PAIL
1	EGGINBRINE	210504	Production R000126	May 4, 2021	50	PAIL
2	EGGCOOKED		Production Use		9,250	EA
2	EGGCOOKED	210503	Lot Used in Production		(9,250)	EA
2	EGGCOOKED	210503	Production R000125	May 3, 2021	9,600	EA
3	EGG	E210501	Lot Used in Production		(100)	CA
3	EGG	E210501	Bill ECFARM RP000100	May 1, 2021	1,000	CA
2	BRINE		Production Use		60	PAIL
2	BRINE	20200813	Lot Used in Production		(60)	PAIL
2	BRINE	20200813	Adjust. A000021 MAIN	Jan 1, 2020	10,000	PAIL
2	PAIL		Production Use		50	EA
2	PAIL	P30098	Lot Used in Production		(50)	EA
2	PAIL	P30098	Bill JM RP000003	Aug 11, 2020	5,000	EA
2	LID		Production Use		50	EA
2	LID	L200094	Lot Used in Production		(50)	EA
2	LID	L200094	Bill JM RP000003	Aug 11, 2020	500,000	EA
2	LID	L200094	Transfer In T000014	Oct 29, 2020	20,000	EA
Uses						

Visit our [website, www.minotaursoftware.com](http://www.minotaursoftware.com) to see our customer interview videos, as our customers tell their stories best.

Request a copy of Judith's book for great tips on how technology can be used to track lots, calculate costs and help you control inventory throughout your facility.

Reach out for a demo today. We love what we do.