



SimplyFood SAVINGS CALCULATOR

SimplyFood guarantees that we will find enough value in our solution to self-fund your purchase through **cost savings to your company**.

This exercise is intended to give you a good idea of the costs that are eating into your profitability.

When you contact us to inquire about our food processing cloud solutions, the first thing we may ask you to do is to help us complete an analysis similar to the one below. This helps us identify any problem areas or challenges that you would like to solve and any costs that we might be able to help you eliminate or reduce.

The items in the list below are just a sampling of what we have received from past clients. It is a simple spreadsheet that we will customize and complete together to help you address and solve your specific issues.

| Pain Point ID | Units per month | Cost Multiplier (\$/Unit) | Cost Per month | Solved With |
|--|-----------------|---------------------------|--------------------|--------------------------------|
| Picking errors (caught prior to ship) | 5 | \$ 85.00 | \$ 425.00 | WMS |
| Shipping errors | 2 | \$ 200.00 | \$ 400.00 | Acumatica/WMS |
| Invoicing errors | 1 | \$ 125.00 | \$ 125.00 | Acumatica |
| Sync errors - disparate systems | 3 | \$ 125.00 | \$ 375.00 | Acumatica |
| Quote errors | 1 | \$ 200.00 | \$ 200.00 | Acumatica |
| Recalls/Mock Recalls | 0.1 | \$ 1,000.00 | \$ 100.00 | Firefly Food Production |
| Order errors | 1 | \$ 125.00 | \$ 125.00 | WMS |
| Excess CC processing charges | 500 | \$ 0.15 | \$ 75.00 | Acumatica/APS |
| Automation time savings | 300 | \$ 1.00 | \$ 300.00 | Acumatica |
| Employees work remotely - cost & time loss due to connection speed | 8 | \$ 100.00 | \$ 800.00 | Acumatica |
| Manually maintain price lists | 1 | \$ 200.00 | \$ 200.00 | Acumatica |
| Excess inventory stock - no replenishment guidance | 1 | \$ 100.00 | \$ 100.00 | Acumatica |
| Loss Customer - lack of CRM/marketing campaign tracking/customer follow-up | 1 | \$ 450.00 | \$ 450.00 | Acumatica CRM |
| Excess or missing shipping costs - lack of rate shop capabilities | 10 | \$ 20.00 | \$ 200.00 | Acumatica |
| Lengthy AR collections | 10 | \$ 20.00 | \$ 200.00 | Acumatica/APS |
| No self serve portal for repeat customer order placement/invoice inquiries/etc. | 40 | \$ 10.00 | \$ 400.00 | Acumatica CRM/Portal |
| eCommerce Users | | | | |
| Sync Errors - Data | 2 | \$ 125.00 | \$ 250.00 | Acumatica/eCom |
| Lost Customers | 1 | \$ 450.00 | \$ 450.00 | Acumatica/eCom |
| Pricing errors - disparate systems | 5 | \$ 40.00 | \$ 200.00 | Acumatica/eCom |
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| | | Total | \$ 5,375.00 | |