



# *KEN'S*

*A Family Owned Company* ®

*KEN'S* ®

*SWEET BABY RAYS*  
GOURMET SAUCES

*Kozi*  
LA STREET SAUCES

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# ***Presentation Disclaimer***

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***KEN'S***  
A Family Owned Company<sup>®</sup>

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# Our Brands

## Foodservice

**KEN'S**  
A Family Owned Company®



## Retail

**KEN'S**  
A Family Owned Company®



There is no one-flavor-fits all. We're constantly expanding and improving our lineup of dressing, sauce and marinade offerings to ensure no matter what kind of flavor or product you're looking for, you don't need to look any further than Ken's.



**KEN'S**  
A Family Owned Company

With over  
**60 flavors**  
to make any day  
a perfect one

# Deep Flavor Expertise and Offerings

*An unparalleled breadth of flavors*

With our market-to-market approach, we have developed over 250 flavors. Great for sales, but not for operations.

Every year we continue to add new flavors to keep up with today's trends.

## Dressings



# Sweet Baby Ray's Barbecue Is #1 In Both Food Service & Retail

## SBR's Barbecue Sauces And Wing Sauces Are Best-Sellers in Food Service



## SBR Retail Products Span BBQ, Dipping Marinade, Wing Sauces and Hot Sauce



# Manufacturing Overview

Ken's manages 1,000+ formulations, produces 2,500+ SKUs

## Retail Products

### Branded



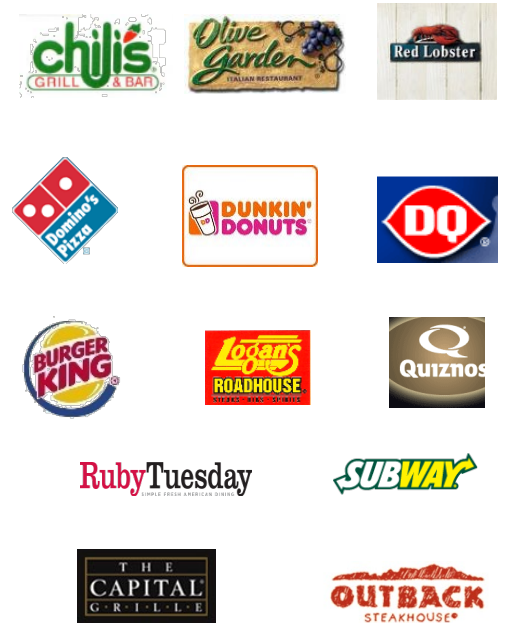
### Private Label



## Foodservice Products



## Custom Products



devex 



# DevEx Project Objectives

Improve product development, product maintenance, and quality processes through business process transformation and implementation of a Product Lifecycle Management (PLM) system encompassing the following capabilities:

- Project Management
- Specifications Management (Ingredient/Packaging/Formula and Finished Product)
- Formula/Recipe Management
- Regulatory Compliance & Labeling
- Workflows
- **Integration with ERP & MES**
- Data extraction & Load

# Ken's Foods PLM Deployment: Project Phasing

## Phase 1 – Base Deployment



Ingredient  
Management



Packaging  
Management



Formula  
Management



Document  
Management



Finished  
Product  
Management



Regulatory  
Management



Project  
Management



SYSPRO  
ERP  
Integration

## Phase 2—Extensions



Supplier  
Collaboration Portal



GSI/GDSN



QMS

## Phase 3— Extensions TBD



Other systems  
Integration

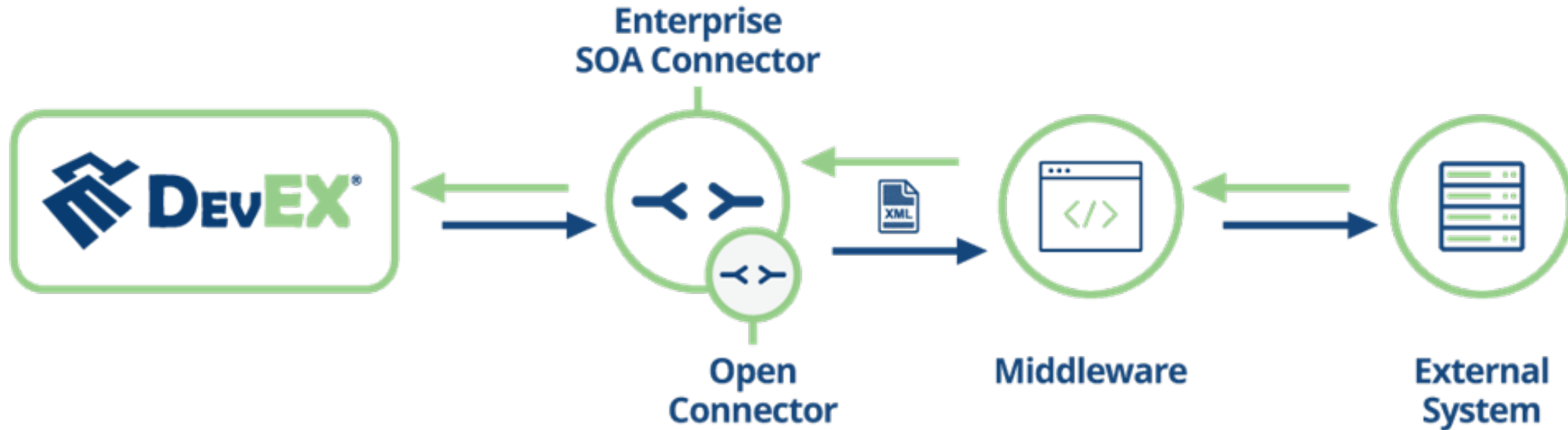
# *Key Needs for MES roll-out*

- Evolve from a paper-based system to a PLM system
- Maintain current systems as a roll-out the new platform
- Sunset three systems while starting two new systems
- Leverage formula structure to drive consistency
- Develop multi-layer formula structure
- Automated routing for approvals
- Approvals via emails

# Design Approach

- System to be deployed in the Cloud
- Use the OpenConnector and middleware to push/pull data to MES and ERP systems.
- Accommodate four manufacturing plants and unique production systems
- Standardize manufacturing instructions
- Different raw materials by location (i.e., bulk vs. drum vs. pails)
- Product testing, alternate ingredient and product reformulations
- Expandable for future functionality and usability
- Phased roll-out plan

# Enterprise SOA Connector



It is based on the Open Connector: data to export and import are collected by the Open Connector

It is designed to interact with a middleware that has the responsibility to map message structure and data between two systems (successful connections with Microsoft BizTalk, Seeburger BIS, Microsoft Dynamics AX, SAP PI, Magic)

Sends and receives data as XML messages via Web Service, HTTP POST or file system

# PROJECT BEST PRACTICES

- Define current processes with a cross-functional team.
- Engage cross-functional team for input as the new system is created.
- Get input from the heavy users (production floor). Let them help drive the change.
- Ensure that integration to our ERP & MES system was feasible
- Use feedback loop to drive improvements.
- Scrub the data!