



Work Smarter, Grow Faster

How to Scale Your Food
Distribution Business with BFC

bfcsoftware.com

INTRODUCTION

Navigating the food distribution industry is a notoriously challenging endeavor for owners and executive management. Few industries operate in a just-in-time environment where their success is dependent on a high volume of repeat business of low margin, date sensitive and perishable items.

When you add the complexities of industry regulation, a high-turnover labor force, and the sheer logistics of getting the right product on the right truck at the right time, every time – it's clear that food distributors are faced with significant operational challenges.

That's why BFC Software has been offering a specialized warehouse management system (WMS) for food distributors for over 20 years. **Our software is a “purpose-built WMS,”** and it's changing the way that food distributors operate and scale their businesses.

Why is BFC the ideal solution for boosting your business's efficiency, productivity and profitability? Let's explore five ways BFC software empowers owners and executives to fulfill their company's vision and achieve their business goals.

1. Improve efficiency
2. Reduce errors
3. Improve customer satisfaction and fulfillment
4. Scale with confidence
5. Partner with a leader in food distribution



BFC software saved us so much time and resources while giving us way more insights into the operations and efficiency of our business than we ever had manually. We **cut errors by 70%** and **reduced picker labor by 25%**, despite higher volumes.

– Ed Mayburn, President of Cotati Food Service

1. Improve Efficiency

BFC's comprehensive WMS **improves efficiency at every operational stage in and around the warehouse**, from dock management to receiving, replenishment, selection, truck building, pallet loading and real-time proof of delivery.

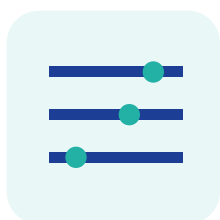
By replacing pen-and-paper with a streamlined digital solution, BFC unlocks the full potential of your people, products, and processes. How do we do it?



Visibility. With BFC, you gain full visibility into both historical and real-time data. Leadership can identify issues and trends to optimize inventory, physical space, and workforce. Warehouse managers can see where errors occur, and by whom, to immediately optimize labor and see where every product is every minute of the day. Selectors benefit from increased visibility as well, with gamified real-time dashboards that inspire and incentivize good work.



Accountability. With enhanced visibility, team leaders can elevate their staff's performance by holding employees accountable. The capability allows organizations to identify and correct mistakes, learn from high-performing selectors, and motivate middle-of-the-pack performers to become more productive. As a result, employee satisfaction and retention improves, leading to ongoing positive impacts on operations.



Control. For food distributors, maintaining control is critical: from temperature control to physical location tracking and strict oversight of product sensitive dates. BFC delivers the data and insights needed to ensure control over every step of the distribution process. With actionable information at your fingertips, you can minimize operational issues and eliminate unnecessary costs associated with mispicks and other fulfillment errors.

What did City Line Foodservice achieve with BFC?

45% improvement in selector mispicks, now 1 / 8,500

47% decrease in "not on trucks"

18% reduction in returns

99.92% inventory accuracy

2. Reduce Errors

It's simple: improving operations leads to **happier and more loyal customers.**

BFC empowers food distributors to consistently deliver the right products to the right place at the right time.

With more selectors performing at a higher level, every order receives the same attention as those of your top-tier customers. Real-time visibility allows warehouse managers to ensure the correct products and pallets are loaded onto the right trucks in the proper order, ensuring drivers are well-prepared for smooth deliveries. And because your entire throughput is optimized, you can increase sales and grow your business.



BFC wasn't just an upgrade; it was a **reinvention** of how we manage our entire distribution process

**– Robert Berkowitz, President,
City Line Foodservice**



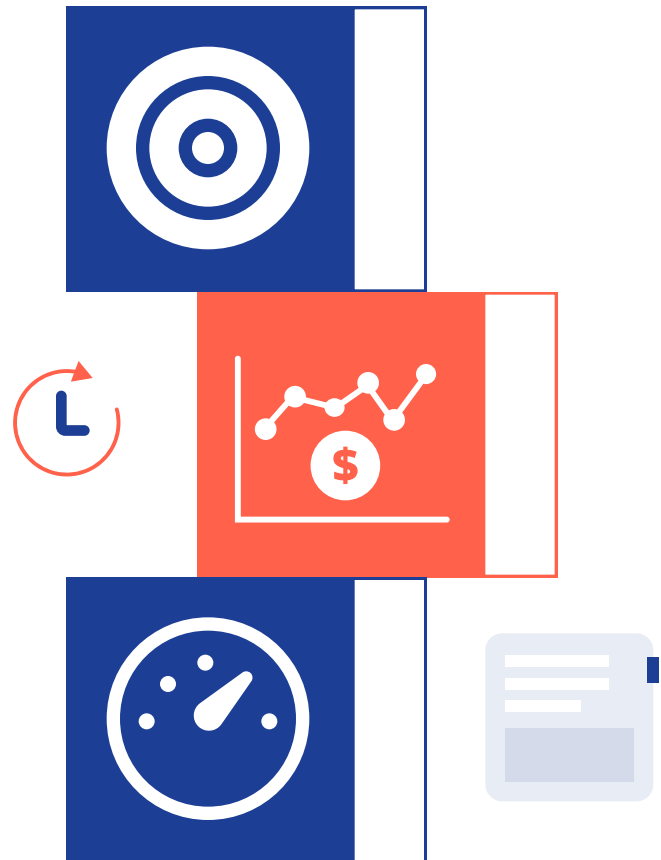
3. Improve Customer Satisfaction and Fulfillment

For small to medium-sized food distributors, keeping up with the “big three” demands a **strong commitment to customer service.**

BFC provides the tools and technology to help you stand out, enabling efficient, accurate, and on-time operations while keeping costs – and pricing – under control.

BFC also strengthens your brand **from within.**

With KPIs on accountability and performance, owners and executives can cultivate a positive work environment and elevate team morale. Streamlined operations free up leaders to focus on team building and company culture. Clear visibility benefits every team member too, facilitating communication, eliminating bottlenecks, and reducing internal friction.



Kohl Wholesale cut their error rate by 85% and improved inventory accuracy to 99.9% with BFC.

4. Scale with Confidence

BFC empowers you to grow your business with **ease and confidence**.

Designed to scale with you, BFC solutions cater to medium-sized distributors to billion-dollar enterprises alike, offering a comprehensive feature set that includes all the capabilities you need today and in the future.. That means no need to overhaul and replace your systems as your business grows.

Additionally, automated and streamlined processes eliminate the need to “throw people at the problem.” There’s a limit to how many selectors and checkers you can add before that strategy becomes unsustainable. BFC enables you to expand operations without the constant need to hire and manage more people.

The visibility and metrics provided by BFC also give you valuable insights into your business’ growth.

With BFC, you’re never in the dark – **you always have a complete picture** of your company’s operations, performance, and workforce.

That makes it easy to add and optimize square footage, slots, locations and more.

DID YOU KNOW?

With BFC, you have the **flexibility to implement your WMS on your terms**. You can implement inbound and outbound simultaneously, as many customers do, or have Outbound fast-follow the Inbound implementation to accommodate change management concerns, maintain operational momentum and optimize cost savings. Our flexible approach to implementation enables you to derisk your WMS deployment while instituting best practices.

5. Partner With a Leader in Food Distribution

For over 20 years, BFC has **worked exclusively with food distributors.**

We understand the industry and design our solutions to meet your unique needs. When you partner with BFC, you're not just getting software – you're gaining access to a team of industry experts who are dedicated to making your business more efficient, productive, and profitable.

Our strength as a partner comes not only from our history but also from our forward-thinking approach. We collaborate with our customers daily to discover how the industry is changing, understand their customers' evolving needs, and deliver technology solutions that address those demands. We're proud of our continuous innovation, ensuring that we meet our customers' ever-evolving requirements.



“We needed a system that was built for the nuances of food distribution. **A system that understood our needs.** A team that knew our industry in and out. BFC not only grasped our challenges but provided a solution that revolutionized our distribution.”

– **Robert Berkowitz, President, City Line Foodservice**

BFC AND FSMA 204

We've been working with industry organizations like the International Fresh Produce Association for more than ten years to prepare for the upcoming FSMA 204 regulations – and our software platform is already ahead of the curve. With **end-to-end traceability from order to delivery** and **more accurate digital tracking**, you can eliminate paper-based processes and ensure compliance with safety regulations.



Increase efficiency, productivity, and profitability with BFC Software

In today's dynamic environment, and in such a complex industry, it's imperative to have a business solution provider that can deliver on its promises. BFC Software is your proven partner in optimizing warehouse operations, staying safe and compliant, and growing your business, one delivery at a time.

Learn more about how BFC Software can transform operations at your distribution facility. Schedule a meeting today with BFC's WMS experts.

bfcsoftware.com