



5 SIMPLE STEPS

to Scale your **Cosmetics**
Manufacturing Company

a Milestone IS eBook



Cosmetics manufacturers face unique challenges as they grow...

From managing disparate systems to tracking multiple blends to maintaining accurate inventory, the more orders you need to fulfill, the more complicated operations get. And if you're trying to scale with growing demand, legacy systems for financials and production can actually hold you back.

Cloud ERP solves the many pains of fast-paced cosmetics manufacturers. With a unified platform to run your business, you can get a true picture of your costs in real time, forecast more accurately, improve productivity, and so much more. Cosmetic manufacturers who leverage the cloud have moved beyond Excel and have the foundation required to build a more competitive, profitable business.

Intro

In this eBook, you will learn how the cloud solves the biggest issues of cosmetic manufacturers and how modern technology will take your business further, faster.

Contents

- Improve Cost Accuracy and Financial Reporting
- Intelligent Forecasting, Purchasing & Production Planning
- Automated Order Fulfillment
- Simplified Inventory and Warehouse Management
- The All-in-One Power of the Cloud

Improve Cost Accuracy and Financial Reporting

If you're using spreadsheets to manage landed costs and generate reports, you're likely finding it difficult and cumbersome to ensure accuracy and derive true value from reporting. Cloud ERP can help in several ways:



Tracking True Landed Costs

Your legacy systems likely give you zero visibility into landed costs and what they should be allocated to, making it impossible to get an accurate picture of your landed costs. From the shipping cost itself to duties and other fees, a cloud ERP solution tracks all those fees to specific items so you know exactly what your landed costs are.



Automating Separation and Payment of Landed Costs

If you've ever had to manually separate out landed costs fees and pay them to the multiple vendors involved in shipping your products, then you're ready for a better way. Cloud ERP automates the process of paying landed costs to the company that ships to you, the actual freight forwarder, or the vendor down on the water.



Accelerating Reports with Expanded Insight

Manual data extraction and calculation in Excel isn't just time-consuming, it presents a huge risk of human error. Milestone IS provides cosmetic manufacturers with access to three different reporting tools in one cloud ERP system so you have all the flexibility with none of the worry. Plus, our technical resources can query data so you can conduct analysis through one platform on multiple data sources.



Plan for the Future with Intelligent Forecasting, Purchasing & Production Planning

The manual processes involved in making purchasing and production decisions in cosmetics manufacturing are not suitable for any company that wants to scale. Cloud ERP is smart. The system has built-in intelligence to automate your demand forecasting, replenishment, and production scheduling.

Leverage Intelligent Demand Forecasting

Instead of manually examining purchasing trends and trying to pinpoint what you might need to manufacture in the future, Acumatica, the cloud ERP like Acumatica includes an integrated material requirements planning (MRP) system to analyze your typical orders and what is on order. You'll be notified of what you need to purchase and what you need to manufacture based on intelligent forecasting that also accounts for seasonality trends and historical ordering data.

Streamline Inventory Replenishment

Next, the system makes recommendations based on what is in stock, what you need to stock, and what your minimum and maximum stocks are. The system also tracks lead times so you can make timely decisions about reordering based on both demand forecasting and the length of delivery.

Optimize Production Scheduling

If you're using simple tools outside your legacy system to schedule production, cloud ERP can intelligently improve this task. By scheduling both machines and labor, and tracking what can be produced within a specific timeframe, you'll be better able to forecast labor and track costs.

Easily Revise Bills of Material

Forget scrapping and redoing an entire production order if a change needs to be made. With cloud ERP, you can make any number of modifications and revisions such as adjusting quantities and adding additional components instead of having to recreate your entire BOM.

Benefit from Backflushing

Using cloud ERP enables you to skip steps in your production process without losing data or track of materials and time. For example, if there is a certain step in your process such as packaging that you'd rather skip in the moment, you can backflush that step with cloud ERP. When you complete your transaction, the system tracks the material and labor used so you have the record without wasting time.

How Cloud ERP Helps You Plan Your Labor Costs



All manufacturers struggle with accurately estimating what labor will cost. But with cloud ERP, the guessing game is over. How?

When you create an item and apply your labor rate, it goes into the system as "allocated labor." (When you look at labor on your financial report, you'll see a certain amount in "allocated labor.")



Allocated labor is then considered a cost, which is reduced when you pay the labor.



You are then able to see what was on your production order and compare it to the actual cost to view the variance between the two. With this information, you can make better decisions about what to charge for that labor rate.



Automate Order Fulfillment

Without an order system that integrates your ERP and your e-commerce portals, you're stuck doing order entry by hand—or worse, you simply don't have the capacity to enter the number of orders coming in. As your cosmetics manufacturing business grows, this manual approach will be unsustainable. Cloud ERP helps you make order fulfillment system fast, easy, and scalable.

Integrate ERP with Commerce and Web Stores

Manual order entry can result in costly errors and a decrease in customer satisfaction. The right cloud ERP system integrates your commerce portals within it, and Milestone IS has the unique capacity to help cosmetic manufacturers integrate additional web stores. This solves a few problems:



Order Entry

If you get 100 orders sent to your unintegrated system, you may not have the capacity to enter them without adding staff. Integration between your ERP and your order process ensures your order fulfillment operations stay scalable as you grow.



Accuracy

An integrated system also ensures that what is ordered is actually going into the system and shipped out correctly - enabling you to avoid backtracking or errors.



Updating

For cosmetics manufacturers that are selling inventory in a made-to-stock way, this integration ensures you don't have listings on your website for products you haven't stocked. Your website will reflect your true stock.



Centralized, Flexible Pricing

A cloud ERP system enables you to centralize all your pricing with ultimate flexibility. It's easy to make changes and maintain price lists for different customers and customer types. Instead of redundant manual entry for every price variation, you can:

- **Upload** Excel-based pricing data to the system, making updates, such as raising prices across the board, simple.
- **Establish** discount pricing for certain customers or promotions. For example, if you have a standard retail price, you can easily apply a discount price list to a specific wholesale customer who might buy in volume.



Did you know cloud ERP also makes **marketing more effective?**

With Acumatica and Milestone IS, cosmetics manufacturers can run marketing campaigns in the system and/or integrate with a separate CRM, email, or marketing platforms such as HubSpot and MailChimp - keeping all your sales and marketing efforts together.



Simplify Inventory and Warehouse Management

From tedious physical inventory counts to tracking lot numbers and expiration dates, manually managing your warehouse isn't just risky—it's inefficient. And all of this gets even more complicated when you have multiple warehouses. Cloud ERP is built to solve these challenges.

Move Product Faster and Easier

Whether you are moving product internally, loading a truck, or shipping to a customer, cloud ERP can track your inventory across multiple locations in real-time without any manual effort.

Improve Receiving Accuracy

When you receive a product, you want to scan it and put it away quickly without a big lag time. Cloud ERP removes the extra work involved in manually documenting product details and location.

Speed Up Shipment

With cloud ERP, you can issue items from inventory right into the shipment rather than having to do so manually, so your shipping department doesn't have to go into the system. You can also integrate with several different shipping systems and manage logistics entirely within the ERP system itself. With automatic tracking information and confirmation, you'll remove several manual tasks and keep customers happy.

Reduce Production Order Scanning Time

Cloud ERP enables you to scan both receiving into inventory and then onto the order so it speeds up what would otherwise be several manual steps to get goods onto production orders.

Full Lot Traceability

A critical requirement for your cosmetic manufacturing business is lot tracking with expiration dates. For example, Acumatica cloud ERP allows you to enter or automatically assign lot numbers when manufacturing and/or receiving items. Then, when picking or issuing the item you simply select from a specific lot. You can easily track items from a specific lot to take fast, proactive action in case of a recall.





Still using **QuickBooks?**

If your business is being held back by the inability to run multi-entity accounts in QuickBooks, it's definitely time to consider cloud ERP. Managing multi-warehouse, multi-location inventory and operations is a breeze in Acumatica.

Leverage the All-in-One Power of the Cloud

The benefits of moving to the cloud are impressive for manufacturers in general, but for cosmetics manufacturers, there are specific advantages.

Facilitate Overseas Collaboration

If you're like many cosmetic manufacturers, you're outsourcing some of your manufacturing overseas. And if you're bringing on factories or suppliers to work within your system, the cloud-based aspect of ERP is particularly relevant to your business. Your partners can securely log into the system and perform specific processes, even if it's something as small as notifying you that an item has been shipped. The cloud enables seamless collaboration from any device, anywhere in the world, so you and your overseas partners can keep projects moving.

Collaborate Securely with External Users

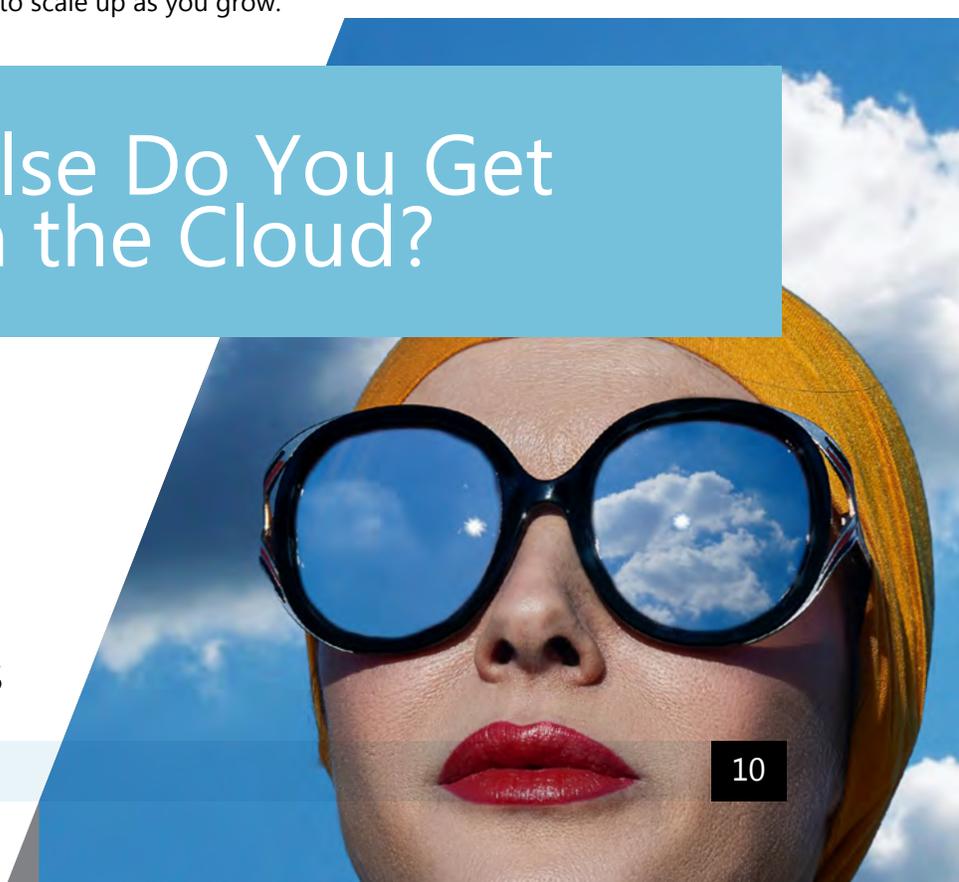
A cloud ERP system can provide access to outside vendors, but still limit external users to certain screens or tasks depending on what permissions you'd like to apply. This enables you to collaborate with external partners with the peace of mind knowing your data and your business stays safe.

Get Unlimited Scalability

Through Milestone IS, you'll have an unlimited number of seats in your cloud ERP, so you'll never worry about hitting your ceiling or having to pay more to scale up as you grow.

What Else Do You Get with the Cloud?

- Mobility
- Scalability
- Security
- Flexibility
- Cost Savings



Milestone Information Solutions

With Milestone IS, you're not just getting top-tier cloud ERP for cosmetic manufacturers, you're getting a group of seasoned business and technology experts who are also accountants. The most important consideration for manufacturers when implementing an ERP system is how it will impact your financials—an area we know best.

We've been helping cosmetic manufacturers implement ERP to improve performance and profitability for over 30 years. We chose Acumatica as our cloud ERP partner because it is the best end-to-end solution on the market with exceptional flexibility for industry optimizations.

Why Milestone is Different

We're **experts** in both cosmetics manufacturing and accounting.



We understand your specific production needs and how they impact **your bottom line**.



We know how to deliver **meaningful insights** and improvements that help you make better decisions.



Ready to learn more?

At Milestone IS, we aren't just providing software. We're **using software as a tool** to help you better manage your business. Contact us today.

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