



GRAMONT

LabelNow
Compliant label content
design solution

What we will talk about...

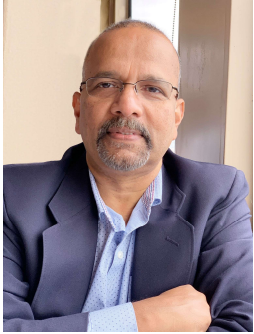
- Names and faces
- Managing food labels is hard
- Meet LabelNow
- Show and Tell
- Cool stuff we are adding to LabelNow
- Lots of questions



Names and Faces



Introductions – Your SAP and Gramont Team



Manoj Kaippilly (SAP)

- 18 years with SAP
- Current Role - Solution Manager SAP PLM for Process (PLM4P)
- Senior PLM Consultant with multiple implementations across several industries



Dan Bender (Gramont)

- 26 years working with SAP PLM
- Managing Partner Gramont NA
- 18 years with SAP
 - Solution Owner – PLM4P
 - Practice Manager – PLM NA
 - Customer Success Director – DSC NA



Maylis Quessette (Gramont)

- PLM & Solutions Product Owner
- 15 years working in process industry in product development



Erika Trungel

- LabelNow Product Owner
- 5 years working with SAP PLM, process industry
- Specification Management, Recipe Development, Label Management

Gramont – NextGen SAP Master data and PLM Solutions

A diverse international team with superior MDG / PLM subject matter expertise covering Process and Discrete Manufacturing



10+ Years in business



SAP PLM standard
OEM/Innovation partner



140 technical and functional
experts (19 Nationalities & 17 Languages)



Customers include:



Locations



Gramont – Our Center of Competency

End-to-End SAP Master Data & PLM service provider with deep understanding of industry specific business processes and solutions

EXPERTISE

- PLM for Process Industry (Recipe Development, Specification Management, QM, Product Data Exchange..)
- PLM for Discrete Manufacturing
- Compliance Management / Environment Health and Safety (EHS)
- Master Data Governance (MDG)
- SAP Enterprise Portfolio and Project Management (ePPM)
- Hybrid / Cloud and OP deliverables
- Product Development Managed Services
- Performance and Test Management

SERVICES

- Business, Process and Strategy consulting
- Solution Architect development
- Implementation planning and execution
- User-Centric UI/UX design and implementation
- SAP application development on-prem and Cloud
 - SAP Cloud Platform
 - Google Cloud Platform
 - Microsoft Azure
 - AWS
- Application Management support
- Onsite, Nearshore and offsite delivery model

Managing food labels is hard

NEW LABEL / WHAT'S DIFFERENT

Servings: larger, bolder type

Serving sizes updated

Calories: larger type

New: added sugars

Updated daily values

Change in nutrients required

Actual amounts declared

New footnote

Nutrition Facts	
8 servings per container	
Serving size	2/3 cup (55g)
Amount per serving	
Calories	230
% Daily Value*	
Total Fat 8g	10%
Saturated Fat 1g	5%
<i>Trans Fat</i> 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	13%
Dietary Fiber 4g	14%
Total Sugars 12g	
Includes 10g Added Sugars	20%
Protein 3g	
Vitamin D 2mcg	10%
Calcium 260mg	20%
Iron 8mg	45%
Potassium 235mg	6%

* The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.



LabelNow

GRAMONT

Food labels are the primary method of communicating product information between companies and their consumers



Food labels are the **primary method of communicating product information** between companies and their consumers.



Consumers, now more than ever, heavily rely on the labels to make an informed purchasing decision.

Food labels are the **primary method of communicating product information** between companies and their consumers.



Local governments and international agencies have created stricter controls in order to protect consumers and regulate food companies.

Food labels are the **primary method of communicating product information** between companies and their consumers.

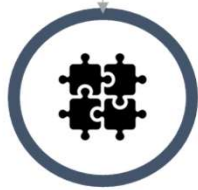


Foods sold by e-commerce
must also follow these
same regulations

Food labels are the **primary method of communicating product information** between companies and their consumers.



Labelling Challenges



Integration



Speed



Quality



Complexity



Translation



eContent

Meet LabelNow





A new, targeted approach

Ensuring timely, accurate and consistent product information content for the consumer across customer channels and countries with fully integrated labeling solution



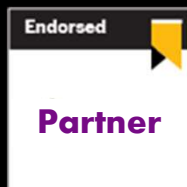
SAP Endorsed Apps overview

Approved Branding

Certification is exclusive to the initiative and included in the Endorsed Apps branding:



Banner used on the SAP App Center:



- By invitation only
- Deals close on Partner Paper and are facilitated by the SAP AppCenter
- Integrated to an SAP solution
- Premium Certification
- Integrated Support – customer uses BCP as usual, partner monitors tickets via SAP Resolve, adhering to SAP SLAs
- SAP LoB - Executive Sponsorships from Product and Sales

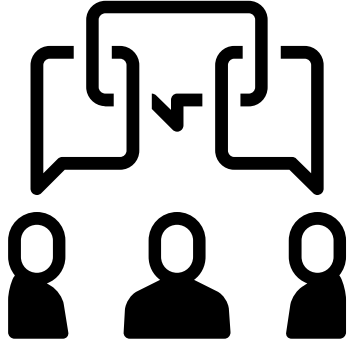


Integration



I need to work with a **complex tool landscape**, my labeling tool is not integrated with SAP-PLM nor with artwork solution

I need to be **trained on multiple tools**, multiple screens behavior and logic I am lost!



I suffer from **interface issues**, losing data and time in the process

I am receiving more and more request for e-commerce data publication and I need to **fill excel files** to provide information already available on label!



Integration

Challenges



Speed



Quality



Complexity



Translation



eContent

Recipe design
SAP-PLM & master
data in MDG

Data transfer to third-
party via standardized
message

Experience
People & Data



Customer
Touch Points

- SAP S/4HANA
- SAP ECC
- SAP PLM
- SAP MDG
- SAP EH&S
- SAP Ariba



Label text creation
SAP Cloud

Content publication on
physical channel
(artwork) and digital
channel (e-commerce)



EFFICIENCY SPEED OF INNOVATION



Challenges



I need to provide always **more and more** information, either due to **consumer interest**, new **controversial substances** such as titanium dioxide, **trends** or **recent scandals** such as horse gate

When I **change** a label, I need to update information transmitted to **artwork** team and **e-commerce** team, it is not automatic and generates **delay, rework** and sometimes **missed communication**

Within product range, same data transformation is required in ingredient list but I always have to start from scratch - taking time and lead to inconsistencies when created by different label author

With all **changes** during product development, it is never ending **rework** and generates **high risk of mistakes**

Color Labels is becoming more and more **prominent**, I often need to calculate in excel files and report them in the label.



Challenges



Integration



Speed



Quality



Complexity



Translation



eContent

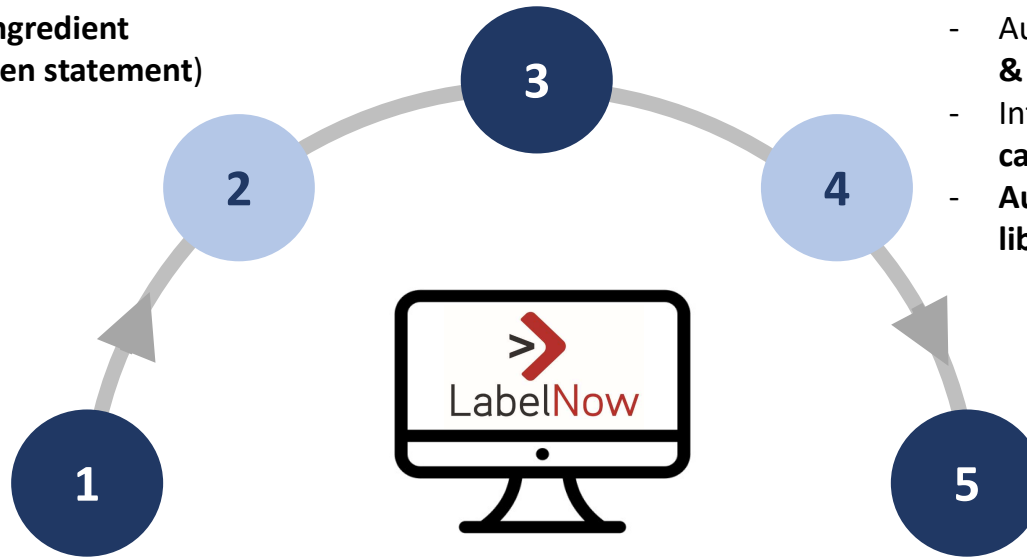
**Automatic generation of Nutritional
back & front panel** (including foot
notes) with real-time preview

**Automatic generation of Ingredient
statement** (including **allergen statement**)
with real-time preview

- Automatic application of **local rounding & precision rules**,
- Integrated **Recommended Daily Values calculation**
- **Automatic translation based on phrase library**

Pre-define labeling rules to be
applied based on local
regulatory rules via:

- **Labeling profile**
- **Country/language dependent
phrase library**



Automatic creation and adaptation
of complete new label / label
version with **SmartCopy** feature


LabelNow

GRAMONT

Challenges



Integration

Speed

Quality

Complexity

Translation

eContent

GS1 attributes

Preparation instructions

Additive labelling

Ingredient grouping & QUID

Allergen labelling

Storage instructions

Front of pack labelling

Evolving nutritional panel formats

Sustainability statement

Legal denomination

Coloured labels

Logo

Diet

Address

Foot notes

Claims

Origin

NUTRITIONAL INFORMATION	
Total Fat	8g
Saturated Fat	1g
Trans Fat	0g
Cholesterol	0mg
Sodium	30mg
Total Carbohydrate	37g
Dietary Fiber	4g
Sugars	12g
Added Sugars	10g
Vitamin D	2mcg
Calcium	260mg
Iron	8mg
Potassium	200mg

INGREDIENTS
Water, Carrots, Onions, Red Lentils (4.5%) F...
Cauliflower, Leeks, Peas, Cornflower, Wheati...
(milk), Yeast Extract, Concentrated Tomato Fas...
Sunflower Oil, Herb and Sp...

ALLERGEN INFORMATION
Contains Milk, Eggs, Wheat, Gluten.

50% LESS SUGAR
NO ARTIFICIAL SWEETENERS

SEAFOOD

FAIR TRADE CERTIFIED

NUTRI-SCORE ABC

HEALTHSTAR RATING 2.5

NON GMO Project VERIFIED

AGRICULTURE BIOLOGIQUE

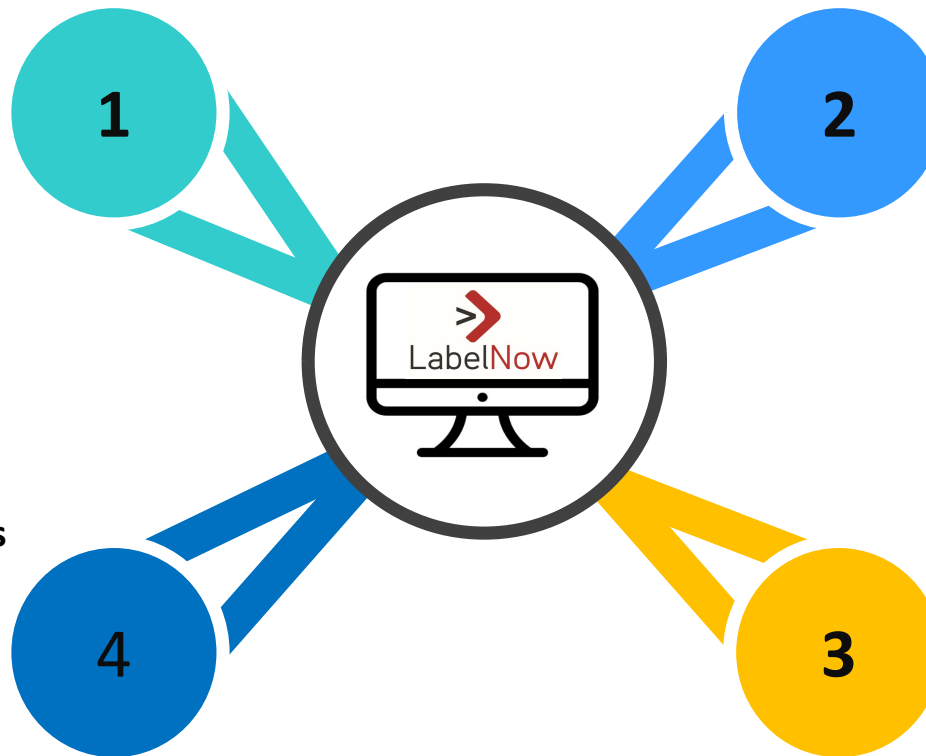
in Australia



Labeling profile creation enabling to pre-define the labeling automated rules to be applied based on local regulatory rules

Pre-set nutritional panel requirements

reference quantity, serving, nutrients, indentation, foot notes, front of pack labelling, daily values, rounding and precision rules...



Pre-set ingredient list requirements

Declaration level, prefix, element separators, quid & group settings, cut-off definition, allergen declaration settings, additive declaration settings

Pre-define & translate phrases

Declared names, nutritional panel (header, names, footnotes), ingredient statement (pre-fix, group names), allergen statement prefixes (by-nature & cross-contact) and much more...

Pre-set 'Other information' requirements

Diet/free from statement, additional information (e.g. storage instructions, best before date, origin...), preparation instructions, feeding instructions, ...

Challenges



Integration



Speed



Quality



Complexity



Translation



eContent

1

Country/Language dependent phrase **library**



2

Optional automatic translation using external service



3

Translation **status** and **notification** for relevant country **experts to validate** (and correct if required) translated label elements





eContent Challenges

- Communication to artwork provider by mail or cumbersome integration
- GS1 attributes required need to be maintained outside the tool
- Manual filling of customers e-commerce requirement (directly in target system or via excel)



LabelNow Solutions

- Standardized message to artwork providers & product data hub allowing out of the box connection
- GDSN and non GDSN library available for attribute selection & mapping

Show and Tell





Cool stuff we are adding to LabelNow



LabelNow

GRAMONT

What's upcoming in LabelNow?

Q4 / 2020

- Main LabelNOW Application
→ 200+ features
 - **Ingredient** Composition
 - **Allergens**
 - **Nutritional** Label
 - **eContent**
 - **Translation**
- 5 Complementary Applications
→ 100+ features
 - Manage Labels, **Profiles, Phrases**, Rounding & precision rule & RDA profile mgmt.
- Configuration Applications
- Smart Copy
- Product Data xchange (**Artwork, PIM**)

Q1 / 2021

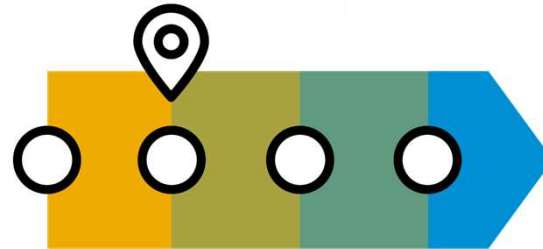
- **Translation** Hub
- Label **Analytics & Reporting**
- **Measured** Nutrients
- **Hierarchical** Subcomponents
- **Automatic** ingredient **grouping**
- Diets and Claims
- UI improvements
- Central search for Intelligent Enterprise Suite

Q3 / 2021

- Label creation from **Specification**
- **Compliance Assessment**
- **NutriScore & Health Star Rating**
- **Translation** Improvements
- Usability enhancements
- Label **Validity**
- **IPD** Integration
- Framework extension with Pharma/Life sciences

Q1 / 2022

- Label **comparison** and reporting
- **Package** solution
- Label **match**
- **Cloud Services** Integration
- Label **migration** tool
- Data migration services
- ...and more



Come give LabelNow a testdrive...



Nov 23 – Dec 4 (Week 48-49)



Test LabelNow functionalities by yourself based on generic recipes in our test system

Sign Up



Interested to join ?

Please register by contacting us at this [address](#) or sharing your interest in the survey you will receive.

Lots of questions



Thank you.

EMEA Sales and Support

Anil Kumar – CEO

anil.kumar@gramont.ch

LabelNow Questions

Maylis Quessette – Chief Product Owner

maylis.quesette@gramont.ch

SAP Endorsed App Questions

Manoj Kaippilly – Solution Manager PLM4P

manoj.kaippilly@sap.com

North American Sales and Support

Dan Bender – Managing Partner

dan.bender@gramont.ch

LabelNow Questions

Erika Trungel – LabelNow Product Owner

Erika.trungel@gramont.ch

Learn more about Gramont...

<https://www.gramont.consulting/>

<https://www.linkedin.com/company/gramont-gmbh>

GRAMONT

THE BEST RUN 

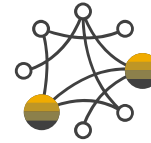


Appendix

Deploying LabelNow on SAP Cloud Platform



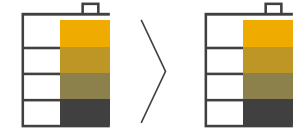
Apply Add On



Connect your System



Subscribe

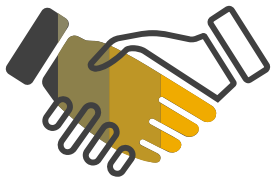


Authenticate



SAP Cloud Platform

Deploying LabelNow on SAP Cloud Platform

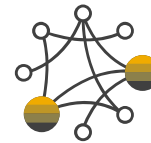


Subscribe

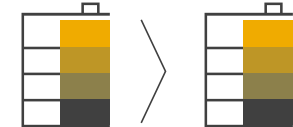
Subscribe for iLabel in the SAP App Center
Your new iLabel Productive, Preview and Test accounts are automatically created
You only need to provide an Administrator who will manage the Application from your Company



Apply Add On



Connect your System



Authenticate



SAP Cloud Platform

Deploying LabelNow on SAP Cloud Platform

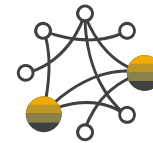


Apply Add On

Once Subscribed, you will receive an Add On for your S4/HANA or ECC system

This Add On contains a comprehensive set of APIs to ensure consistent data for your application

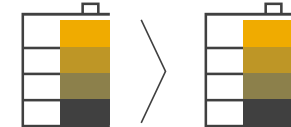
You can easily apply it using the Add On Manager



Connect your System



Subscribe



Authenticate



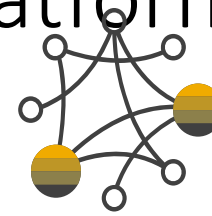
SAP Cloud Platform

Deploying LabelNow on SAP Cloud Platform



Apply Add On

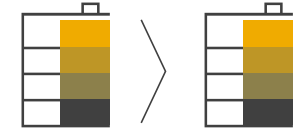
Connect your System



Connection to your SAP PLM Backend System is enabled using SAP Cloud Connector ensuring secure and fast connection



Subscribe



Authenticate

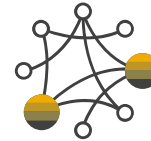


SAP Cloud Platform

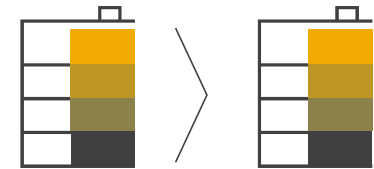
Deploying LabelNow on SAP Cloud Platform



Apply Add On



Connect your System



Authenticate

Once Connected to your SAP Cloud Connector, you can plug iLabel into your Corporate Identity Provider

iLabel will access your System by End-to-end Authentication using Principal Propagation



Subscribe



SAP Cloud Platform