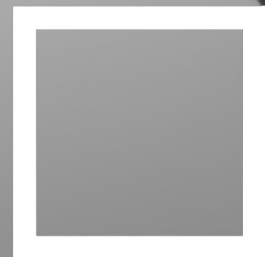
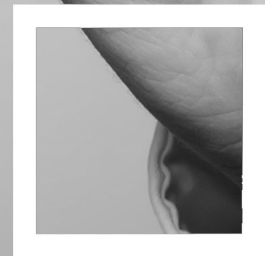
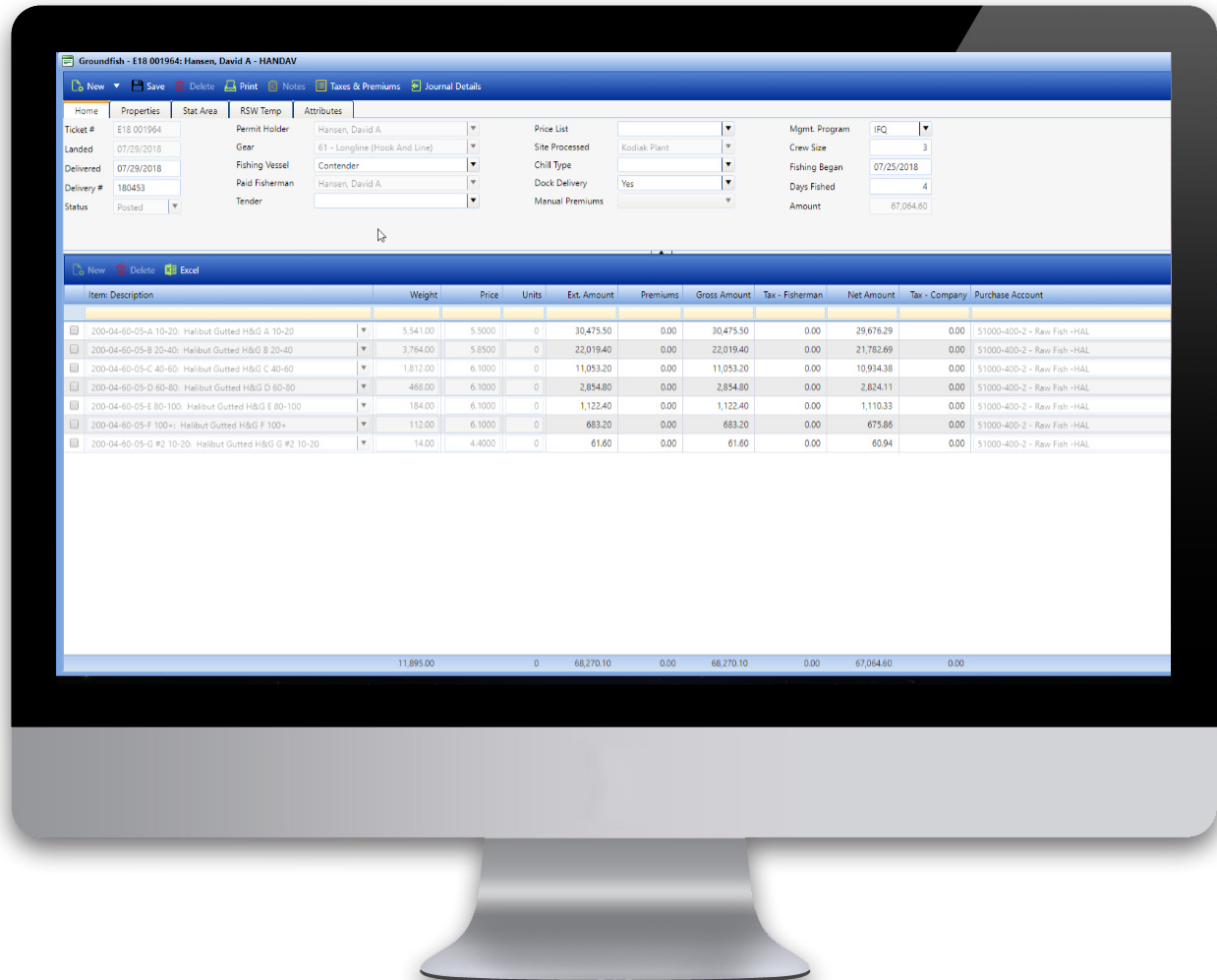


Checklist:

5 Things Your Alaska Seafood Processing ERP Software Needs to Help You Succeed





ERP software is meant to help you manage your various business processes with a single, shared database across multiple functions and business units. But, as an Alaska Seafood Processor, you have business processes that are outside the “standard” processes supported by generic ERP software. Because of that, generic business software doesn’t understand you or your business – you need an ERP system that was built for you and your industry. That means you need ERP software with the following five features and functions – because you deserve to optimize your business with ERP software built for your industry.

1. The ERP Basics

While you're looking for a system that's unique to your industry, that doesn't mean it should disregard the basics. The first requirement of your system is to have the standard ERP functions, including but not limited to inventory, customer management, accounts receivable, accounts payable, bank reconciliation, GL, production, vendor management, manufacturing, and logistics tools. In addition to the features built into the software, it should also have the capabilities to integrate with other systems you'll use, such as your barcode system and document imaging software. Finally, beyond the software itself, the system you choose should have an experienced team behind it focused on supporting you and helping you succeed.

Journal ID	Journal Date	Journal Type	GL Period	GL Year	Master Number	Source Module	Source Trans Type	Source Trans ID	Source Trans Date	Source Trans Detail	Comment	Reference
1001	10/12/2018	Transaction	10	2018	7422	Sales Order	Customer Sale	INV1000	10/12/2018	Aaron Fitz Seafood (AARFITSE)		
1002	10/22/2018	Transaction	10	2018	7423	Sales Order	Customer Sale	INV1001	10/22/2018	Captain Barry Seafood LLC (CAPBARSE)		
1003	11/06/2018	Transaction	11	2018	7424	Sales Order	Customer Sale	INV1002	11/06/2018	Costco (COSTCO)		
1004	11/11/2018	Transaction	11	2018	7421	Sales Order	Customer Sale	INV1003	11/11/2018	Whole Foods (WHOFOD)		
1005	11/16/2018	Transaction	11	2018	7425	Sales Order	Customer Sale	INV1004	11/16/2018	Captain Barry Seafood LLC (CAPBARSE)		
1006	11/21/2018	Transaction	11	2018	7426	Sales Order	Customer Sale	INV1005	11/21/2018	Red's Food Market (REDFOOMA)		
1007	11/26/2018	Transaction	11	2018	7427	Sales Order	Customer Sale	INV1006	11/26/2018	Aaron Fitz Seafood (AARFITSE)		
1008	12/02/2018	Transaction	12	2018	7428	Sales Order	Customer Sale	INV1007	12/02/2018	Aaron Fitz Seafood (AARFITSE)		
1009	12/05/2018	Transaction	12	2018	7429	Sales Order	Customer Sale	INV1008	12/05/2018	Alder Park Market (ALDPARMA)		
1010	12/05/2018	Transaction	12	2018	7430	Sales Order	Customer Sale	INV1009	12/05/2018	Captain Barry Seafood LLC (CAPBARSE)		
1011	12/06/2018	Transaction	12	2018	7431	Sales Order	Customer Sale	INV1010	12/06/2018	Costco (COSTCO)		
1012	12/11/2018	Transaction	12	2018	7432	Sales Order	Customer Sale	INV1011	12/11/2018	Direct Seafoods (DIRSEA)		
1013	12/14/2018	Transaction	12	2018	7433	Sales Order	Customer Sale	INV1012	12/14/2018	Red's Food Market (REDFOOMA)		
1014	12/14/2018	Transaction	12	2018	7434	Sales Order	Customer Sale	INV1013	12/14/2018	Whole Foods (WHOFOD)		
1015	12/17/2018	Transaction	12	2018	7435	Sales Order	Customer Sale	INV1014	12/17/2018	Crawfords, Inc. (CRAFORD)		
1016	12/20/2018	Transaction	12	2018	7436	Sales Order	Customer Sale	INV1015	12/20/2018	Costco (COSTCO)		
1017	12/20/2018	Transaction	12	2018	7437	Sales Order	Customer Sale	INV1016	12/20/2018	Greenway Foods (GREFOO)		
1018	12/20/2018	Transaction	12	2018	7438	Sales Order	Customer Sale	INV1017	12/20/2018	Whole Foods (WHOFOD)		
1019	12/23/2018	Transaction	12	2018	7439	Sales Order	Customer Sale	INV1018	12/23/2018	Captain Barry Seafood LLC (CAPBARSE)		
1020	12/27/2018	Transaction	12	2018	7440	Sales Order	Customer Sale	INV1019	12/27/2018	Aaron Fitz Seafood (AARFITSE)		
1021	12/31/2018	Manual	12	2018	7420	Financial						
1022	01/01/2019	Transaction	1	2019	114	Purchasing	Invoice	INV1001	01/01/2019	WCP Solutions (WCP SOL)		
1023	01/01/2019	Transaction	1	2019	115	Purchasing	Invoice	INV1000	01/01/2019	WCP Solutions (WCP SOL)		
1024	01/01/2019	Transaction	1	2019	116	Purchasing	Invoice	INV1002	01/01/2019	WCP Solutions (WCP SOL)		
1025	01/03/2019	Transaction	1	2019	117	Purchasing	Invoice	INV1003	01/03/2019	Cascade Machinery & Electric (CASMACEL)		
1026	01/03/2019	Transaction	1	2019	118	Purchasing	Invoice	INV1004	01/03/2019	Kodiak Marine Supply (KODMARSU)		
1027	01/03/2019	Transaction	1	2019	119	Purchasing	Invoice	INV1005	01/03/2019	Petro 49 Inc. (PER49)		
1028	01/04/2019	Transaction	1	2019	120	Purchasing	Invoice	INV1006	01/04/2019	Alaska Hydraulics Inc. (ALAHYDIN)		
1029	01/04/2019	Transaction	1	2019	121	Purchasing	Invoice	INV1009	01/04/2019	Matson Navigation Co. (MATNAVCO)		
1030	01/04/2019	Transaction	1	2019	122	Purchasing	Invoice	INV1008	01/04/2019	Matson Navigation Co. (MATNAVCO)		
1031	01/04/2019	Transaction	1	2019	123	Purchasing	Invoice	INV1011	01/04/2019	Petro 49 Inc. (PER49)		
1032	01/04/2019	Transaction	1	2019	124	Purchasing	Invoice	INV1010	01/04/2019	Petro 49 Inc. (PER49)		
1033	01/04/2019	Transaction	1	2019	125	Purchasing	Invoice	INV1012	01/04/2019	Soan Alaska Transportation LLC. (SPAALSTRI)		

NorthScope Journal Entry History Inquiry

2. Fish Tickets

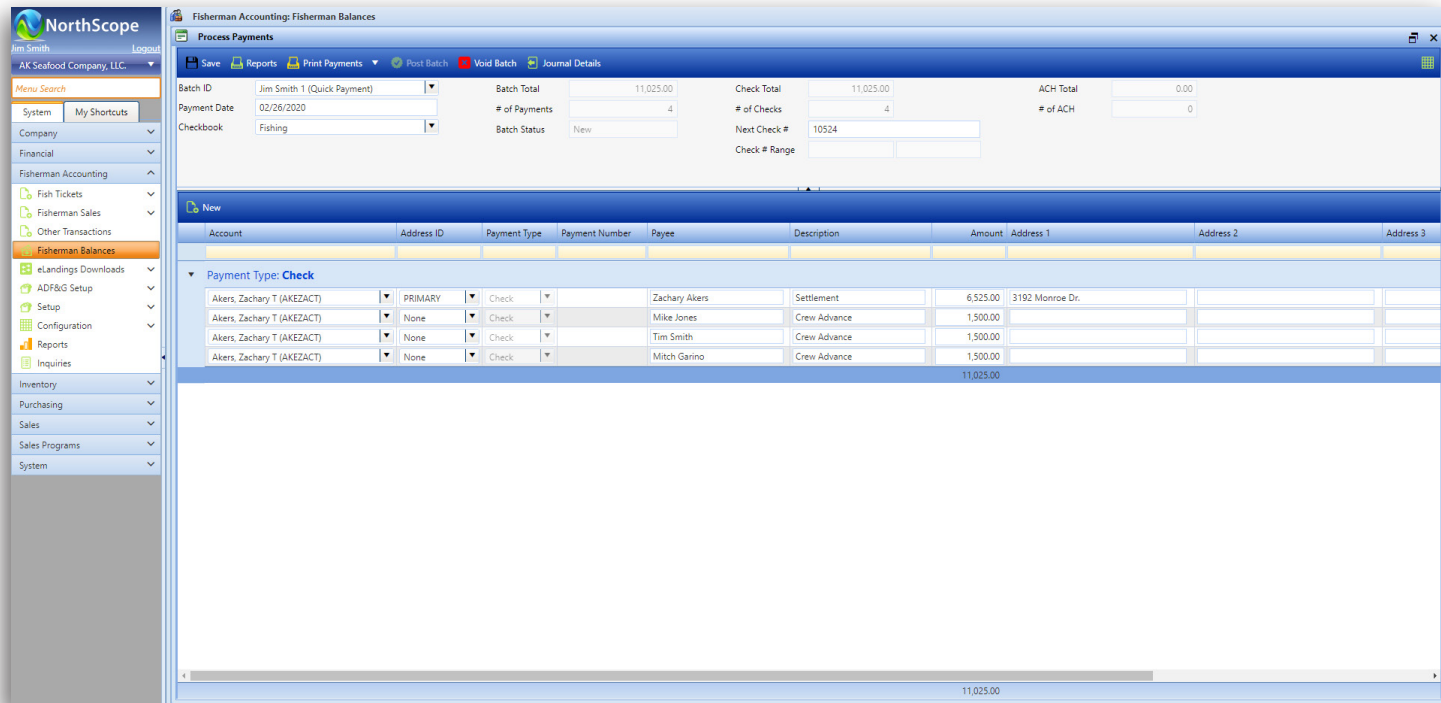
Speaking of integrations, the first industry-specific feature your ERP system needs to have is Fish Tickets with eLandings integration. And, it's not enough just to have the Fish Tickets in your system and integrate with eLandings, your fish tickets need to be fully equipped. That means, taxes and premiums that auto-calculate based on the parameters you set. That means the ability to re-price tickets seamlessly at the end of the season so you can make all your necessary price adjustments and bonuses and they'll accurately affect your books and fisherman balances. That means having the ability to manage Fish Ticket price lists and price Fish Tickets based on a Chum/Red split percentage. It means a lot more than just simply importing Fish Tickets from eLandings – with the right software, your capabilities to manage your business and increase efficiencies should be limitless, not limited.

Landing Type	Landing Report	Vessel	Landing Date	Port	ADFG Status	# Fish Tickets	Tender	Exceptions
Salmon	69504	Set Net Site	07/01/19	Kodiak	Final Report Submitted	1	574- T/V Linnea	
Salmon	69504	Set Net Site	07/01/19	Kodiak	Final Report Submitted	1	574- T/V Linnea	
Salmon	69505	Set Net Site	07/01/19	Kodiak	Final Report Submitted	1	574- T/V Linnea	
Salmon	71019	CHEYENNE	07/01/19	Kodiak	Final Report Submitted	1	931- Etheridge, Gunther	
Salmon	71019	OCEANIA	07/01/19	Kodiak	Final Report Submitted	1	931- Etheridge, Gunther	
Salmon	81866	Set Net Site	07/01/19	Kodiak	Final Report Submitted	1	731- Eason, Seth D	
Salmon	81866	Set Net Site	07/01/19	Kodiak	Final Report Submitted	1	731- Eason, Seth D	
Salmon	81866	Set Net Site	07/01/19	Kodiak	Final Report Submitted	1	731- Eason, Seth D	
Salmon	11908	ZUES	07/01/19	Kodiak	Final Report Submitted	1	603- * Vendor Not Found *	
Salmon	11908	FORTUNE	07/01/19	Kodiak	Final Report Submitted	1	603- * Vendor Not Found *	
Salmon	11908	BRAT	07/01/19	Kodiak	Final Report Submitted	1	603- * Vendor Not Found *	
Salmon	17581	PACIFIC VENTURE	07/01/19	Kodiak	Final Report Submitted	1		

NorthScope eLandings Fish Ticket Download

3. Fisherman Management

With a system that has Fish Tickets, those Fish Tickets should be affecting fisherman balances, which means your system should also allow you to manage your fishermen effectively. In order to help you manage your fishermen effectively, the system should allow you to offer and track fisherman loans (complete with interest charges, loan statements, and the ability to apply fisherman payments and Fish Tickets to them), pay your fishermen via check or ACH (bonus points if it offers split payments to cover crew wages on behalf of your fishermen), distribute Fisherman Statements that are easy to understand, and more.



NorthScope Fisherman Split Payments

4. Fisherman & Employee Sales Management

We mentioned sales as one of the “ERP Basics” all ERP systems should have. But, in addition to the standard sales requirements of things like quotes, sales orders, invoicing, freight management, price lists, sales contracts, etc., as an Alaska Seafood Processor, you also need unique sales features – not a “one-size-fits-all” solution. To accommodate the nuances of your business, your ERP needs to provide you ways to sell to your employees as seasonal staff may be buying from the employee store. Similarly, you need to be able to sell to your fishermen – both individual sales but also you should be able to charge them for purchases you’ve made on their behalf by distributing line items from AP Invoices and you should also be able to sell to them through tenders.

The screenshot displays the NorthScope Fisherman Accounting software interface. The main window is titled "Fisherman Accounting: Fisherman Sales" and shows a sales order entry screen for "North, Isaac J - Fisherman Sale #: FIS1181". The interface includes a navigation menu on the left, a header area with document details, and a table of line items.

Item	Description	Quantity	UOM	Price	Extended	Sale Account
F-DIESEL	Diesel	50.00	Gal	3.1000	155.00	4040-200-00 - Plant Sales - Fuel
F-GAS	Gas	120.00	Gal	3.7000	444.00	4040-200-00 - Plant Sales - Fuel
B-ROCKFISH	Rockfish Bait	358.00	Lbs	0.6000	214.80	4090-200-00 - Plant Sales - Bait
P-SHOP HR	Shop Service Hours	2.50	Hour	75.0000	187.50	4100-200-00 - Plant Sales - Shop Services
	Tax: AK Sales Tax				70.09	

NorthScope Fisherman Sale

5. Food-Relevant Inventory Management

Just like basic sales management, basic inventory management isn't enough for you as an Alaska Seafood Processor. You're dealing with time-sensitive, highly regulated inventory that depends on accurate data. Therefore, your inventory needs include quality testing, lot holds and codes, historical and perpetual balances, but also the ability to control units, weight, or units and weight tracking, barcode integration for scanning at the plant floor and your inventory should be integrated well with your sales so that you can allocate from direct lots on sales order so your inventory always provide accurate, real-time balances.

Allocate Sales Transaction Item

Allocate From: Bellingham Cold Storage (BCS) | Show Lots: Allocated, Available | Ordered: 10.00000 | Case: 500.00000 | Lbs: 500.00000

Item: 410-FZ-23-1: Chinook Salmon Frozen 3/6 lb Fillets 50# Case [Seq. 1] | Lot Owners: All items checked | Allocated: 10.00000 | 500.00000







Allocate By: Allocate by Inventory Lot | Unallocated: 0.00000 | 0.00000

Allocate	On Hand Units	On Hand Weight	Available Units	Available Weight	Units UOM	Weight UOM	Warehouse Lot	Production Batch	Batch Date	Owner
Item: Description: 410-FZ-23-1: Chinook Salmon Frozen 3/6 lb Fillets 50# Case [Seq. 1] - [BCS]										
<input type="checkbox"/>	52.00	2,698.00	47.00	2,451.00	5.00	Case	0719-410-FZ-23-1	K19-202	07/21/2019	Company
<input type="checkbox"/>	5.00	253.00	0.00	0.00	5.00	Case	0719-410-FZ-23-1	K19-187	07/06/2019	Company
<input type="checkbox"/>	14.00	751.00	14.00	751.00	0.00	Case	0719-410-FZ-23-1	K19-208	07/27/2019	Company
<input type="checkbox"/>	7.00	402.00	7.00	402.00	0.00	Case	0819-410-FZ-23-1	K19-213	08/01/2019	Company
<input type="checkbox"/>	5.00	267.00	5.00	267.00	0.00	Case	0819-410-FZ-23-1	K19-218	08/06/2019	Company
<input type="checkbox"/>	7.00	383.00	7.00	383.00	0.00	Case	0819-410-FZ-23-1	K19-221	08/09/2019	Company
	90.00	4,754.00	80.00	4,254.00	10.00					

NorthScope Sales Order Allocation by Inventory Lot

Your Alaska Seafood Processing ERP Checklist

Use the below checklist when deciding on the right Alaska Seafood Processing ERP system for your business!

Category	Considerations	Yes, the software meets these requirements	 NorthScope™
The ERP Basics	Does the software include inventory, customer management, accounts receivable, etc.?		
Fish Tickets	Does the software include Fish Tickets with eLandings integration that you can edit, re-price, etc.?		
Fisherman Management	Does the software include fisherman loans, payments (including ACH and split payments), Fisherman Statements, etc.?		
Fisherman & Employee Sales Management	Does the software include ways to sell to employees and fishermen in addition to standard sales features?		
Food-Relevant Inventory Management	Does the software include barcode integration, units and weight inventory management, lot allocations on sales orders, etc.?		

The NorthScope Plan

Don't struggle through another season with software that doesn't work for you. Take these 3 simple steps to your success and optimize your Alaska Seafood Processing business with ERP software built for your industry.



IDENTIFY THE PROBLEM

1

We meet with your team to identify your pain points to understand what's important to you.



PLAN TO FIX IT

2

We create a project plan that will take away your pain points and is tailored for your success.



LAUNCH YOUR SOLUTION

3

We configure your system with your data and hold your hand through training, launching and beyond.

**click here to book your
FREE NORTHSOPE DEMO**



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