

The Enterprise Hub

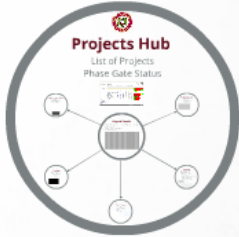
Enabling Innovation through a Culture of
Contribution and Collaboration

Presented by - Jeremy Vance
Vice President of IT - Pabst Brewing Company

50 What We Hope To Accomplish

- Lead global Pabst Brewing Company
- Expand global Beer Operations
- Expand Business Operations
- Expand Beer Sales
- Expand the Pabst Brewing Company
- Expand the Pabst Brewing Company

PABST



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50 What We Hope To Accomplish

- Lead global Pabst Brewing Company
- Expand global beer drinking
- Expand business opportunities
- Expand the company
- Expand the global reach of Pabst Brewing Company
- Expand the global reach of Pabst Brewing Company

PABST



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What We Hope To Accomplish

- Learn about Pabst Brewing Company
- Learn about Beer Brewing
- Pabst Business Challenges
- The Pabst Journey
- Benefits of the PSC / Aras Solution



What We Hope To Accomplish

Learn about Pabst Brewing Company

Learn about Beer Brewing

Pabst Business Challenges

The Pabst Journey

Benefits of the PSC / Aras Solution

Future Efforts for Pabst

Pabst Brewing Company

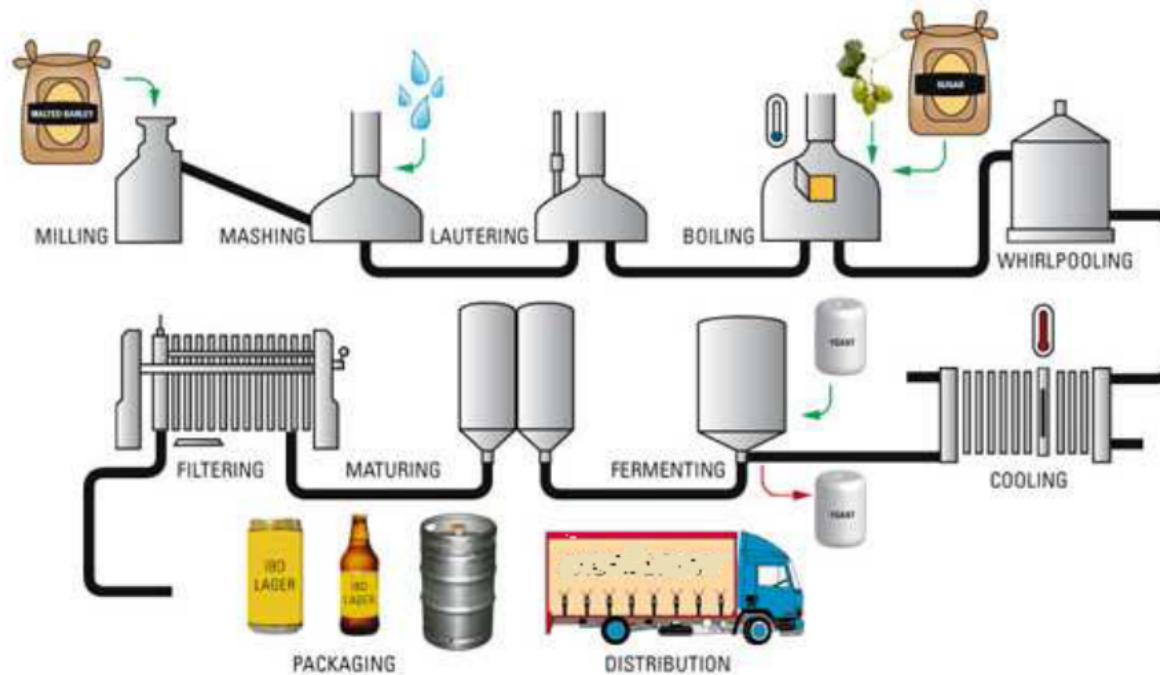


- Founded in 1844
- Iconic Brands
- Recent Brands
- 30 Brands, 400+ SKUs, ~62M Barrels
- Over a Dozen Contract Breweries
- Over 600 Wholesalers





Tell Me About Beer



- History of Beer goes back 6,000 Years
- 4 Base Ingredients
- 9 Basic Steps (+/-)
- 4 to 8 Weeks from Brew to Bottle
- Significant Impact of Seasonality and Craft Breweries
- Driven for Constant Product Innovation



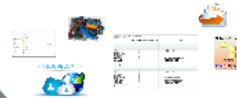
Business Challenges

Things requiring great effort to be accomplished successfully



Common Challenges

- Data Everywhere
- Visibility
- Accessibility



Internal Challenges

- Tribal Knowledge
- Knowledge Hoarding
- Processes (lack of formality)
- Resource Management
- Accountability



External Challenges

- Regulatory Aspects
- Federal Approval
- State Approval
- Logistics & Transportation
- Wholesaler / Retail Aspects
- Where are Our Product Consumed
- Large Retail Chain & Reset Windows

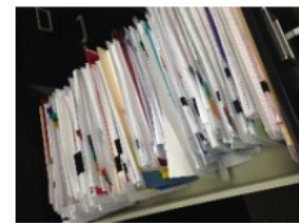




Internal Challenges



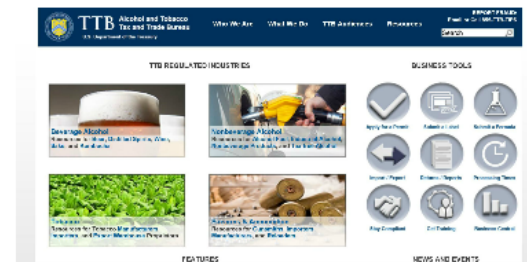
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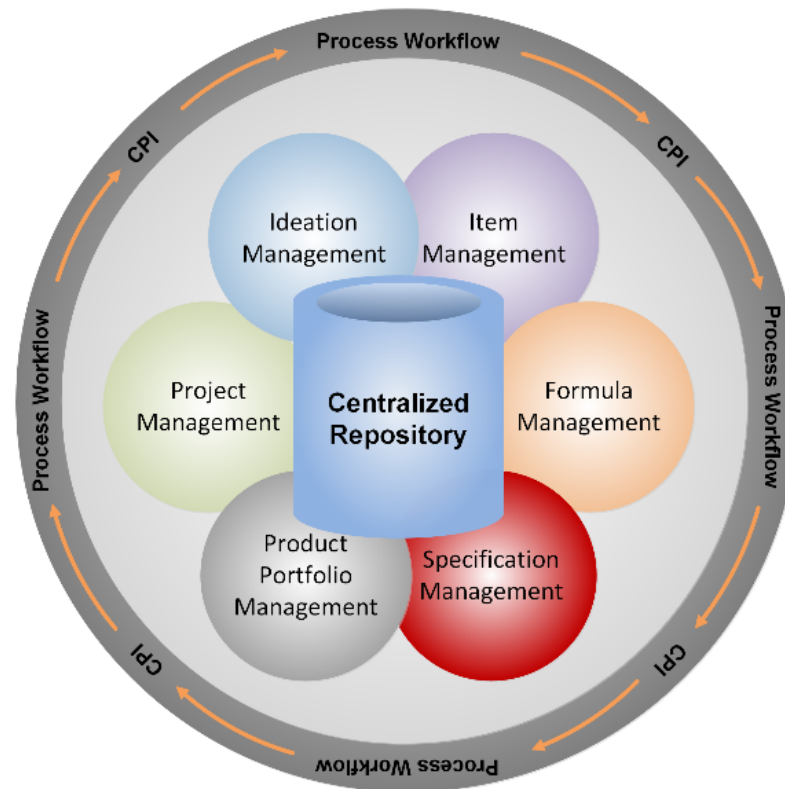


External Challenges

- Regulatory Aspects
- Federal Approval
- State Approval
- Logistics & Transportation
- Wholesaler / Retail Aspects
- Where are Our Product Consumed
- Large Retail Chain & Reset Windows



Where To Start?



**Most Important Thing is to START
Pasta vs. Pabst**

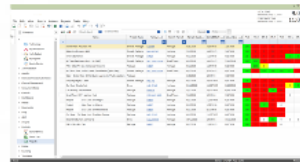
How to Make This Better

Agile, Small Wins, Please Help vs. Squeaky Wheel



Projects Hub

List of Projects
Phase Gate Status

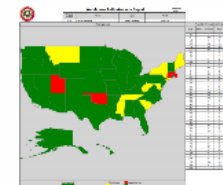
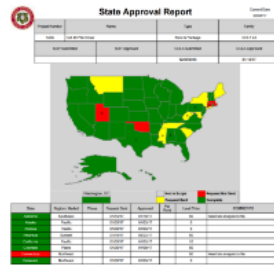




Approvals / Authorizations

Federal Approval
 States Approvals
 Warehouse Authorizations
 Sample Approvals

N	Project Tree	Predecessors	Status	Leader [...]	Lead Role	Plan Start	Plan Finish	Duration
Approvals and Authorizations (Phase 5)								
41	FD Sheet Submitted (Flavor Ingredient Data - Flavored Items Only)	11	Not Started	Bradly Berg	Staff Brewer	6/21/2016	3/16/2017	188
42	FD Sheet Approved (Flavored Items Only - 20 Days)	41	In Progress	Bradly Berg	Staff Brewer	6/22/2016	7/20/2016	20
43	SOP Submitted (Statement of Process - Flavored Items only)	42	Not Started	Greg Deuhs	Master Brewer	7/21/2016	7/21/2016	1
44	SOP Approved (Flavored Items Only - 40 Days)	43	Not Started	Greg Deuhs	Master Brewer	7/22/2016	9/16/2016	40
45	COLA Submitted to TTB (Alcohol Tax & Trade Bureau)	44,32	In Progress	Gary Galecke	Materials Procure...	9/19/2016	9/19/2016	1
46	COLA Approved (TTB Approval - 35 days depending on states)	45	In Progress	Gary Galecke	Materials Procure...	9/20/2016	11/7/2016	35
47	File Label with U.S. Copyright Office	46	Not Started	Marian Oshita	Paralegal	11/8/2016	11/8/2016	1
48	File State Approvals (Up to 90 Days - Immed. WA, OR, ID; CA 20 day)	45,19,18	In Progress	Marian Oshita	Legal / Regulatory	11/8/2016	3/16/2017	90
49	Send New Contracts / Amendments to Distributors (w/ States)	46	Not Started	Brian Koswick	Network Develop...	11/8/2016	12/7/2016	20
50	Enter Distributor Authorizations (After Source Brewery; w/ States)	46	Not Started	Brian Koswick	Network Develop...	11/8/2016	12/7/2016	20



Item	Requester	Request Date	Request Type	Request Status	Request Description	Request Location	Request Contact	Request Email	Request Phone	Request Fax	Request Address	Request City	Request State	Request Zip
1	John Doe	2016-06-21	Sample Request	Not Started	Request for sample of Pilsener Beer	CA	John Doe	john.doe@pabst.com	415-555-1234		123 Main St	San Francisco	CA	94101
2	Jane Smith	2016-06-22	Sample Request	In Progress	Request for sample of Lager Beer	TX	Jane Smith	jane.smith@pabst.com	214-555-5678		456 Elm St	Dallas	TX	75201
3	Bob Johnson	2016-07-01	Sample Request	Not Started	Request for sample of IPA Beer	NY	Bob Johnson	bob.johnson@pabst.com	212-555-9012		789 Broadway	New York	NY	10001
4	Alice Brown	2016-07-15	Sample Request	In Progress	Request for sample of Stout Beer	IL	Alice Brown	alice.brown@pabst.com	312-555-3456		101 State St	Chicago	IL	60601
5	Charlie White	2016-08-01	Sample Request	Not Started	Request for sample of Wheat Beer	WA	Charlie White	charlie.white@pabst.com	206-555-7890		202 Pike St	Seattle	WA	98101





Related Processes

Pricing
Freight Lane Costing
Distributor Claims
Transportation Requests

FAQs

Shipping Lane Report
10/25/17

Number	Name	Type	Family	Project Manager
1001	Ship To: Upper East	Ship & Storage	Ship To	Ship To

Ship Address	Ship Date	Name	Ship Weight	Case Pkgs	Field Weight
212 010	10/25/17	500 100 450000 001 001 000			

Warehouse	Ship Date	Ship Weight	Ship	Ship	Ship	Ship	Ship
100101	10/25/17	500 100 450000 001 001 000					
100102	10/25/17	500 100 450000 001 001 000					
100103	10/25/17	500 100 450000 001 001 000					
100104	10/25/17	500 100 450000 001 001 000					
100105	10/25/17	500 100 450000 001 001 000					
100106	10/25/17	500 100 450000 001 001 000					
100107	10/25/17	500 100 450000 001 001 000					
100108	10/25/17	500 100 450000 001 001 000					
100109	10/25/17	500 100 450000 001 001 000					
100110	10/25/17	500 100 450000 001 001 000					
100111	10/25/17	500 100 450000 001 001 000					
100112	10/25/17	500 100 450000 001 001 000					
100113	10/25/17	500 100 450000 001 001 000					
100114	10/25/17	500 100 450000 001 001 000					
100115	10/25/17	500 100 450000 001 001 000					
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100117	10/25/17	500 100 450000 001 001 000					
100118	10/25/17	500 100 450000 001 001 000					
100119	10/25/17	500 100 450000 001 001 000					
100120	10/25/17	500 100 450000 001 001 000					

PABST BREWING CO.
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FAQs Index

- Shipping Lane Report
- Pricing
- Freight Lane Costing
- Distributor Claims
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Pricing Request

Request ID: []
Request Name: []
Request Type: []
Request Status: []
Request Date: []

Request Description: []

Request Details: []

Request History: []

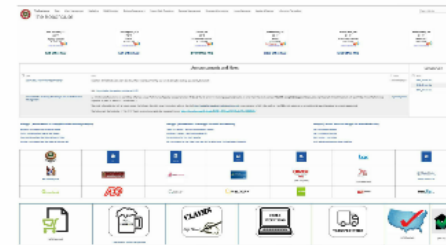
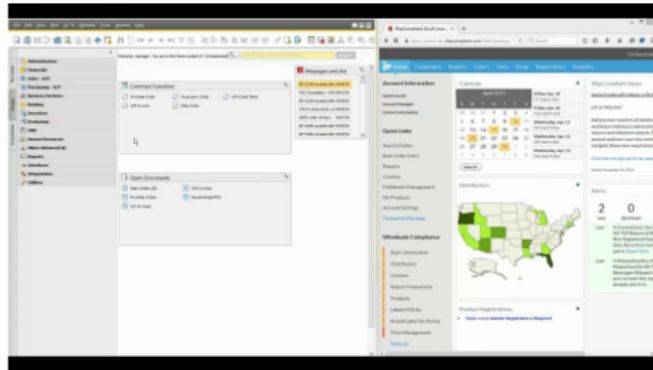
Workflow History Report

Request ID	Request Name	Request Type	Request Status	Request Date
1001	Ship To: Upper East	Ship & Storage	Ship To	10/25/17



Integrations

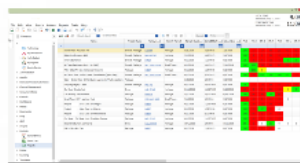
ERP - MS Dynamics AX
MS Dynamics CRM
SharePoint
Ship Compliant





Projects Hub

List of Projects
Phase Gate Status




Benefits

Centralized
Integrated
Shared Service Teams w/Brand Teams
Greater Visibility

PABST

Collaborative
Automated Notifications
General Announcement
Specific Assignment
Predecessor Complete - Get It Done
Standardized Structure
Documented, Repeatable, Auditable
Realistic Timelines - New Product Launch
Windows w/Chains



The Future

ERP Integration
Brewing Quality System Integration

Brewery Material BOM (MPP)

Ship Compliant Integration
DocuSign Integration

Acquisition & Integration

Is The Battle Won?

Questions



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