



Processing Innovation Meets the Cloud:

The Future of Digital Dairy Manufacturing



Speed. Scale. Impact.

Phaedra Martin

Industry Marketing Director
Velotic

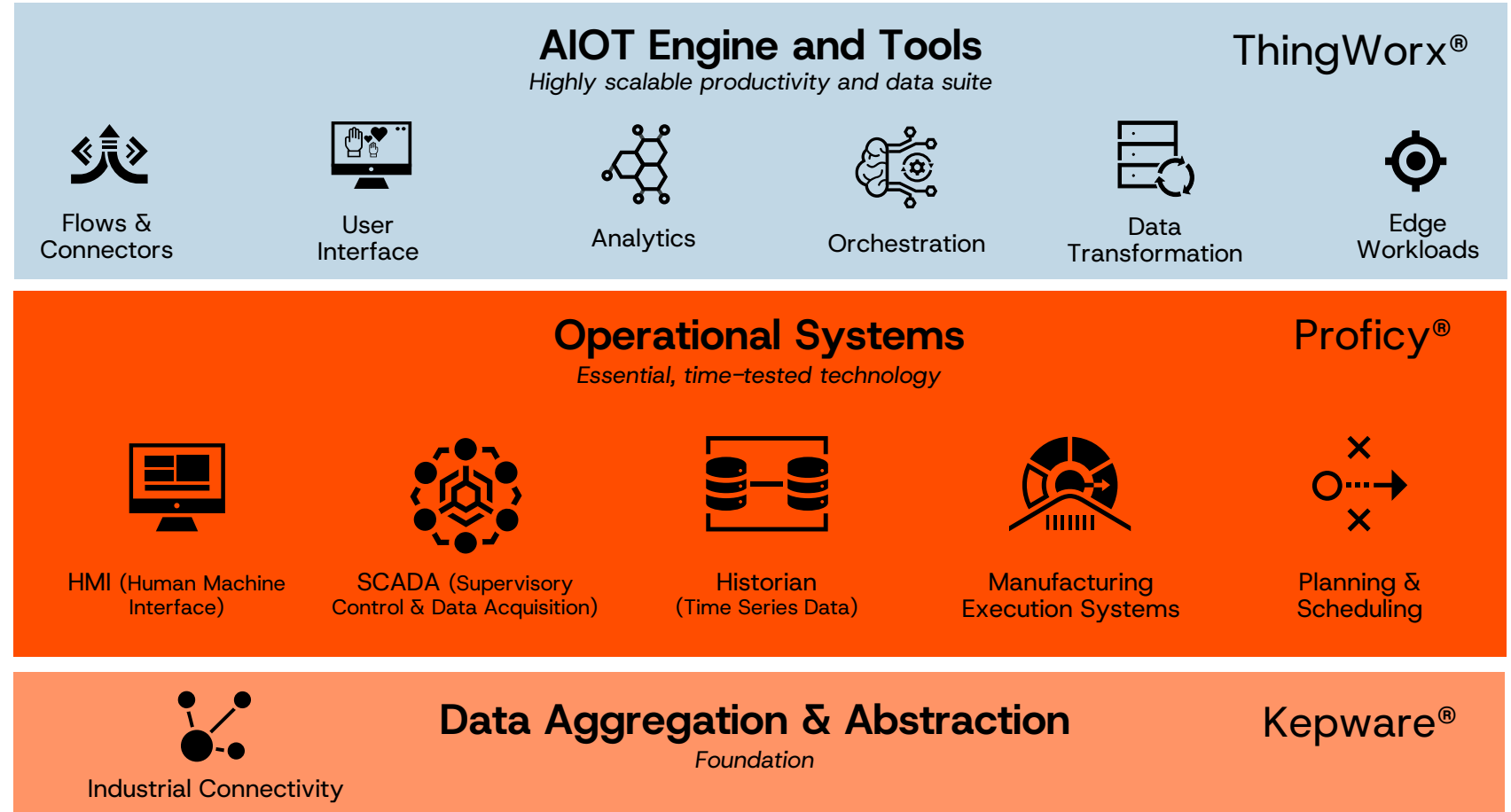
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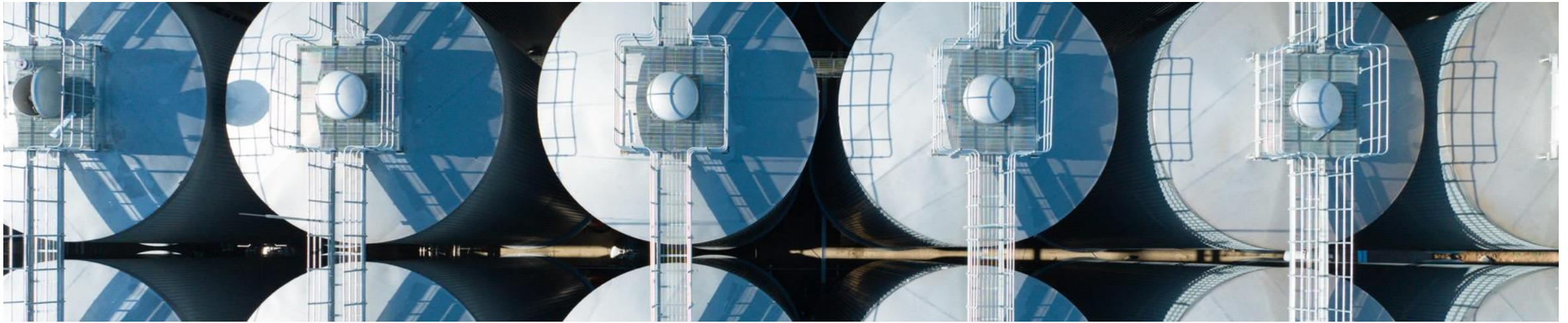


A Complete Portfolio

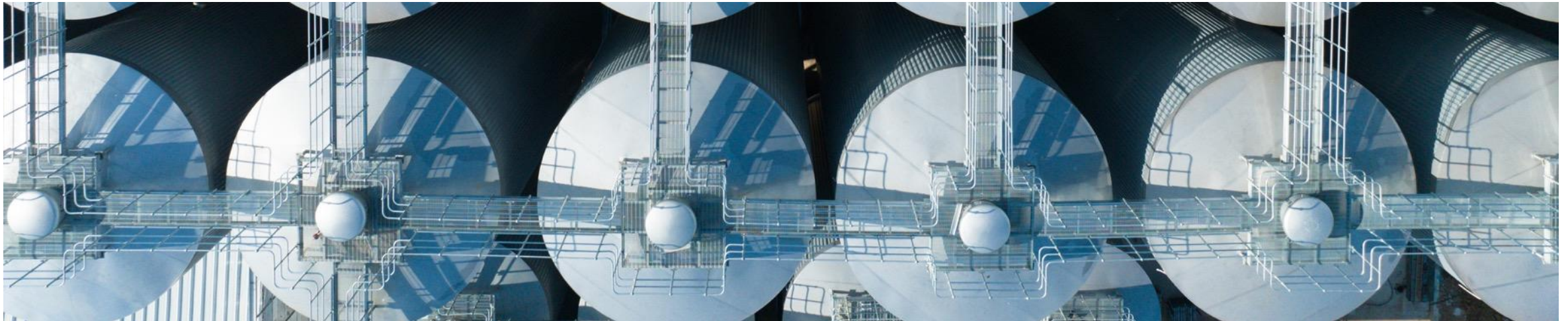


A unique and compelling set of offerings – making your operations smarter, more predictive, and optimized for what is ahead!





Cloud-Based SaaS Software for Dairy Processing

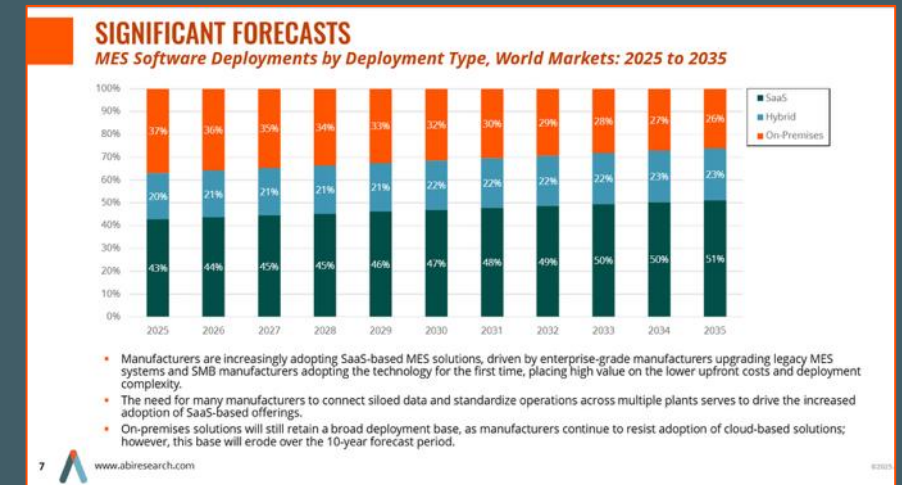


Industry Trends

Adoption of SaaS-based offerings

Manufacturers are increasingly adopting Software-as-a-Service (SaaS)-based MES solutions, growing to **47%** of deployments by 2030

- ✓ Lower upfront costs
- ✓ Reduced deployment complexity
- ✓ Connect siloed data
- ✓ Standardize operations across plants



Source: ABI Research, Manufacturing Execution System Software:
MARKET DATA OVERVIEW: 4Q 2025

Why SaaS



Scalability and Availability:

The SaaS solutions ensure operational continuity with dynamic scalability, minimizing downtime and optimizing resource utilization. This flexibility supports growth and adapts to fluctuating demands, enhancing business efficiency.

Security and Compliance:

Advanced authentication, authorization, and security protocols protect sensitive data while ensuring regulatory compliance with standards such as GDPR. This robust security framework reduces the risk of data breaches and builds customer trust.

Risk Management:

Through rigorous security assessments and penetration testing, Velotic proactively identifies vulnerabilities, safeguarding operations against cyber threats and minimizing legal risks.

Data Management:

Efficient storage, backup, and restoration processes protect against data loss and ensure rapid recovery, supporting seamless operations and informed decision-making.

Customization and Integration:

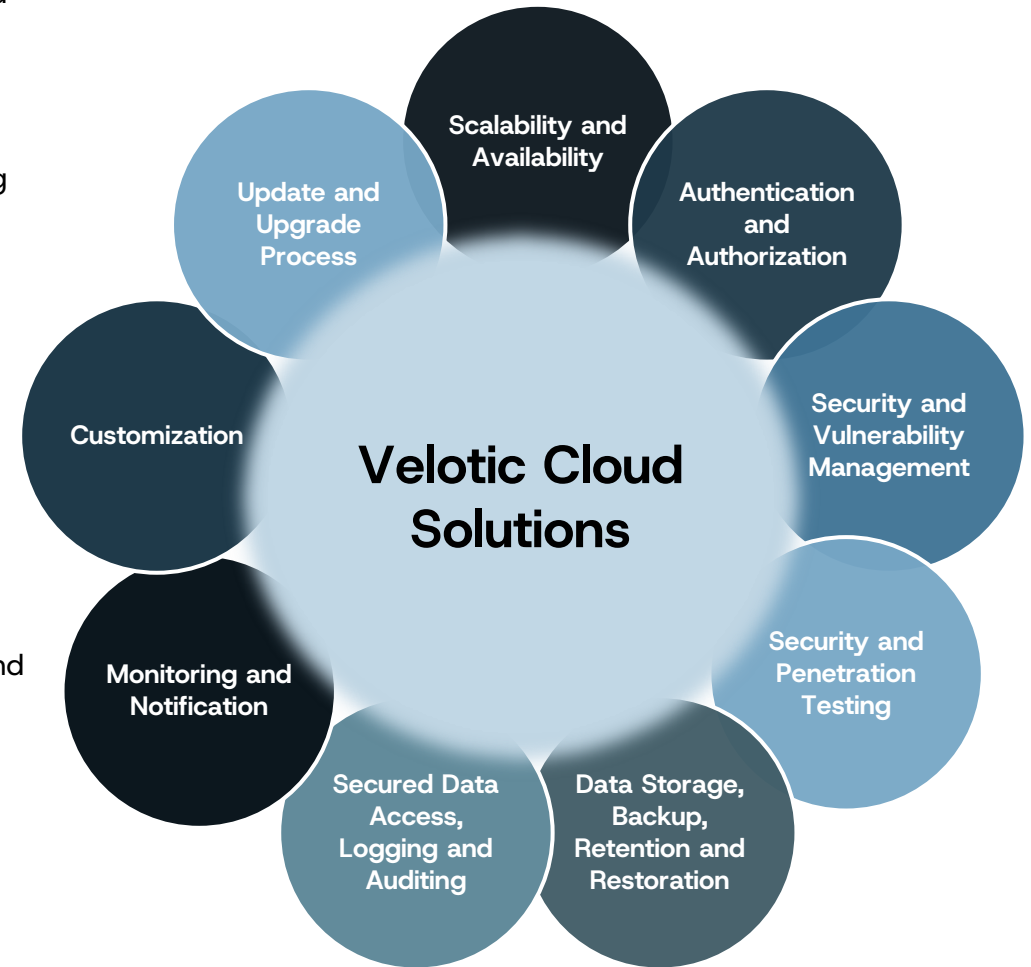
Tailored solutions allow businesses to adapt software to specific workflows, improving efficiency and facilitating international expansion. Integration capabilities enhance data flow and connectivity, driving comprehensive operational strategies.

Monitoring and Notification:

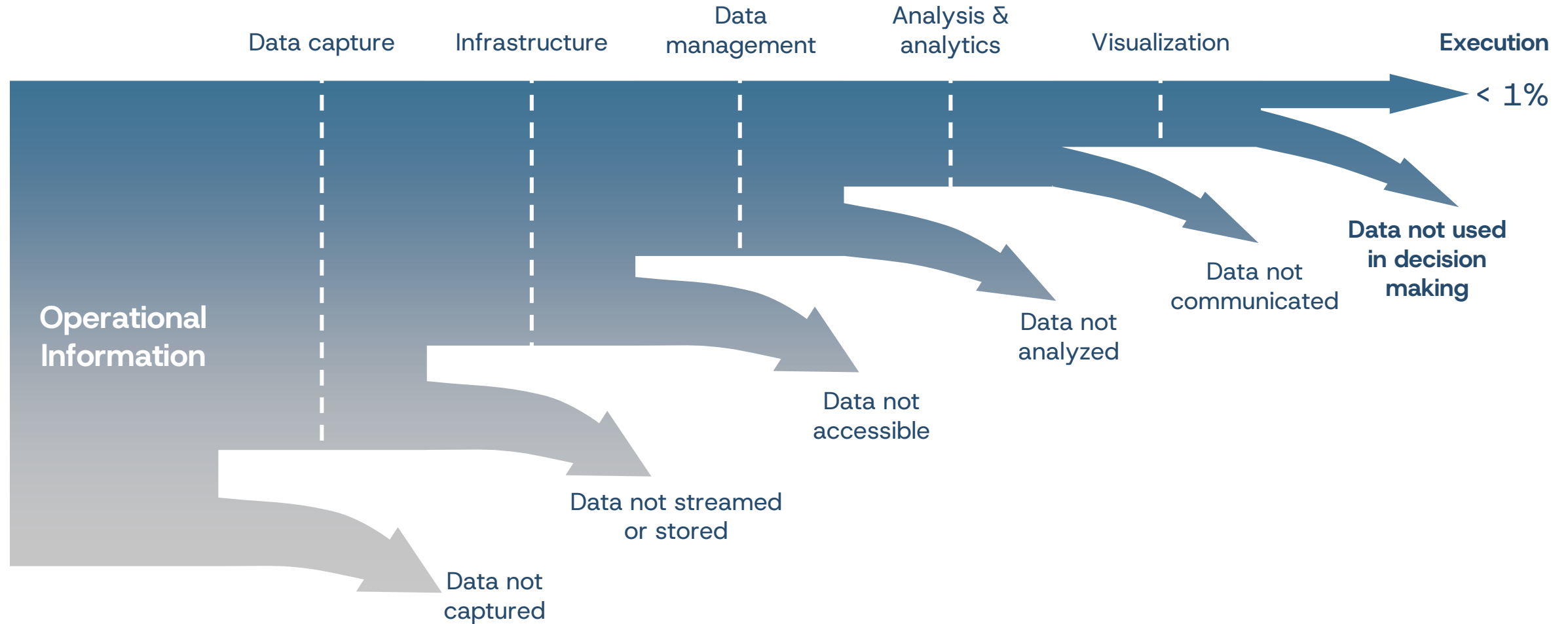
Real-time monitoring and alerting systems enable quick incident response and performance optimization, ensuring continuous service delivery and operational resilience.

Continuous Improvement:

Regular updates provide cutting-edge features, fix bugs, and patch vulnerabilities, maintaining software relevance and enhancing customer satisfaction.



It starts with data (connected machines & people), however ...
Most companies use only a fraction of their data

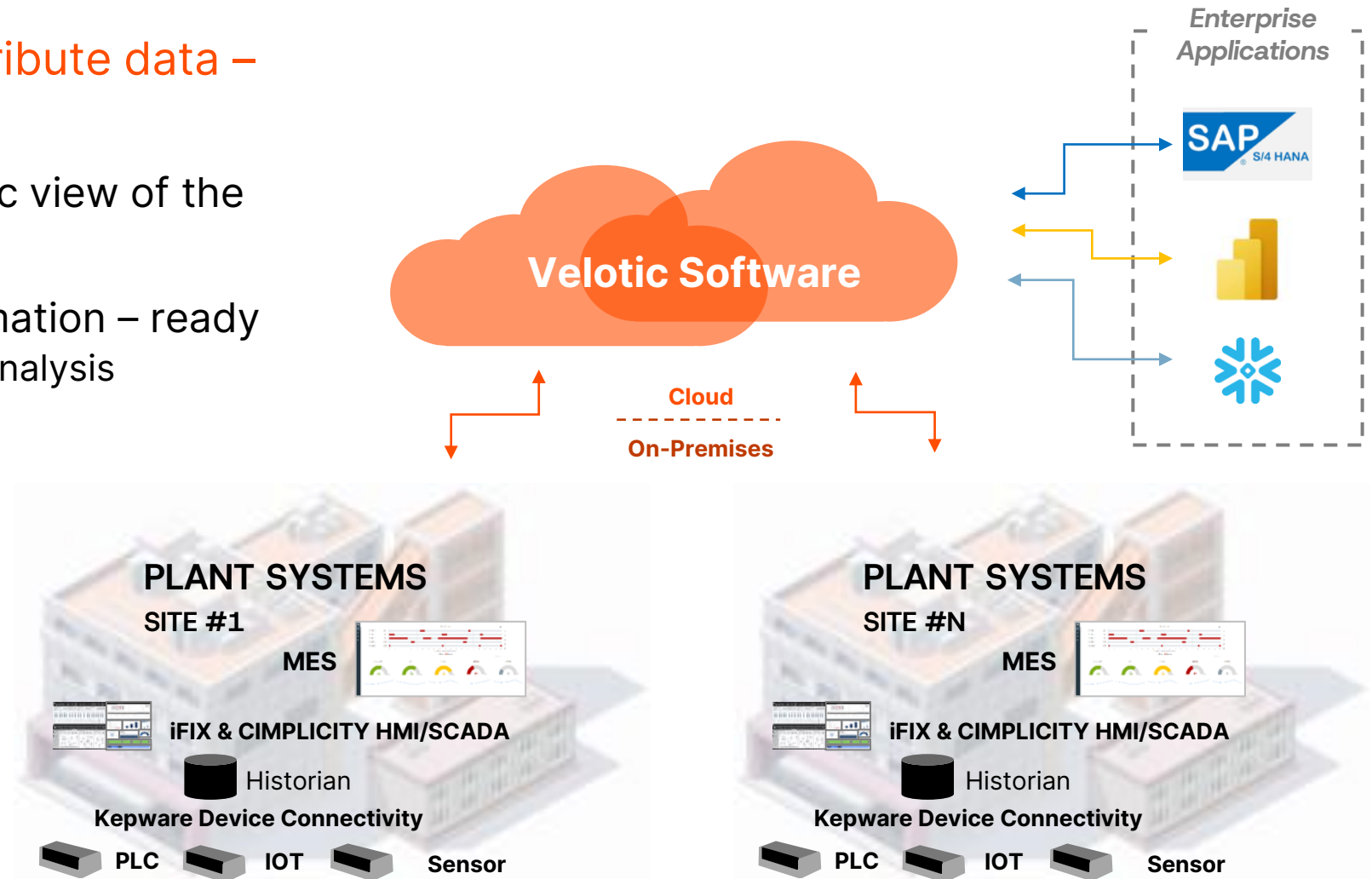


Data is the foundation of Digital Transformation and the backbone of your Smart Factory



Connect, collect, store & distribute data – across sites:

- No more data gaps & a holistic view of the performance
- Reliable and consistent information – ready for visualization, reporting & analysis



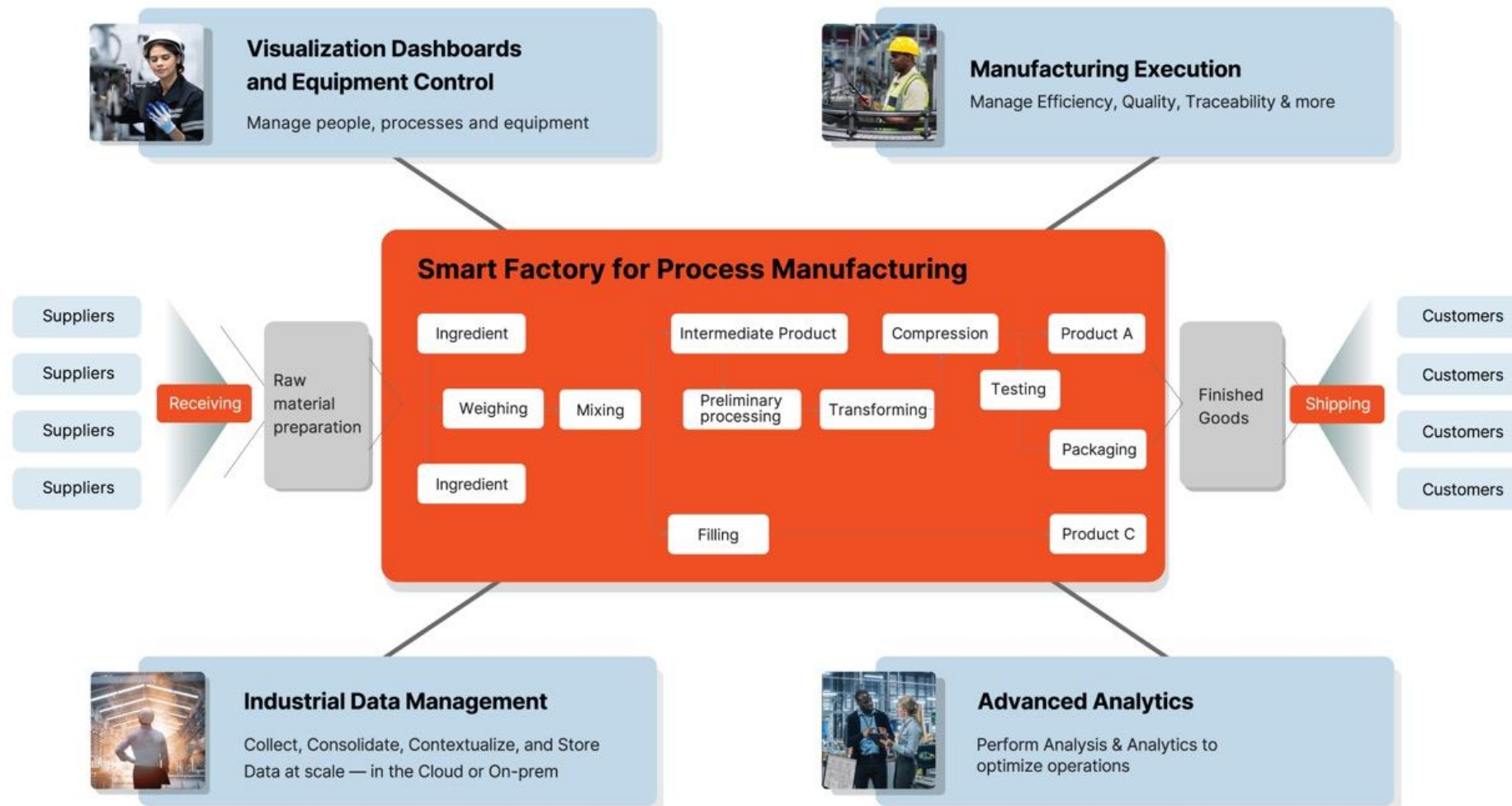
Transform data into insights with Manufacturing Executions System (MES)



“Manages, monitors and synchronizes the execution of real- time, **physical processes and **people** involved in transforming raw materials into intermediate and/or finished goods.”**

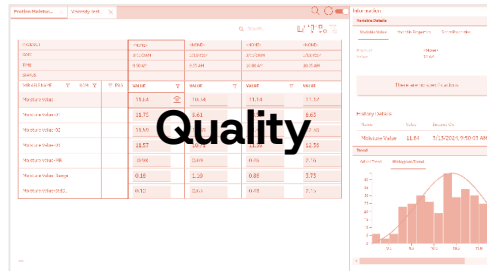
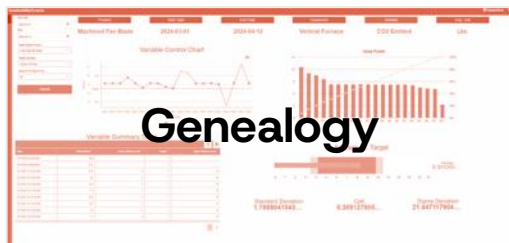


Transform your dairy manufacturing business with digital insights and intelligence



Solutions to maximize ROI

Use Cases



AIOT Engine and Tools

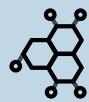
Highly scalable productivity and data suite



Flows & Connectors



User Interface



Analytics



Orchestration



Data Transformation



Edge Workloads

ThingWorx®

Proficiency AI Product Initiatives

Provide me the list of the last 10 downtime events?

What are the Top 10 Production Loss Categories?

Which unit has the lowest & highest production output?



Customer Success Story



Transforming Papa Johns' Dough Production with Proficy® Smart Factory Cloud MES, a Hosted SaaS Solution



Challenges:

- ✓ **Manual Processes & Error**
- ✓ **Lack of Real-Time Data**
- ✓ **Operational Inefficiencies**
- ✓ **Minimizing costs & IT resources required to digitally transform**

Key Takeaways:

- ✓ **Embrace Digital Transformation**
- ✓ **Enhance Operational Efficiency**
- ✓ **Leverage Data for Decision Making**
- ✓ **Cloud-based hosted solutions enable flexibility and cost savings**

“We don’t have a lot of resources at the plant level to manage servers and all that kind of stuff, so a cloud-based solution was a practical and financially sound way to go.”

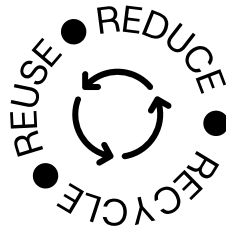
Cory DeAngelo
Director of Operations

Return On Investment



WORLD-CLASS QUALITY

- ✓ All Sites are now Audit Ready (traceability)
- ✓ All Sites Aligned to Common Processes & Recipe



WASTE REDUCTION

- ✓ Dramatic Improvement in Error Reduction
- ✓ No Major Excursions since Pilot-2 Go-Live



YIELD OPTIMIZATION

- ✓ Able to See Performance And Optimize Yield in Real-Time
- ✓ Downtime/Availability Optimization is Actively Occurring



LABOR EFFICIENCY

- ✓ Paper is GONE
- ✓ Digitized Training & SOPs in Place
- ✓ Data-Based Decision Making and Problem solving

We now have visual management to drive our continuous improvement efforts

