C-Suite insights

JBT Marel Software

Unlocking ROI with MES and ERP in food manufacturing

Businesses that align MES and ERP systems now are building the infrastructure that will set them apart from competitors who delay.

Is an ERP (enterprise resource planning system) enough?

You already run a financial system – ERP or another – and assume it is enough to manage margins. While an ERP manages the beginning and the end of your production process, it can't see what happens in between. These details surface later as margin erosion.

Manufacturing Execution Systems (MES) fills the gap

That middle section—the processes that turn raw material into finished products—is what reveals yield variance, production overruns, downgraded product sold at a discount, orders shipped short. MES systems collect this production data.

Case study: "The ERP told us our yield was 65 %. What it couldn't tell us was that mussels were running at 40 % and salmon at 70 %. Our process was broken and we had no idea."

What does siloing of digital systems cost?

The cost of siloed MES and ERP data doesn't appear as a single line item. It surfaces as:

- Yield figures that mask process-level inefficiency
- Production overruns sold at a discount to clear excess stock
- Management time spent reconciling data that should flow automatically
- Capex decision made on approximations rather than actuals



	ERP ALONE	ERP + MES INTEGRATED
Financial visibility	Purchasing & sales only	Real-time view of cost, yield, and output across the full production cycle
Production insight	Estimated or absent	Margin variances identified and acted on during production
Yield tracking	Back-flushed averages	Actual yield per process/product/line, exposes where working capital is lost and where it can be recovered
Over/under production	Discovered after the fact	Overruns and shortfalls are visible in real time
Discounting pressure	Reactive	Sales commits to what exists, not what's estimated
Scalability	Manual reconciliation increases as the business does	Data-driven growth across sites

The value of your investments

Your ERP is the system of financial records. But records are only as good as the data they are being fed. Accurate, timely data from your plant means your ERP is working from a place of information, not estimation.

Why ROI grows as your business scales with ERP and MES integration

Inefficiencies compound at scale, but so do the fixes.

- Manual reconciliation of MES and ERP data gets exponentially more expensive – more people and more time needed to reconcile figures the bigger the facility. Integration eliminates that cost entirely.
- Pricing and contract confidence improves. Processors who know their actual yield and cost per product line can price and commit with precision.
- New sites and markets inherit the system not the problem

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"Every food processor already has a finance system. The advantage MES adds is insight into what happens between purchasing and the sale. And that insight is where better decisions get made."

Darren Cook, Software Sales Manager, JBT Marel.



SO26_018_EN_August