



DIGITAL FACTORY OPERATING SYSTEM

# Your Factory's Digital Twin.

## Your Factory is ready for Industry 5.0

ERP + MES + Finance + IoT, on a single platform.

Every piece of data live — from the field expert to delivery.

Real profit per order, carbon footprint, quality certificates — all automated.

### Does this sound familiar?

Is your factory still running on Excel?

Buried under thousands of WhatsApp messages just to track a single shipment?

Quality control and certification — BRC, ISO 22000, HACCP — eating your team's time?

Struggling to win new buyers while the market shifts beneath you?

And when you're away from the plant — do you really know what's happening on the floor right now?



**We Know Your Industry's Problems.** Because we built the solution from inside the food sector.

BORN IN THE FIELD, GROWN WITH TECHNOLOGY

# A **technology** born from within the industry, built for its growth and needs.

ZTO FABRIKA was developed on the foundation of **16 years of automation and software expertise**, with **4+ years of field work and R&D** at Agropark — Turkey's **first and only Food and Agricultural Technopark**.

- **Industry experience:** Citrus, Vegetables & Fruit, Dried Fruit, Juice (NFC–UHT), Nuts, Grains, All post-harvest facilities
- **Field validation:** 4+ years of testing and improvement in real Factory conditions

**16 years of experience · 4 years of field R&D · AGROPARK**

The platform emerging from Turkey's only agricultural technopark.





BEYOND CLASSIC ERP

# Record-keeping isn't enough. **Process management** is required.



## Classic ERP and Office Programs

Usually just keeps records. After something goes wrong, you try to understand what happened in hindsight.

- Scale, production and warehouse data entered into the system hours later
- Lost receipts, documents and missing data problems
- Disconnected programs + dozens of Excel files
- Calculating real profit per order at month-end
- Mixed photos and production records over WhatsApp
- Manually preparing carbon footprint and sustainability reports
- Unable to monitor machines, energy and production processes live
- Reacting to problems after they occur instead of making proactive decisions



## ZTO FABRIKA

LIVE DIGITAL FACTORY

Not just record-keeping. Manages production, finance, machines and operations live. Creates the digital twin of your business.

- ✓ Scale → instant finance and cost recording
- ✓ Real net profit per order — live tracking
- ✓ Automatic collection of machine, energy and production data
- ✓ IoT fault alerts and OEE performance tracking
- ✓ QR-supported full traceability and transparency
- ✓ Automatic carbon footprint and CBAM compliance
- ✓ Live dashboard and decision support for management

**Goal:** Not to see a report after a problem occurs, but to be able to steer the system before a problem arises.



## Industry 5.0 Readiness

Human, artificial intelligence and sustainability work together. Ready infrastructure for the digital factories of the future.

- AI-powered decision and risk recommendations
- Role-specific user-friendly interfaces
- Live energy, production and yield analysis
- Sustainability and ESG reporting ready infrastructure
- Supply chain transparency (QR + Blockchain infrastructure)
- Real-time production optimisation
- Human-centred digital transformation approach
- European Green Deal and export compliance

# What changes when you use ZTO FABRIKA?

From marketing to quality control,  
from finance to export readiness —  
**visible results in six concrete areas.**



A

## Reach more customers, retain existing ones more firmly.

**QR code** transparency raises your brand value. You build trust with your corporate structure. Marketplace, EDI and API integrations as a preferred supplier open new sales channels. New customers choose you — a more professional experience, greater trust, less operational burden and a stronger brand perception.



B

## Resolve in-Factory problems, obtain quality certification with ease.

The system prevents staff errors. Authorisations, checkpoints, automatic approval chains. Infrastructure ready for **BRC, HACCP, ISO 22000** audits; records turn into reports within seconds.



C

## Cost and financial tracking — complete, instant, accurate.

Raw material + labour + energy + packaging + freight + after-sales — all in one pool.  
**Net profit/loss per order** visible without waiting for month-end. Due date tracking, Payment Planning, Payment Heat Map, **Currency & Customs Declaration Tracking** and Export Support Control.  
**HKS and E-Invoice** integration ready.



D

## Your customer tracks the entire process via QR — without calling you.

Via QR code or their own portal, your customer can access order status, quality reports, temperature and logistics information **instantly**.

The data shared is entirely under your control. This reduces operational burden while increasing customer trust.



E

## No extra hardware, no complex installation.

Thanks to cloud-based SaaS infrastructure, the system is up and running quickly.

Employees can use it easily from their existing computers or phones.

Each department sees its own screen: quality, finance, production, expert and management all work in the same system but in their own language.



F

## Gain corporate strength and prestige, stand out in the industry.

Carbon footprint, traceability and export compliance requirements are becoming increasingly mandatory in global trade.

This transformation has triggered an inevitable digitalisation process for businesses.

Companies that quickly adapt to this new era gain a competitive advantage.

While businesses that transform secure a strong market position, those that cannot adapt face the risk of being left out of supply chains over time.



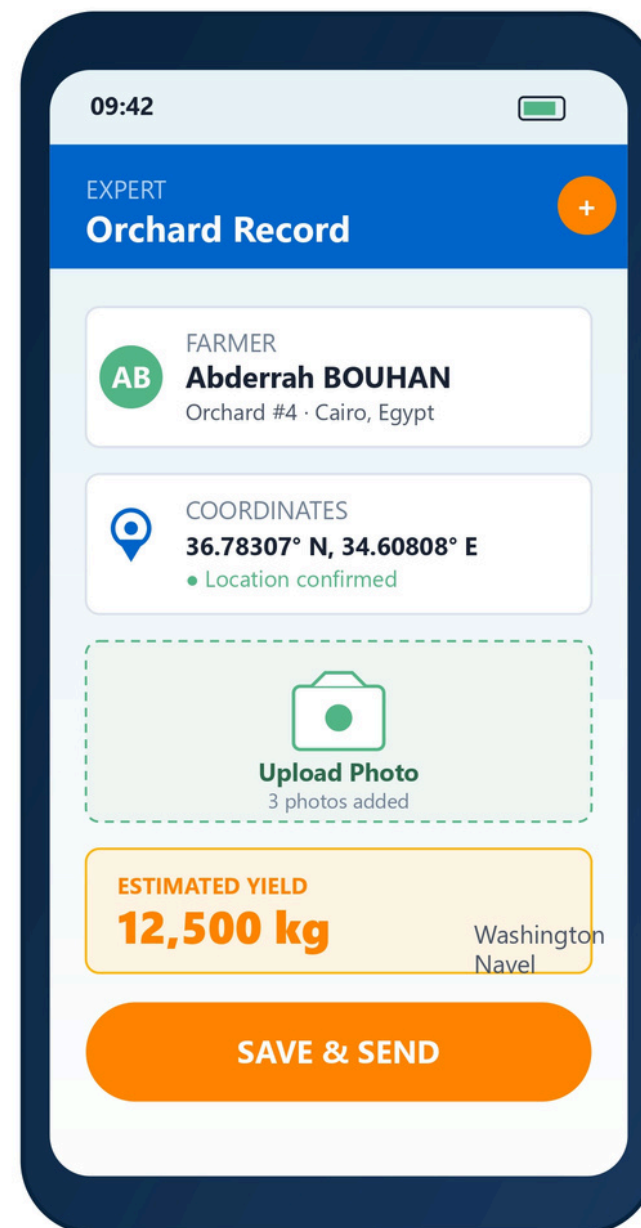
## STEP 1/6 · SUPPLY

# Expert in the orchard, data in the system **in 3 taps.**

Easy mobile interface tailored to field needs — anyone can use it. Farmer/broker records, orchard coordinates, product photos, estimated yield, quality notes all transmitted instantly from the orchard to the factory.

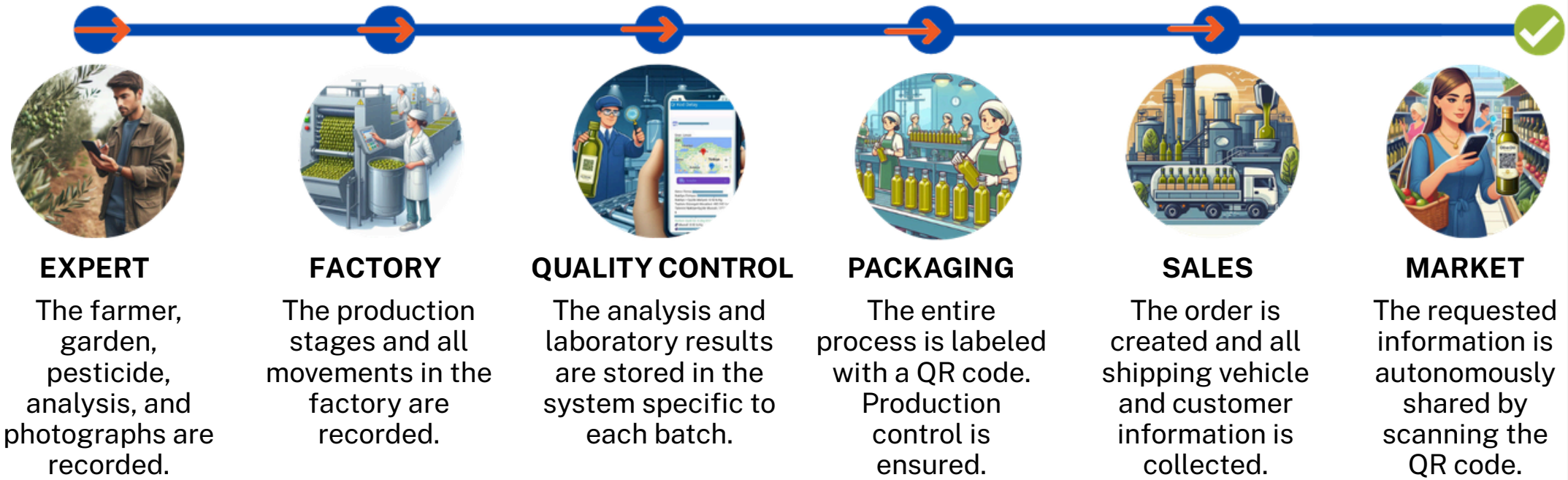
- **A smartphone is enough** — no special hardware required
- **Offline operation** — collects data even without internet in the orchard, then syncs
- **Location + photo** — GPS coordinates and visual proof automatic
- **Contract & payment plan** — instalment purchases, cash/deferred tracking

A smartphone and Chrome browser are sufficient. Zero hardware investment.



# From orchard to market, every step on a single platform.

Data capture at every step — from supplier/farmer records to final consumer access.



## DATA FLOW

The process works both forward (planning) and backward (traceability).

## FLEXIBLE INTAKE

Flexible goods receipt options for all supplier types such as Farmer and Broker.

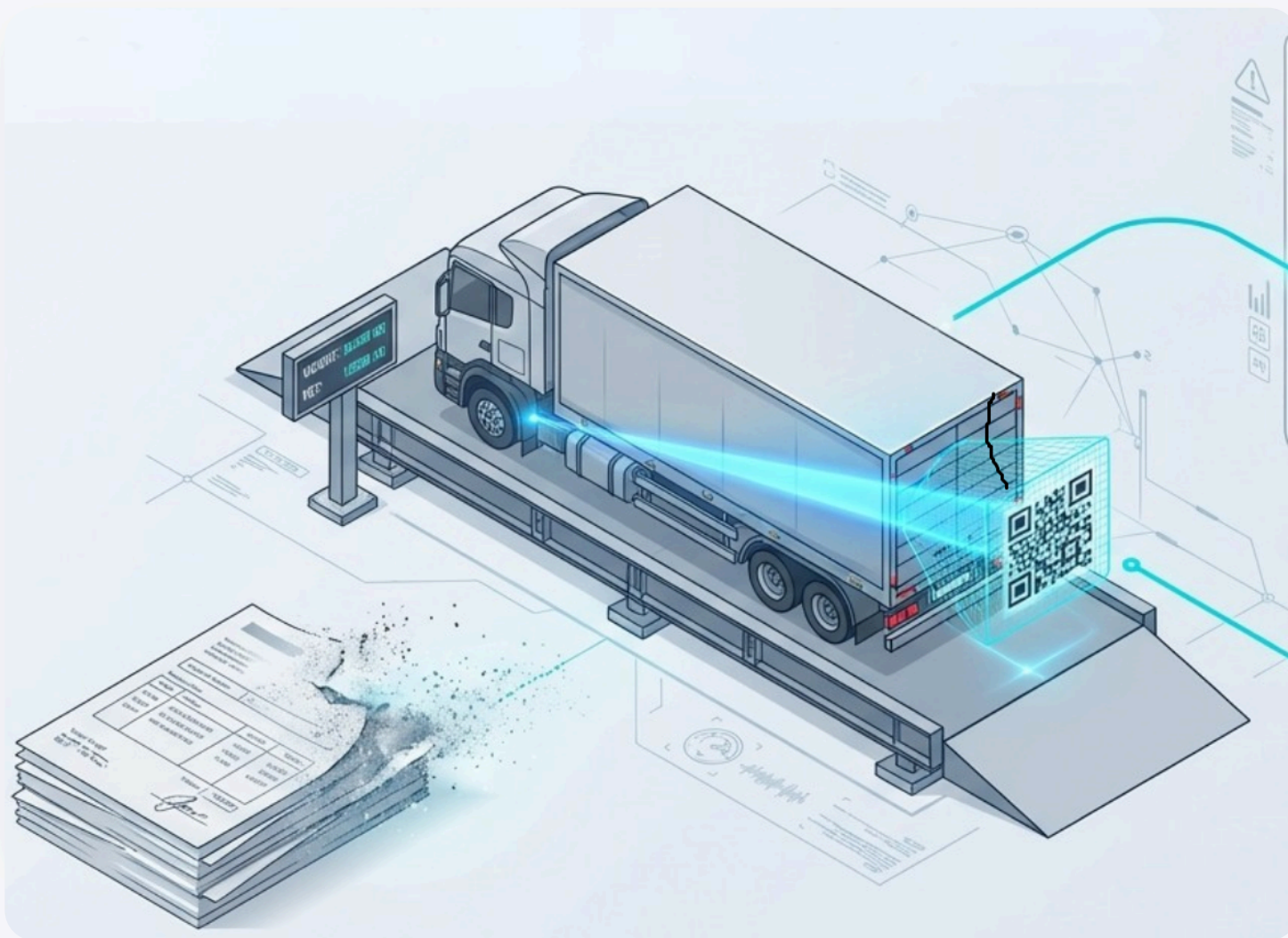
## SINGLE PLATFORM

All roles with their own dedicated interface for error-free, complete data entry.



## STEP 2/6 · GOODS RECEIPT

# The scale weighs. The system **creates the accounting.**



Communicates directly with your existing industrial scales. At the moment of weighing, inventory, supplier ledger, e-Waybill and cost ledger are updated automatically. No more manual data entry or month-end reconciliation. Say goodbye to receipt pads, Excel spreadsheets and **WhatsApp messages.**

- **Works with your existing scale**  
No new hardware required
- **Tare, waste, gross/net**  
Automatic calculation, all recorded
- **Autonomous accounting**  
Ledger entry + Freight & Labour Costs
- **National finance & farmer registry systems**  
integrates with local tax and accounting systems

**"Hours of reconciliation → 2 seconds."**

Operator error-free, accountant saves time, owner sees it instantly.

# While production continues, it calculates the cost.

**OEE**

Overall Equipment Effectiveness

## LIVE PRODUCTION PANEL

## Line 02 · Sizing &amp; Calibration

• LIVE · 14:32

## HOURLY PRODUCTION

**8.2 tons**

▲ 12% above target

## WASTE RATE

**3.8%**

▼ Below limit (5%)

## OEE

**87.4%**

Yesterday: 82.1%

## INSTANT COST/KG

**0.652 \$**

Energy + labour + packaging

⚠ **IoT ALERT:** Line 01 MAIN motor temperature 58°C (threshold 52°C). Preventive maintenance recommended.

IoT sensors, scales and meters on the line all feed into one pool.

Per-order cost is updated in real time while production continues. No separate MES investment needed.

- Instant waste tracking — by hour, batch and even operator
- OEE (Overall Equipment Effectiveness) second by second
- Energy meter integration — kWh cost per order
- Preventive maintenance alert — IoT sensor triggered

If hourly waste drops by 0.5% → the system can pay for itself in ~2 months.



# Certification-ready infrastructure. Zero staff errors.

Record structure ready for BRC, HACCP, ISO 22000 audits.

Temperature, humidity, calibration, training, allergen control, batch traceability — tracked by FIFO, LIFO and serial number.

Everything automatically recorded.

No pre-audit panic.

- Control points chained — if one is missing, the next cannot proceed
- Authorised approval — no batch leaves without quality manager approval
- Automatic audit report — presentation to auditor within seconds
- Deviation management — corrective/preventive action (CAPA) tracking

**"BRC audit preparation time: 2 weeks → 1 day."**

Field-verified result.

## SUPPORTED STANDARDS



### BRC

Global food safety standard. Critical for retail chains.



### HACCP

Hazard analysis and critical control points. Legal minimum.



### ISO 22000

Food safety management system. International recognition.



### GlobalGAP – Organic – Good Agricultural Practice

Raw material tracking and recording.

**+ Also:** IFS Food, GRASP, SMETA, Tesco Nurture, M&S Field-to-Fork — configurable for custom customer standards.

# Cost and financial tracking complete, instant, accurate.

Goodbye to month-end Excel

**Raw material + labour + energy + packaging + freight + after-sales**  
all in one pool. Net profit/loss per order visible without waiting for month-end.

- Profit/loss per order — unit and total, real-time
- Due date tracking — who pays, when, how much
- Payment Planning — with cash flow scenarios
- Payment Heat Map — see busy days in advance
- Currency & Customs Declaration Tracking USD/EUR/RUB automatic
- Export Support Control — government incentives complete
- HKS & E-Invoice integration ready

Sell at the right price rather than cutting 5% to close a deal.

## ORDER PROFITABILITY

### This Month · Active Orders

Net: +\$34,350

| ORDER  | CUSTOMER  | REVENUE  | NET PROFIT | %    |
|--------|-----------|----------|------------|------|
| #10247 | Tesco PLC | \$52,000 | +\$12,000  | 23%  |
| #10248 | Aldi GmbH | \$34,000 | +\$350     | 1.0% |
| #10249 | Migros TR | \$24,000 | +\$6,500   | 27%  |
| #10251 | Carrefour | \$60,000 | +\$15,500  | 26%  |

## PAYMENT HEAT MAP

### Next 4 Weeks · Due Date Intensity

Low Medium High Critical

|        | Mon | Tue | Wed | Thu | Fri | Sat | Sun |
|--------|-----|-----|-----|-----|-----|-----|-----|
| Week 1 | 3   | 4   | 5   | 6   | 7   | 8   | 9   |
| Week 2 | 10  | 11  | 12  | 13  | 14  | 15  | 16  |
| Week 3 | 17  | 18  | 19  | 20  | 21  | 22  | 23  |
| Week 4 | 24  | 25  | 26  | 27  | 28  | 29  | 30  |

**Warning:** Tuesday 18 March is a critical due date — check your cash position in advance.



# Your order channel in a single interface.

EDI · API · Marketplace · QR



## B2B Marketplace

The order intake channel expands. New customers reach you through your portal. Your own e-store + ZTO collective marketplace options.

→ Existing customers stay, new ones generate extra revenue.



## EDI & API Integration

Orders flow automatically from the customer's ERP. Order confirmation, waybill, invoice sent to the counterpart's system via EDI. Ready bridges with SAP, Logo, Mikro, Uyumsoft.

→ Order intake: e-mail/phone → API



## Claim & Return Management

Customer complaints, waste returns, price difference requests are tracked in the system. Evidence ready with certificate + photo + temperature log.

→ Say "No" to unjustified claims.



Reach more customers with ZTO FABRIKA. Be visible at Trade Fairs.  
Stay one step ahead of your competitors.

# Every second of the cold chain is on record.

Direct integration with Frigga, Sensorpush and other industry-standard temperature loggers. GPS, temperature, humidity, door open/close events are all recorded. Instant SMS + e-mail alert if a threshold is breached.

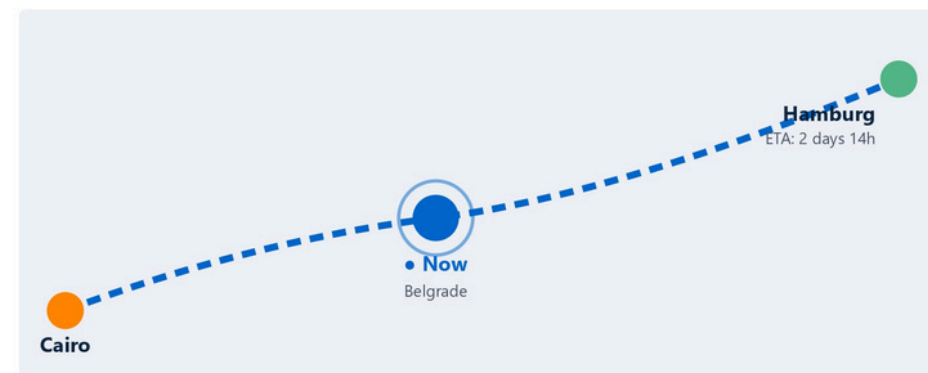
- **Live temperature tracking** — one data point every 5 minutes
- **GPS route tracking** — deviation and delay alerts
- **Automatic reporting** — PDF to customer before delivery
- **AI-powered alert** — risk prediction from historical data

One temperature breach → one container returned: ZTO alerts you 30 minutes in advance.

SHIPMENT #SVK-2847

Cairo → Hamburg

● IN TRANSIT



TEMPERATURE (°C) · Target: 4°C ±1

● 4.2°C

12h

Now

HUMIDITY

88%

DOOR

Closed

RISK

Low



EASY TO USE — FROM DAY ONE

# No IT team needed. Everyone learns in minutes.

Built-in  
Video Training

ZTO FABRIKA is designed so that **every role sees only what they need** — a clean, focused interface with no clutter. Each screen comes with **built-in video tutorials**: short, role-specific clips that explain exactly how the feature works and walk the user through any step they find tricky. No manuals, no classroom training.

## ROLE EXPERT

- ▶ Recording orchard data
- ▶ Offline sync & GPS tips
- ▶ Uploading photos
- ▶ Sending yield estimates

## ROLE PRODUCTION MGR

- ▶ Reading live dashboards
- ▶ Managing IoT alerts
- ▶ OEE tracking & targets
- ▶ Waste reduction steps

## ROLE FINANCE

- ▶ Order profitability view
- ▶ Payment heat map use
- ▶ Currency & declarations
- ▶ E-invoice workflow

## ROLE OWNER / CEO

- ▶ Reading the live KPI panel
- ▶ Carbon & export reports
- ▶ Decision support alerts
- ▶ Strategic overview

## 3–5 min

### Per video clip

Short, focused tutorials — one topic at a time, no overload.

## In-screen

### Contextual help

Watch the tutorial right where you need it — no switching tabs or searching.

## Zero

### Classroom training needed

Staff get up to speed independently — without stopping production.

# The customer scans the QR. Everything is there.

CBAM 2026 · READY



In the supermarket, the customer scans the QR code to access analysis results, production data, photos and videos. The market buyer accesses the product they ordered through their own portal instantly: harvest location, quality report, temperature history, live location, expected delivery. **The entire process is shared only to the extent you permit** Control is yours.

CARBON FOOTPRINT INFRASTRUCTURE

## 0.42 kg CO<sub>2</sub>e/kg

CO<sub>2</sub>

Carbon emissions from orchard to consumer are automatically calculated for each batch. Export ready in **CBAM 2026** reporting format.

### Carbon, Traceability, Export

This transformation has triggered an inevitable digitalisation process for businesses. Companies that quickly adapt to this new era gain a competitive advantage. While businesses that transform secure a strong market position, those that cannot adapt face the risk of being left out of supply chains over time.



#### EXPERT

Mobile · Offline · Photo + GPS

#### PRODUCTION MANAGER

Line panels · OEE · Alarm  
management

#### FINANCE

Order profit · Due dates · Multi-  
currency · e-Invoice

#### OWNER / CEO

Live net profit · Carbon · Export  
readiness

# Don't predict the future, **manage it.**

30-minute free demo with ZTO FABRIKA. Work with your own facility's data and see the real added value.

**REQUEST A DEMO →**

#### SALES

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#### ADDRESS

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