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**TECHNOLOGY  
INNOVATION  
LEADER**

*Enhancing Customer Impact Through  
Powerful Technology Integration*

*RECOGNIZED FOR BEST PRACTICES IN THE  
GLOBAL AI-POWERED ERP FOR  
FOOD AND BEVERAGE INDUSTRY*

F R O S T & S U L L I V A N

## Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Aptean excels in many of the criteria in the AI-powered ERP food and beverage space.

RECOGNITION CRITERIA	
<i>Business Impact</i>	<i>Technology Leverage</i>
Financial Performance	Commitment to Innovation
Customer Acquisition	Commitment to Creativity
Operational Efficiency	Stage Gate Efficiency
Growth Potential	Commercialization
Human Capital	Application Diversity

## The Transformation of the Food and Beverage Industry

The food and beverage industry faces several major challenges, including poor visibility into profitability, rising costs and inflation, inadequate inventory visibility and control, regulatory requirements, labor shortages, revenue leakages, and supply chain disruptions. Different departments in this industry often operate in silos, using disconnected systems. As a result, many manual processes become inefficient, leading to inaccurate and outdated data, as well as a lack of information across departments. Improving efficiency and productivity, enhancing operational intelligence, and fostering industry growth are critical goals. Industry-specific solutions powered by AI and domain expertise can help address these challenges and achieve these goals.

### Commitment to Innovation, Commitment to Creativity, Application Diversity

Headquartered in Alpharetta, GA, Aptean is a global software leader that offers mission-critical, industry-specific software solutions that help manufacturers and distributors run and grow their businesses. The company provides a wide and deep range of integrated solutions to solve its customers’ most significant challenges. By connecting all departments and facilitating data sharing, Aptean breaks data silos, enabling connectedness, automation and streamlining processes both within individual departments and across the organization. This centralization of real-time data and information supports rapid decision-making.

Aptean Food and Beverage ERP: In the food and beverage sector, which encompasses a wide range of products from fish to dairy, beverage, food manufacturing and rice products, individual requirements are

both profound and varied. For instance, the requirements of fresh fish differ significantly from those of a frozen pizza manufacturer. Nevertheless, Aptean works with a wide range of specialized segments, such as bakery, confectionery, dairy, frozen foods, prepared foods, seafood, confectionery, and meat and poultry supporting them across processing, production, inventory and warehousing, sales and distribution. For each of these distinct sub-industries, the company provides tailored solutions or functionalities within its offerings to ensure successful business operations.

For instance, Aptean's end-to-end industry-specific ERP solution is specifically designed to meet the unique needs of businesses in its target markets. Currently, the company has more than 80 specialized industry applications tailored for the food and beverage sector, and the features and capabilities additions and enhancements to these solutions has been significantly growing year over year.

Over the past 3 years, Aptean has made more than 250 enhancements to better accommodate its food and beverage customers' needs.

The company operates a unified system and delivers more than 500 pre-built KPIs specifically designed for the food and beverage sector, all aimed at providing the customer with immediate insights into various operational aspects.

With a talented team of over 4,000 professionals, Aptean is committed to delivering the best solutions to its customers, and in the food and beverage sector alone, it has more than 850 dedicated people who work together to serve this segment alone, making it one of the biggest investments in the market for the food and beverage sector. Purpose-built for food manufacturers and distributors, Aptean's Food and Beverage ERP is backed by 20+ years of intellectual property. An impressive 95.0% of the company's functionality is out-of-the-box, and the Aptean food and beverage ERP includes comprehensive support for both browser and mobile applications.

Aptean's industry-specific KPIs and applications render various customer benefits. The KPIs cover critical areas, such as rebate analysis, vendor delivery performance, expected versus actual sales comparisons, and item profitability. Leveraging these KPIs and actionable insights, the company can help customers make quick decisions, prevent revenue leakages, react quickly to consumer demands to optimize their processes, and drive growth and profitability.

Moreover, with its applications and solutions, the company can help customers achieve full visibility of cost, reduce inventory write-offs, and respond quickly to customer and consumer demands. They provide industry-specific quality and traceability tools to ensure food safety, deliver industry-specific metrics to make quick and informed decisions, and implement standardized business processes to streamline operations.

While Aptean's leadership in food and beverage ERP is already proven, the company has made key AI innovations and further evolved its food and beverage solutions. Frost & Sullivan recognizes Aptean's AI leadership in food and beverage ERP based on the following fronts:

Aptean is now an AI-driven company. Its AI strategy provides industry-specific insights and streamlines processes for customers. The company believes AI is a transformative force that is essential for delivering tailored intelligence and innovative solutions, thereby driving efficiency, fostering innovation, and

ensuring industry success. The 5 stages that Aptean envisions with its clients in its AI framework are AI Aware, AI Incubation, AI Assist, AI Integrated, and AI Led. A significant number of its clients are currently at stage 3 (AI Assist).

Aptean's AI strategy comprises 3 parts: 1st, AI for efficiency and productivity, where Aptean develops multiple AI-driven assistants to help customers; 2nd, AI for operational intelligence, where the company uses AI along with business intelligence to enhance operational efficiency; and 3rd, AI for industry growth, where Aptean integrates AI into all its solutions to help customers with interactions and decision-making.

As Aptean rolls out AI capabilities such as AI chatbots, predictive analytics, route optimization, and process optimization, it is also embedding AI into its operations across all departments, including support, product development, and marketing.

Aptean is dedicated to supporting its customers with AI-driven solutions purpose-built for the food and

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**Industry Director**

beverage sector. Specifically, the company's food and beverage AI-powered solutions include marketing text suggestions, analyst assist, sales and inventory forecast, chat with Copilot, sales line suggestions, cash flow forecast, bank reconciliation assist, eDocument mapping, and late payment prediction. Aptean's AI capabilities are seamlessly integrated with other tools such as Microsoft Office and Power BI, offering customers a comprehensive and connected ecosystem.

One of the ways Aptean brings AI to its customers is through AppCentral, which it released in 2025.

AppCentral is a transformative industry-specific solution that offers more than a conventional ERP. It is a purpose-built platform for food and beverage customers, and it combines a suite of connected industry-specific applications into a single unified experience. AppCentral provides all the tools and systems customers require to manage their end-to-end operations, featuring embedded AI capabilities, simplified application setup and administration, and pre-integrated business analytics. AppCentral ensures rapid benefit realization, allowing experts to focus on industry-specific tasks, and its true value lies in its ability to connect and integrate operations. It gathers all relevant data and provides full visibility across operations, ensuring that every aspect of the business is synchronized for success. In AppCentral, customers can access apps with one unified SSO, connect, gain insights (using embedded AI-powered business intelligence), and manage their subscriptions and users. Therefore, customers can access all the power that Aptean offers. Examples of questions customers might ask Aptean's AI within AppCentral include inquiries about the number of past due invoices or total spending with top vendors this year. Previously, customers had to analyze data from different systems, but now they can ask their questions and receive instant answers from AI.

Frost & Sullivan highlights that Aptean's innovations extend beyond AI. The company has also made advancements in Power BI technology, B2B eCommerce, shop floor production, quality control, warehouse management systems, pooling price methodology, grade-out and pack-out (for the fresh

produce industry), purchase forecasting, drop shipment, and contract management. For instance, though Aptean's BI solution has more than 500 KPIs, innovation must continue. Therefore, Aptean has invested in new software that allows its ERP system in the SaaS environment to expose all the Business Central data to the Azure data lake. The new Power BI technology enables customers to avail of near-real-time BI reporting and access a wide range of out-of-the-box food and beverage KPIs. Customers can create their own BI reports to suit their specific needs. Aptean's investment and innovation in this technology is a good example of how it not only leans on old technology it has acquired but also reinvents and adopts new technology.

Shop floor production was a first-generation product in the marketplace. It received positive feedback from customers, but there were suggestions that Aptean could improve upon the previous-generation product. As a result, the company re-evaluated shop floor production, completely redesigned the front end, moved away from the aging product, and enhanced its quality. Frost & Sullivan is impressed, noting that Aptean is unafraid to reinvent its products. Moreover, the company is committed to investing in advancements for its products that require next-generation technology.

Aptean empowers customers to advance their digital transformation with industry-specialized solutions that deliver measurable value. Today, more than 1,000 customers have successfully migrated their operations to the cloud—underscoring Aptean's strategic commitment to a **SaaS-first approach**. Aptean's cloud advantage is built on a strong foundation: leveraging the trusted Microsoft ecosystem, anchored by Microsoft Dynamics 365 Business Central, and enhanced with Aptean's secure, purpose-built Food & Beverage ERP layer. This is further extended by Aptean's Beyond ERP capabilities, delivering integrated tools that go well beyond traditional ERP functionality. Key out-of-the-box modules include **Enterprise Asset Management (EAM)**, **Transportation Management (TMS)**, **Proof of Delivery (POD)**, **Payment Processing (PAY)**, **Product Lifecycle Management (PLM)**, **Manufacturing Execution Systems (MES)**, **Electronic Data Interchange (EDI)**, **Business Intelligence (BI)**, **Multi-Carrier Pack & Ship (SHIP)**, and **Overall Equipment Effectiveness (OEE)**. Together, these solutions enable food and beverage businesses to connect operations, optimize performance, and drive smarter, data-driven decision-making—securely and efficiently in the cloud.

### Commercialization Success

Aptean's approach is grounded in four core values that guide how it drives customer success and empowers its teams to deliver industry-specific impact.

**First**, Aptean is relentlessly focused on delivering results—taking decisive action to provide tailored solutions that address the unique challenges of the industries it serves.

**Second**, the company fuels continuous innovation by pairing advanced technologies, including AI, with dedicated, hands-on support to help customers stay ahead.

**Third**, Aptean operates with agility at its core—embracing change, adapting quickly, and consistently exceeding expectations through innovative thinking and execution.

**Finally**, Aptean is committed to growing together with its customers, forging long-term partnerships that create shared value and sustained success.

What differentiates Apteian is its focus on and dedication to building industry-specific software. It achieves this not only through a strong team of industry experts boasting 900+ years of combined experience but also by using cutting-edge technologies such as AI, cloud computing, big data, and IoT to enhance customer experience and drive growth.

Frost & Sullivan finds the keys to success in the food and beverage sector include financial stability, consistent investment in R&D, deep industry-specific expertise, ongoing innovation, personalized

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customer support, and advanced technology. This is precisely where Apteian stands apart from other market players.

Unlike boutique providers, which may offer specialized knowledge but lack scale and long-term investment power, or broad horizontal vendors that fall short in addressing sector-specific needs, Apteian uniquely combines the best of both worlds.

While many large ERP providers deliver generic solutions that overlook critical food and beverage requirements—such as food quality controls, rigorous safety

standards, and precise product specifications—Apteian’s singular focus ensures these industry demands are addressed head-on. This dedicated commitment to the food and beverage industry, backed by experienced resources and a proven track record, makes Apteian a true leader where others struggle to deliver comprehensive value.

### Customer Acquisition, Growth Potential, and Financial Performance

Apteian has a truly global customer base with 10,000+ clients. Most of its customers occupy 3 main verticals: food and beverage, discrete manufacturing, and fashion and apparel. Furthermore, the company offers a wide range of solutions that serve several other industries, including transport management, equipment, and asset management. Apteian has 1,500+ renowned global companies as its food and beverage customers, and some of its leading customers include Quality Harvest Foods, SanoRice, Pizza Joe’s, Fortune International, and GA Foods.

The company has demonstrated remarkable revenue growth over the past four years, more than tripling its annual revenue during this period. This expansion in both financial performance and global market presence stems from a balanced approach combining organic growth initiatives, strategic acquisitions, and strong internal innovation capabilities.

The organization's market credibility is reflected in its ability to attract investment from some of the most respected names in private equity—global investors who specifically seek out companies with strong innovation track records, accelerated growth trajectories, and deep industry expertise. This investor

group includes firms specializing in technology and financial services sectors, multi-billion-dollar asset managers focused on sector-specific investments, global software investors backing high-growth technology scale-ups, and private investment firms that build companies with sustainable competitive advantages and significant growth potential. This backing from premier institutional investors enables continued investment in core vertical solutions and the development of next-generation cloud-based products for customers.

The company has built a strong global presence, and it is strategically positioned across continents to meet its clients' needs. Aptean's customers are spread across more than 80 countries, with a fairly even distribution between North America and Europe. Its dedicated teams of account managers and customer success partners are aligned with key organizational locations around the world. Aptean is growing its presence in Latin America and Asia-Pacific, with plans to expand further as it broadens its global reach.

## Conclusion

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Food and beverage companies require industry-specific ERP powered by AI to transform their end-to-end operations. Aptean successfully meets this need with its specialized ERP solution built specifically for these businesses' unique operations. The company offers a comprehensive suite of software and solutions backed by more than 20 years of intellectual property and a dedicated team of 850 employees focused solely on serving the food and beverage sector. In addition, Aptean has enhanced its food and beverage solutions with powerful AI capabilities, taking their products to the next level with the launch of AppCentral. The company's AI innovations drive efficiency, productivity, operational intelligence, and growth.

Aptean works closely with its customers to deliver solutions tailored to their unique needs. At its core, the company remains committed to helping customers tackle everyday challenges, modernize operations, and leverage deep expertise, all focused on the food and beverage sector.

Frost & Sullivan believes that Aptean is dedicated to building flexible software that can adapt to future challenges. Backed by solid revenue growth, increased customer acquisition, and investor support, Aptean is poised for strong growth in 2026 and beyond.

For its strong overall performance, Aptean is presented with Frost & Sullivan's 2026 Technology Innovation Leadership Recognition in the global AI-powered ERP for food and beverage industry.

## What You Need to Know about the Technology Innovation Leadership Recognition

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Frost & Sullivan's Technology Innovation Leadership Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

### Best Practices Recognition Analysis

For the Technology Innovation Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

#### Technology Leverage

**Commitment to Innovation:** Continuous emerging technology adoption and creation enables new product development and enhances product performance

**Commitment to Creativity:** Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

**Stage Gate Efficiency:** Technology adoption enhances the stage gate process for launching new products and solutions

**Commercialization:** Company displays a proven track record of taking new technologies to market with a high success rate

**Application Diversity:** Company develops and/or integrates technology that serves multiple applications and multiple environments

#### Business Impact

**Financial Performance:** Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

**Customer Acquisition:** Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

**Operational Efficiency:** Company staff performs assigned tasks productively, quickly, and to a high-quality standard

**Growth Potential:** Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

**Human Capital:** Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

## Best Practices Recognition Analytics Methodology

### Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

VALUE IMPACT			
STEP		WHAT	WHY
1	<b>Opportunity Universe</b>	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	<b>Transformational Model</b>	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	<b>Ecosystem</b>	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	<b>Growth Generator</b>	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	<b>Growth Opportunities</b>	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	<b>Frost Radar</b>	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	<b>Best Practices</b>	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	<b>Companies to Action</b>	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

\*Board of Directors, Investors, Customers, Employees, Partners

## About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

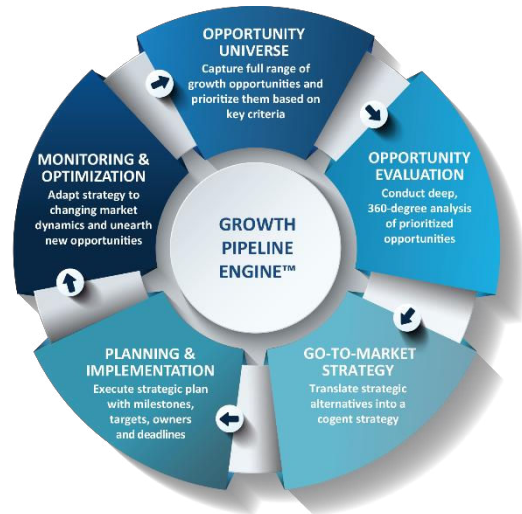
# The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

[Learn more.](#)

**Key Impacts:**

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



## The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

### **Analytical Perspectives:**

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)

