



INCREASE PROFITS AND **expand** INTO NEW
MARKETS WITH ONE STREAMLINED SOLUTION

MICROSOFT® BUSINESS SOLUTIONS-AXAPTA® INDUSTRIAL EQUIPMENT MANUFACTURING

Microsoft
Business
Solutions

Optimize your production and business processes

Key Benefits:

- Increased operational efficiency
- Integration of design innovation into manufacturing
- Improved project management of customized orders
- Comprehensive process control
- Support for dynamic manufacturing and service processes

Optimize your production and business processes

Increase efficiency, enhance process control, and better integrate engineering, production, and customer service to boost profitability and succeed in highly competitive markets. Industrial Equipment Manufacturing for Microsoft® Business Solutions–Axapta® integrates your production and business management processes with a flexible solution built specifically for industrial equipment manufacturers. When you can streamline, monitor, and control the entire production and service cycle, it becomes easier to manage projects, satisfy customers, innovate, and profitably expand your business.

Increase efficiency and integration to improve profitability

In a volume marketplace, efficiency can make or break your bottom line. New competition from low-cost producers in developing countries only sharpens the perennial challenge of cost control. Yet industrial equipment manufacturers also face increasing demands related to product quality, business integration, on-time delivery, evolving supply chain initiatives such as radio frequency identification (RFID), and improved customer service.

Meeting these demands takes more than comprehensive process control. Streamline and integrate all aspects of your manufacturing business, including design,

financial analysis, and field service, with Industrial Equipment Manufacturing for Microsoft Axapta.

This flexible solution solves daily challenges related to materials and demand planning, capacity scheduling, goods tracking, project management, and the integration of design innovations into the manufacturing process. New insight into costs, capacity, and profitability can speed quotation development and improve business planning, while available to promise (ATP) capabilities help you manage the flow of materials and orders. Shorten cycle times for engineered products, make customizations more profitable, or move to modular products to empower expansion and build a competitive advantage.



Streamline operations on the shop floor and beyond in areas such as planning, sales, customer service, and product life-cycle management. Industrial Equipment Manufacturing for Microsoft Axapta can help you become even more efficient by optimizing your core business activities, including developing, manufacturing, selling, and delivering industrial equipment and machinery products.

- Speed responses to requests for quotations (RFQs), ease quote development, and reduce estimation risks with greater fiscal insight and improved estimating processes.
- Shorten cycle times and improve order fulfillment with faster, more effective capacity and materials planning, labor estimating, and scheduling.
- Enhance inventory management and control with incoming materials documentation and accurate tracking for lots and locations of raw materials, spare parts, work in progress (WIP), and finished goods.
- Streamline materials contract bidding and execution to save time and reduce procurement cycles.
- Minimize inventory and improve demand forecasting by sharing materials consumption data with inventory, project management, sales, and purchasing management.
- Integrate business and production processes to speed communication, respond more nimbly to customer requests and change orders, put information at the fingertips of people who need it, and gain better insight for decision-making and strategic growth.
- Take advantage of electronic data interchange (EDI) readiness to streamline sales, purchasing, invoicing, and advance shipping notice (ASN) communications throughout your supply chain.

Increase efficiency in operations and beyond

Integrate design with the manufacturing process

Shorten time to market for new products, obtain accurate prototype and production quotes, ensure cost-effective manufacturing, improve project management, and enhance customer service by more tightly integrating your design and manufacturing processes.

- Create engineering design documents quickly and accurately with built-in integration between product data management (PDM) systems and computer-aided design (CAD) systems.
- Improve project scheduling and tracking with better coordination between sales, engineering, production, and service.
- Set up flexible sales, production, delivery, and service systems to manage both standard and custom orders.
- Manage product customizations and complex WIP designs while calculating relevant costs for an accurate view of profitability.
- Develop accurate quotations for prototyping and design purposes.
- Meet unique customer requirements and increase market reach by configuring build-to-order items easily and effectively.
- Manage engineering change orders (ECOs) and minimize engineering involvement by standardizing your company's design and making products modular whenever possible.
- Improve product design, engineering, and quotation processes with quick, effective collaboration between employees, contractors, partners, and customers.



Enhance project management of custom orders

Gain better insight into the entire design, prototyping, production, and project management process to make better decisions about sales opportunities, refine pricing, and open new revenue streams, markets, territories, and services.

- Easily configure build-to-order items and effectively manage them from concept to field service by implementing the solution's complete Product Life-Cycle Management (PLM) system.
- Expand product offerings with help from a built-in product and sales configurator that helps you quickly and cost-effectively quote, produce, and deliver a wide range of products, including modular products.
- Provide faster, more accurate estimates and quotes to help win more customized orders while achieving attractive profit margins.
- Easily analyze project costs to better predict machine utilization and human resource requirements for future projects.
- Track and evaluate total order processing time for improved scheduling and more precise estimates of delivery times.
- Gain insight into project performance with powerful reporting and analysis capabilities. Integrated information in both summary and detailed views can help you improve decision-making, target the most attractive markets, and reduce risks.



- Manage the capacity and availability of your materials with available to promise (ATP) capabilities throughout the supply chain.
- Implement a complete PLM system to manage products from design through assembly, testing, shipping, installation, and maintenance.
- Improve scheduling of shop floor activities, technical resources, and parts replenishment.
- Increase visibility of order progress to enhance customer communication and just in time (JIT) delivery capabilities.
- Manage process improvement by using a specialized graphical planning engine. Drag-and-drop functionality makes it easy to view the effect of process changes, evaluate what-if scenarios, and plan improvements.
- Easily provide detailed source and handling information to comply with government regulations, meet trading partner documentation requirements, and ease product recalls or legal discovery queries.
- Track complex products and their components from purchased materials through production, delivery, and field support or maintenance.
- Access real-time information documenting how an item was engineered and where it is being used.

Gain comprehensive process control

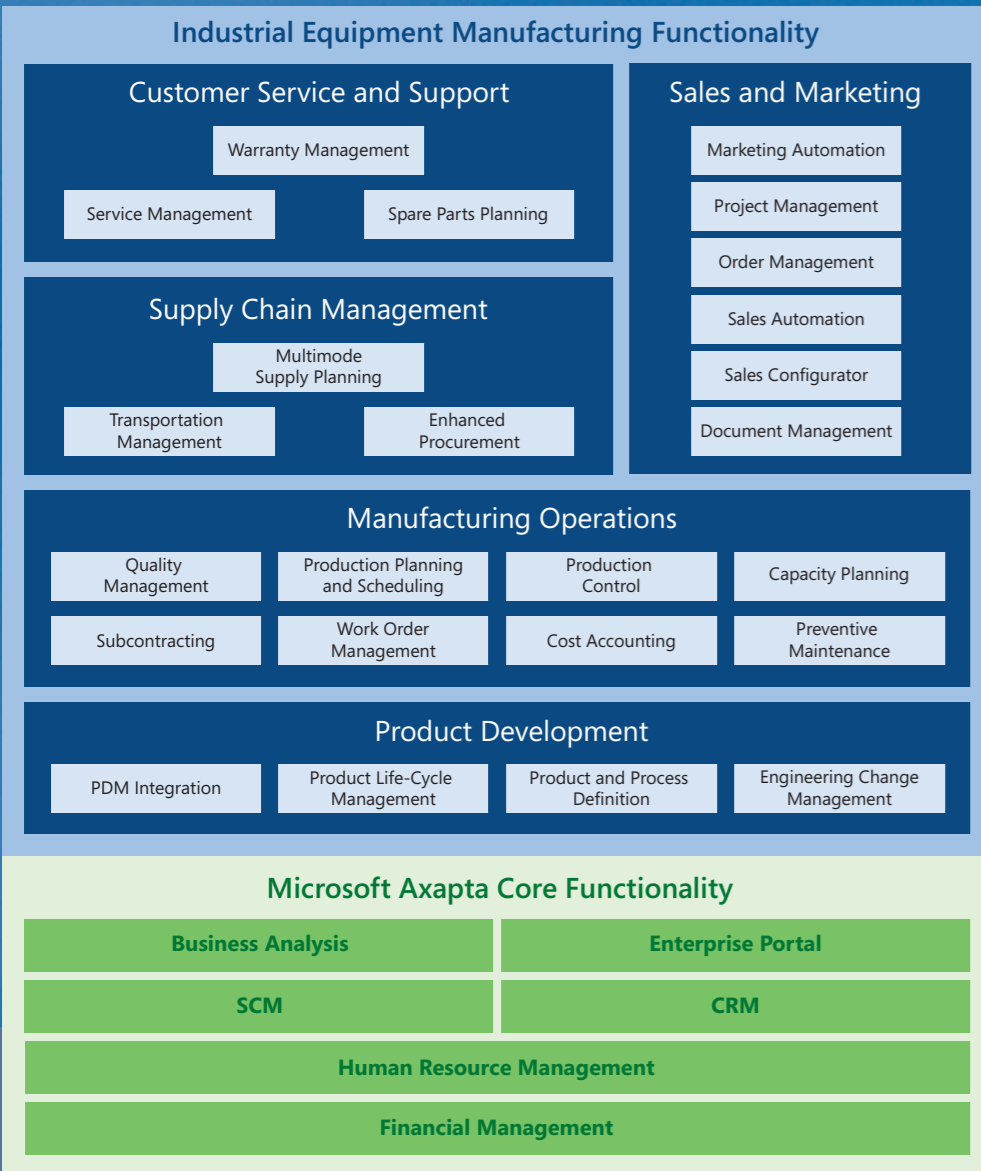


Expand your operations with a business management solution flexible enough to meet your specific requirements today and grow with you in the future. Whether you produce components, sub-assemblies, or whole systems, a modular approach lets you choose the features you need, when you need them.

Support dynamic manufacturing and service processes

- Modify your solution to fit the way you conduct business, rather than changing your business to accommodate your information system. Configure support for make to stock (MTS), make to order (MTO), assemble to order (ATO), configure to order (CTO), and engineer to order (ETO) processes.
- Scale the solution as needed for a few dozen employees or a few thousand.
- Add revenue and increase customer satisfaction with quick access to product information, warranties, service contracts, returns and repairs, and field service calls.
- Grow customer service capabilities by easily prioritizing and responding appropriately to customer inquiries, routine preventive maintenance needs, and service requests.
- As you seize new business opportunities across the globe, multilingual and multicurrency capabilities let you operate easily in international markets.
- Add functionality such as customer relationship management (CRM) as your business grows and changes.
- Tailor the solution to your precise needs with familiar development tools and the convenience of a single, layered architecture. Customize one layer without affecting the functionality of other layers, reducing the cost and risk of changes.





Enhance your business management systems with industry-specific capabilities

Industrial Equipment Manufacturing for Microsoft Axapta can provide your company with industry-specific capabilities to help you design, produce, and deliver high-quality products to your customers, as shown in this diagram.

Gain a positive ROI and lower your TCO

Industrial Equipment Manufacturing for Microsoft Axapta uses proven Microsoft technologies to facilitate smooth deployment, a familiar user experience, and tight connections with existing IT investments. The solution builds on powerful products such as Microsoft SQL Server™ 2000, Microsoft Internet Information Services 6.0, Microsoft Office System programs, and the Microsoft Windows® operating system. With reliable, one-stop help from Microsoft Business Solutions Support Services, your company can upgrade smoothly and receive quick answers to your support queries. Together, these features can help you achieve a quicker payback cycle, a healthier return on investment (ROI), and lower total cost of ownership (TCO).

A solution that delivers results

A study by Nucleus Research Inc. showed that 75 percent of Microsoft Axapta customers gained a positive ROI from the Microsoft Axapta solution, with an average payback period of only 23 months¹. Participating companies attributed these strong returns to:

- Staff reductions or redeployments resulting from increased productivity
- Significantly reduced IT costs, especially when replacing outdated or expensive mainframe systems

- Improved customer and partner satisfaction when business and order information can be made visible and accessible directly to trading partners

- Improved operations and visibility resulting from end-to-end business integration and streamlining for productivity gains and faster delivery times

The ability to tailor industry-specific functionality was also cited as a factor in maintaining low TCO.

Drive your business forward

Streamline and enhance production and business processes to expand and empower your business. Industrial Equipment Manufacturing for Microsoft Axapta provides an end-to-end business management system tailored to the unique needs of heavy-goods manufacturers. Boost efficiency and optimize your entire business process to quickly drive your company forward and stand out in the competitive volume marketplace.

For more information visit

<http://www.microsoft.com/BusinessSolutions/Axapta>



With Industrial Equipment Manufacturing for Microsoft Axapta, manufacturers can streamline operations and manage the product life cycle from start to finish with tailored functionality that supports quoting and bidding, sourcing, design innovation and product engineering, production, installation, and customer service. Industry-specific functionality integrates tightly with core Microsoft Axapta functionality for an end-to-end business management system.

¹Nucleus Research, Inc. *The Real ROI from Axapta*. Research Note E116, October 2004.

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