



FACT SHEET

High-Tech Machinery

for Microsoft Dynamics AX

Discrete Manufacturing » Industrial Equipment & Components

Benefits

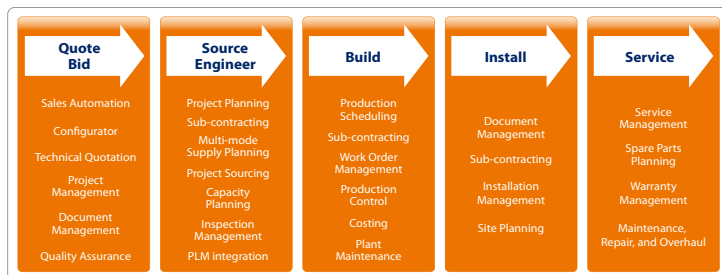
- **Streamline product lifecycles.** Meet complex, industry-specific requirements with integrated PDM and PLM, from the early stages of design and engineering for new products, through maintenance and repair of the installed base in its latest version. A fully integrated ECR and ECO process simplifies product changes and version management.
- **Meet customer demand for on-time and complete delivery.** Optimize the Quote-to-Cash process by quickly and accurately creating estimates. Predict and schedule capacity and requirements for a flexible and lean construction phase. Monitor cost and progress using dashboards and flexible analysis tools to ensure on-time and complete deliveries.
- **Improve operational performance.** A project-based approach to manufacturing delivers a complete overview of work-to-execute phases, along with the ability to manage concurrent engineering and procurement for items with long lead time. Reduce inventory levels and associated cost with access to real-time information for work in progress and planned service calls.
- **Build an enterprise-wide collaboration network.** Connect design and engineering information and processes with bi-directional integration to existing CAD/CAM and PDM systems. Optimize collaboration for suppliers, sub-contractors, and customers through electronic information exchange, including EDI orders and contracts, ECR, and service requests.
- **Smoothly manage the after sales process.** Increase efficiency—and control costs—with accurate planning of spare parts and a complete view all service calls.

The industry segment of high-tech machinery includes a high percentage of companies that work with a mixed-manufacturing model—and diverse business models. Companies range from OEM parts manufacturers to specialized machinery manufacturers and contractors. Examples include furnace producers or (micro) electronic component manufacturers.

When competition is stiff and margins are under pressure, IT solutions must deliver much more than functional capabilities. Today's manufacturers also need agility that lets them respond quickly to new developments and maintain competitive edge, without being limited by system constraints.

To-Increase High-Tech Machinery for Microsoft Dynamics® AX offers capabilities for meeting specific industry needs, including increased customer demand for fast response and service, streamlined processes, and internal procedures that create a truly lean environment.

INDUSTRIAL EQUIPMENT MANUFACTURING SOLUTION



Sustaining Processes

- Marketing
- Product and Process Definition
- Engineering Change Management
- Product Lifecycle Management

Analytics, Human Resource Management, Financial Management

Flexible capabilities support integration with engineering, flexible quotations (bid/tender), cash business flow in a project-based environment, and after-market field service and spare parts delivery. Built on the Microsoft Dynamics AX platform, this end-to-end solution integrates smoothly with proven Microsoft® products and technologies to facilitate smooth deployment, a familiar user experience, and tight connections with existing IT investments.

Features

Product Lifecycle Support	<ul style="list-style-type: none"> · Manage the entire product lifecycle, from early design until obsolescence. · Customize product information by category for use across the entire organization.
Integration with CAD and PLM/PDM	<ul style="list-style-type: none"> · Create design and engineering documentation automatically by seamlessly integrating with existing CAD and PDM systems.
Engineering Change Management	<ul style="list-style-type: none"> · Manage product versions and product information change by implementing an ECR and ECO management process. Design and optimize workflows and flexible business rules for your organization. Integrate with PLM/PDM systems.
Fast and Complete Quotations	<ul style="list-style-type: none"> · Create estimates (quotation, bid, tender) quickly and accurately, using a variety of business templates. Realized customer orders can be used as the basis for a new quotation. Design easy-to-use work breakdown templates for your organization.
EPCI Contracts	<ul style="list-style-type: none"> · Manage EPCI contracts using contract templates and a detailed work breakdown structure tailored to customer or regulatory compliance requirements.
Compliant Document Management	<ul style="list-style-type: none"> · Create flexible documents, without compromising compliance requirements, for direct use. Manage document versions and use them on demand.
Product and Sales Configurator	<ul style="list-style-type: none"> · Implement modular manufacturing with a built-in product and sales configurator. Configure products via Web browser using graphical tools and flexible rules.
Project-Based Construction	<ul style="list-style-type: none"> · Manage the contract lifecycle with a project-based construction approach. Create full visibility across the entire process, including planning, costs, and progress.
End-to-End Planning	<ul style="list-style-type: none"> · Manage the full range of planning activities across the supply chain, including: <ul style="list-style-type: none"> · Availability (ATP) and lead-time for standard, one-off, spare parts, and non-standard materials to ensure accurate inventory · Capacity (CTP) for equipment, tools, employees, and sub-contractors to optimize scheduling and delivery · All phases of project planning
Procurement	<ul style="list-style-type: none"> · Streamline procurement with an end-to-end process that includes all requisitions, vendor comparison and selection, and integrated purchase processes.
After-Sales Support	<ul style="list-style-type: none"> · Improve maintenance and repair capabilities with company wide access to product information, warranties, service contracts, returns, and service calls. Plan and schedule service calls, preventive maintenance, and spare parts delivery.
Maintenance Repair and Overhaul	<ul style="list-style-type: none"> · Manage MRO contracts and jobs, regardless their size and scope.
Plant Maintenance (CMMS)	<ul style="list-style-type: none"> · Efficiently monitor and maintain all shop floor equipment and tools to reduce costs and optimize production output.
Collaboration	<ul style="list-style-type: none"> · Exchange information across teams and with all business partners—customers, suppliers, sub-contractors—electronically.
Global Support	<ul style="list-style-type: none"> · Ensure compliance with local jurisdictions. Extend global reach with support for multiple languages.
Integration with Familiar Microsoft Products	<ul style="list-style-type: none"> · Maximize technology investment by taking advantage of tight integration with Microsoft SQL Server®, the 2007 Microsoft Office System, Microsoft SharePoint® technologies, and Microsoft BizTalk® Server.