



EPICOR MANUFACTURING

Industrial Machinery

A New Perspective for Industrial Machinery Manufacturers

As an industrial machinery manufacturer you face unique challenges everyday. In addition to dealing with complex build plans and engineering requirements, you must also answer to your customer's demands of increased quality, lower costs and faster delivery times. This atmosphere has pushed many manufacturers to implement Lean methodologies to help drive down costs and development times while increasing throughput and profitability, always keeping the end goal of greater customer satisfaction in mind. In this increasingly competitive market, if you aren't keeping your customers happy someone else will.

Epicor for Industrial Machinery can give you the tools needed to compete in the industrial machinery industry, with a full range of functionality built specifically for companies like yours. From the initial customer call to sales, planning, supply, production, fulfillment, accounting, and after sales service, our solution can help you manage every step along the way.

“Service-oriented architecture provides the framework and standards for building the supply chain of the future.”

Aberdeen Group
 The Service-Oriented Architecture in the Supply
 Chain Benchmark Report
 September 2005

Reduce Your Labor and Material Cost

LEAN MANUFACTURING

Epicor for Industrial Machinery is a real-time solution designed to support paperless manufacturing. Through the use of Kanban production, Epicor for Industrial Machinery will allow you to produce your fast moving products without setting up work orders and will create queue records for the work that needs to be completed, therefore eliminating the need for paper. Epicor for Industrial Machinery supports four types of Kanban, giving you the flexibility to run your work cells in a manner that best suits each situation or product. Whether you wish to replenish when minimums are met or replenish based on future demand, Epicor for Industrial Machinery can help to ensure that you have stock where you need it, when you need it.

This solution combines the rules of material requirements planning with the efficiencies of Kanban manufacturing, giving users the ability to plan for the use of parts with long lead times, while at the same time allowing for replenishment of parts with little to no lead times. This flexibility to plan for all your resources leads to greater productivity and shorter lead times.

PRODUCT LIFECYCLE MANAGEMENT

For companies in the industrial machinery industry, product lifecycle management (PLM) is imperative. Development and design documents must be made available for the entire product lifecycle, from design to manufacturing, and thereafter, for access by service and sales departments.

Epicor PLM includes storage, administration and supply of all product-related and supplement data during the entire operational process. PLM interacts with project managers and engineers, as well as employees in quality assurance. Foremost, support is given to the design department. Epicor PLM provides all required functions for design management, including those for passing work results from the technical designers to the neighboring departments. Workflow management, scan and plot management, as well as document viewing in large heterogeneous networks and over the Internet, complete the range of powerful PLM features employed. Epicor PLM's modular structure makes it an extremely flexible instrument which can easily be adapted to the respective requirements in any industrial machinery enterprise.

Improve Employee Productivity

PRODUCTION MANAGEMENT

Epicor for Industrial Machinery goes beyond traditional production functionality by offering a comprehensive manufacturing control solution designed to handle make-to-order, engineer-to-order and make-to-stock production. Epicor for Industrial Machinery's Job Manager gives you the flexibility to review and update production plans as demand changes. The Planning Workbench provides you with access to all related job information in a single view, where you can track your costs associated to production, and compare estimated versus actual costing.

Innovative, easy-to-use scheduling tools help you identify and eliminate bottlenecks before they hit the shop floor. If you're facing an overload at a critical work center, an operator can just drag-and-drop a job's schedule forward or backward to alleviate the overload. Epicor for Industrial Machinery supports scheduling jobs based on forward, backward, finite, and infinite capacity. Machine and work center maintenance schedules are integrated with the production schedule, so you can minimize downtime while still tooling parts to exacting tolerances.

The Manufacturing Execution System (MES) allows inventory movements and labor entries to be reported on the shop floor, giving management a more accurate, up-to-date view of production. Since MES is integrated with Job Management and Scheduling, you can eliminate dual entry of data. The Work Queues provide employees with prioritized work schedules, eliminating the need for print-outs or instructions from management.

The Advanced Material Management module (AMM) extends the MES functionality to include queue requests for inventory movements of raw materials and WIP, as well as order allocations and inventory reservations. Within AMM, transactions can be entered on data collection devices, reducing the number of data entry mistakes and speeding up the process via barcode scanning. AMM also allows you to setup pick faces with replenishment levels that will automatically initiate inventory moves.

Increase Profit and Maximize Sales Opportunities

CUSTOMER RELATIONSHIP MANAGEMENT

Customer Relationship Management (CRM) controls all aspects of a company's interaction with its customers and potential customers from generating the lead, developing the opportunity, taking the order, producing the goods, shipping the goods, getting the cash, and supporting the customer. Throughout this process, Epicor CRM allows the customer to be tightly involved within the entire supply chain process via the Web-based customerConnect modules. In addition, built-in Workflow capabilities allow you to monitor every step in the sales cycle.

For most industrial machinery companies, having the ability to support your products once they have been shipped to the customer is an essential part of business. Epicor for Industrial Machinery's Helpdesk module provides a customer focused solution for personalized, high-quality service. The Helpdesk includes Case Management, equipped with time-saving links to customer focused activities where customer calls can be used to generate quotes,

return material authorizations, orders, field service jobs, or workflow tasks. Using Helpdesk helps you reduce the cost of offering quality service while maximizing the revenue potential of your field service employees.

SUPPLIER RELATIONSHIP MANAGEMENT

In an effort to compete in your industry, you must respond quickly to your customers' requests. In order to manage demand effectively, without having out-of-control inventory levels, you need a facility to efficiently interact with your suppliers, many of which are spread across the globe. Epicor's Supplier Relationship Management (SRM) module is fully integrated with the Quote Management, Job Management, Inventory Management, Purchase Management, and supplierConnect modules. Within SRM you can create and manage your Requests for Quotations (RFQs) effectively. Filter and sort RFQ criteria based on your specific needs to find the best match for the needed materials. The supplierConnect module allows you to collaborate with your suppliers electronically, giving them the ability to review inventory levels, check payments, and process open POs and RFQs online. With supplierConnect, you are able to open up a gateway for your suppliers to access important information from your Epicor for Industrial Machinery system, freeing up your procurement staff from time-consuming phone calls, faxes and e-mails.

Deliver Higher Quality Products to Your Customers

QUALITY ASSURANCE

Within the Quality Assurance module, you can access all quality functions including the scrapping of raw materials and finished goods and tracking first article inspections. Queues are available for all material needing inspection. Shop floor workers can add non-conformant parts to the inspection queues, and inspectors have full disposition and corrective action follow-up capabilities.

PRODUCT CONFIGURATION

Epicor's Product Configurator allows you to manage your highly configurable products through an easy-to-use question and answer format. Epicor for Industrial Machinery allows you to build your own set of rules for each custom feature/option. The rules you apply can be used to ensure an accurate bill of material (BOM) is created during quote and order entry. Web deployable, the Epicor Product Configurator offers added flexibility with the Epicor Storefront. Other features included in the Configurator are calculated pricing, inclusion of configured parts in MRP processing and part number generation.

About Epicor

Epicor is a global leader dedicated to providing integrated enterprise resource planning (ERP), customer relationship management (CRM), supply chain management (SCM) and professional service automation software solutions to midmarket companies and divisions of the Global 1000. Founded in 1984, Epicor serves over 20,000 customers in more than 140 countries, providing solutions in over than 30 languages. Employing innovative service-oriented architecture (SOA) and Web services technology, Epicor delivers end-to-end, industry-specific solutions for manufacturing that enable companies to drive increased efficiency, improve performance and build competitive advantage. Epicor solutions provide the scalability and flexibility to meet today's business challenges, while empowering enterprises for even greater success tomorrow. Epicor offers a comprehensive range of services with its solutions, providing a single point of accountability to promote rapid return on investment and low total cost of ownership. To learn more about Epicor for Industrial Machinery please visit us at <http://www.epicor.com>.



Epicor Software Corporation
 Worldwide Headquarters
 18200 Von Karman Avenue
 Suite 1000
 Irvine, California 92612 USA

Inquiries

(800) 997-7528 (US and Canada)
 (952) 417-5207 (international)
 E-mail: info@epicor.com
www.epicor.com

Transform Your Data Into Knowledge With Business Intelligence

Epicor Business Intelligence emphasizes the active use of the right information, at the right time, for the right person, to proactively guide and adjust the course of the business, rather than passively measure its progress. It can transform your data into actionable information. With the BI solution, you can quickly access and analyze your company's data, disseminate critical information in easy-to-read formats, and review data analysis from several perspectives (e.g., production, financial, internal, external). You can also create indicators to measure your progress against strategic goals.

Robust Technology Framework

Epicor for Industrial Machinery is uniquely positioned with a complete suite of applications based on 100% Web services technology, protecting your investment in software and services well into the future.

Why are Web services so important to manufacturers, particularly in industrial machinery? Outside of all of the reasons organizations look to Web services for deployment; speed, stability, reusability, and more; for midsize manufacturers who supply larger manufacturers, the incentive is eminent to drive electronic collaboration more firmly into their supply chain. Web services collaboration is fast becoming a necessity to doing business.

Epicor is uniquely positioned on this technology today, and comes with a suite of Web services tools such as Epicor Service Connect that make internal and external service collaboration a reality.

How Do We Deliver

Epicor has over 20 years of experience delivering industry focused, world-class solutions, and ongoing customer care and service to over 20,000 customer installations. It is a true global solutions partner with support offices all over the world. The key vehicle that transforms Epicor for Industrial Machinery into a successful business solution is its Signature Implementation methodology. Signature allows Epicor to provide consistent, client-focused implementations that deliver added value because it provides a controlled environment. It is a highly structured, proven implementation methodology that successfully guides you and your company through a six step process, from an in-depth analysis of your business requirements all the way to the hand over, enabling your company to quickly begin using Epicor for Industrial Machinery in day-to-day operations. Signature and Epicor for Industrial Machinery save your company time and money by providing broad functionality at a lower total cost of ownership.

