Microsoft Dynamics™ NAV

Industrial Equipment Manufacturing

Optimizing processes for building complex products

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Industrial equipment manufacturers make some of the most complex products in the world—and under some of the most competitive market conditions.

Your customers, who themselves work in competitive industries, require specialized products and services. But they want commodity prices to minimize their maintenance and lifecycle costs. They have demanding schedules and unique designs. In an increasingly global market, there's no shortage of companies willing and able to meet these needs.

And if those challenges weren't enough, industrial equipment manufacturers have to closely monitor rising costs for raw materials and adhere to ever tighter environmental regulations and quality specifications. To succeed, you have to anticipate customer requirements while reducing the impact of an individual customer's requirements all the way from design and quoting to post-sales service and support.

Industrial equipment manufacturers need flexibility and adaptability—using outsourcing for some or all of your manufacturing, providing unique or flexible billing processes to your best customers, and being able to deliver after-sales services that ensure that installed products continue to perform.

Juggling these challenges is a tall order—but it can be done if you have a robust, integrated business solution in place, one that is built on a lean and flexible platform.

Fine tune processes and enhance collaboration

Smart companies are applying lean principles not just to manufacturing operations, but to the entire supply chain and business processes such as order management. Even to financial processes. Fine tuning your entire business to provide maximum agility and operational visibility requires the underlying support of software to provide controls and monitor key functions.

Supply chain visibility is key to surviving in a highly competitive global market. When operations or manufacturing processes are outsourced, you need the same visibility into your suppliers' processes as you have of your own shop floor.

Integrated software solutions can also help promote better collaboration within and outside of your organization. Effective software tools can help you create a virtual enterprise for a smarter exchange of information and resources between design, manufacturing, suppliers, and partners. It doesn't matter where they are located, or what time zone they're in. You get the data faster, you keep your customers up to date, and you get the job done more effectively.

Project management and planning tools can help you ensure new products are introduced on time, or can help you accurately predict the cost of the project. To cut delivery time, engineering often designs while the machine is being built. With solid collaboration capabilities, engineering design changes and special requirements can be communicated earlier in the value chain, resulting in a more timely respoproduct introductions set you up so you can easily configure products for customers, which in turn simplifies the quotation process—saving you and your customers time and money. Enginse to customer needs and lower overall costs.

Efficient design processes and neering resources can be used more effectively.

Speed your quote-to-cash cycle

Give sales personnel the integrated tools they need to easily pull together accurate proposals using real-time data from the factory floor and your suppliers. Quote deliveries and costs based on actuals, track them accurately with powerful project management tools, and always have the data you need at hand to make quick decisions that can help improve delivery times and profitability.

You can stand out from the competition and be known as the most responsive in your market by delivering quotations, parts, complete assemblies, and even information to your customers more quickly than your peers. This is only possible with easy-to-use tools that integrate all parts of your business with your suppliers while creating the transparency needed to speed deliveries and lower overall costs.

Communicate more effectively

Integrated software tools help fine tune your processes, increase collaborative efforts, and dramatically improve communications. Communicating with your customers means more than e-mail or phone conversations. For example, it could entail self-service order entry or online order tracking. The more channels of communication your business provides, the more your customers like it. Good communication enhances the overall buying experience—and you need a great customer relationship management (CRM) system to provide it.

Your customer expects you to provide a full picture of the buying process, including after-sales service, maintenance, and costs of further design specifications or upgrades. After-sales service can be improved with a flexible computing infrastructure that supports these activities. And having fast, easy access to financials, inventory, supplier status, and other data that can be easily incorporated into your communications help make every function in the company work more efficiently

Optimal performance with Microsoft Dynamics

Microsoft provides a set of strong applications with Microsoft Dynamics®, a compelling suite of technologies for industrial equipment manufacturers that deliver powerful solutions that support multiple modes of manufacturing, such as Assemble to Order or Engineer to Order and management of your service department's business requirements. Microsoft Dynamics can help your organization to assemble a complete, integrated set of leading-edge business applications that can be deployed quickly and inexpensively without complicated customizations and drawn-out implementation projects. Microsoft Dynamics solutions support:

• Engineering to manufacturing integration and collaboration.

• Parallel engineering and production project management.

• Post-delivery support in functions such as service, warrantee, and maintenance.

• Powerful quotation processes that quickly deliver accurate proposals.

• Detailed reports on manufacturing operations, customer profitability, and supplier performance.

• A single view of multiple facilities, departments, and supplier status.

• Linking customer demand requirements with manufacturing and suppliers.

• Shortened development cycles by integrating cross-company product development into manufacturing, accounting, purchasing, and support.

• Improved customer support by effectively tracking and monitoring customer needs and requests.

Innovative integration

Microsoft Dynamics is built with the goal of delivering a flexible set of solutions that can be easily adapted to your operational needs. Built on the Microsoft® Windows Server™ platform, Microsoft Dynamics helps you take advantage of technologies such as Microsoft Windows® SharePoint® Services for knowledge management and collaboration, Windows Terminal Services for extending access to data and processes, and Web services for delivering powerful visibility into customers' and suppliers' systems. Microsoft SQL Server™ delivers a solid foundation for collecting, analyzing, and reporting data across your company's systems. And a deep integration with Microsoft Office System applications such as Microsoft Excel®, Word, Outlook®, Internet Explorer, SharePoint, and Visio® help you look into inventory, production, and lead times, design reports, and use data for making accurate and cost-effective decisions.

Partners with industry expertise

Microsoft Dynamics solutions are delivered by a network of partners with expertise in industrial equipment manufacturing. They can provide local, personalized service—from planning and implementation, to customization, to ongoing support and education. That means you get world-class business solutions from professionals who understand your business and will be there as your business conditions change.

Plan for growth

Organizations need systems that can deliver a strong return on investment (ROI) in meeting current needs, while providing for the opportunity to scale dramatically to account for organic growth, acquisitions, changes in business focus, and other foreseeable future changes to the business. Microsoft Dynamics, along with Microsoft server technologies and productivity solutions, offers tremendous flexibility and scalability to implement the solution to meet today's requirements and to allow for substantial future growth and change. To learn more about Microsoft Dynamics integrated solutions that can help you gain a competitive edge in the industrial equipment manufacturing industry, visit

www.mindquad.net.

For further inquiries or demonstration, please contact :

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