

SYSPRO in the

Make-to-Stock

Manufacturing Environment

Essential to success is having integrated systems that can foster customer and supply chain collaboration, provide comprehensive visibility to your operations and address the specific challenges inherent in your operational environment.

SYSPRO provides an end-to-end solution for make-to-stock manufacturers by helping to streamline forecast-to-invoice processes and improve operational planning and financial management.

SYSPRO embodies the customer-centric philosophy. We focus on enabling our customers to excel by providing world-class integrated solutions that span multiple functions and place as great an emphasis on collaboration as transactions.

SYSPRO software incorporates integration and business process management layers onto existing Enterprise Resource Planning (ERP) applications that manufacturers can use to create their own customer-centric business processes.

SYSPRO Manufacturing software integrates seamlessly with SYSPRO Financials and Distribution.



SYSPRO solutions for the Make-to-Stock manufacturing environment

SYSPRO's integrated nature provides real-time, complete visibility across your operations. Its easy-to-use, powerful functionality promotes improved manufacturing and operational efficiency, as well as excellent customer service, throughout the entire enterprise.

- The **Sales Orders** system enhances customer service through fast, efficient order processing, accurate, timely order fulfilment and comprehensive back order management. Furthermore, it assists in maximizing sales through instant access to customer sales history, as well as stock pricing, current and future availability, and product substitutions.
- The **Inventory Optimization** suite of modules provides the practical implementation of inventory management and optimization policies, as well as comprehensive demand management capability. The system helps to determine the optimum levels required for safety stock, seasonal stock and basic stock by factoring in considerations such as depletion rate, target service-level, standard demand deviation, order lead time and lead time variability. Its **Forecasting**, and **Families and Groupings** features enable manufacturers to refine predictions of future sales based on past history, trends, seasonality, Pareto analysis, and non-quantitative factors, as well as allow the close tracking of forecast errors.
- **Factory Scheduler** enables you to build a complete profile of your factory capacity by facilitating the definition and modeling of capacity loads around multiple constraints such as machine availability, efficiencies, relative efficiencies and utilization; labor shifts and calendars; tooling; and, in the Advanced Scheduler, around material availability for bills of jobs. Sequence-dependent changeovers, transfer quantities and operation make span and slack times are all catered for.
- SYSPRO's **Engineering Change Control (ECC)**, **Bill of Materials**, **Work-in-Progress** and **Factory Documentation** modules enable you to implement controls to ensure that your products are manufactured under consistent processes to the correct designs and specifications. Single-level, multi-level, co- and by-product bills are all catered for, and flexible bill definitions accommodate complex component and sub-assembly requirements.
- Material and labor consumed in production may be backflushed or, for longer production runs, issued to work-in-progress in real-time.
- The **Work in Progress** module enables the efficient execution of jobs, as well as day-to-day monitoring of job-related activities, costs, scrap and exception events, while SYSPRO's **e.net Solutions** enables version-independent integration to best-of-breed shop-floor data collection systems.
- SYSPRO's **lot traceability** and **serial tracking** features enable product and component traceability. User-defined factory documentation can be printed or viewed online, as can linked multimedia files such as video instructions. Trial kitting mechanisms enable the identification of material shortages prior to jobs being launched in production, while flexible posting functionality enables the posting of materials and labor via a number of methods, including specific kit issues.
- SYSPRO features **extensive costing control** and tracking, including the facility to model the effects of 'what-if' material, labor and manufacturing route costs. Costing methods by warehouse, as well as the facilities to track actual and activity-based costs, ensure that products may be costed appropriately.
- **Enterprise performance management** capabilities in SYSPRO enable manufacturers to measure and monitor **Key Performance Indicators (KPIs)**, and set up digital dashboards. A set of pre-configured KPIs, based on industry standards is provided, as well as an option for users to create their own. **Pre-configured metrics** include sales performance KPIs to track revenues and profitability; supplier performance KPIs to assist in identifying those suppliers most valuable to business operations; and production planning and control KPIs which provide insight into future workloads and potential bottlenecks.
- The **digital dashboards** supply a graphical view of operational information, and include the functionality to issue an alert (for example, by email), should a threshold value or range be exceeded.



Key features and functions in SYSPRO for the Make-to-Stock manufacturing environment

■ Available-to-Promise (APS)

SYSPRO's available-to-promise feature enables you to make reliable delivery promises to your customers by showing the portion of your inventory and planned production that is available to fill customer orders and on which dates. You can choose between regular (discrete) and cumulative modes of display and can define which components of supply and demand should be included in the calculation.

■ Costing per warehouse

SYSPRO's costing per warehouse feature gives you the option of using different costing methods per warehouse where the nature of the items held may require different methods of valuation for accuracy.

■ Customer/stock code interchange

In SYSPRO, a customer stock code is an item which you and your customer refer to using different naming conventions. Using the customer/stock code interchange system, you can create a cross-reference linking the two. This enables your customer to place orders using their naming convention, with the system automatically extracting your code and displaying both at the time the order is captured.

■ Dispatch note system

SYSPRO's Dispatch Note system allows you to make multiple deliveries against a sales order and reduce stock, without the need to produce an invoice after each delivery. A dispatch note review program streamlines the selection of sales order lines for dispatch. The Dispatch Note Consolidation program allows you to assemble a series of dispatch notes for consolidation into a single invoice, based on customer, or order numbers.

■ e-Commerce capability

SYSPRO provides you with the capability to harness e-Commerce opportunities and thus increase the potential to transform your business and enhance commercial success and growth. It facilitates streamlined, secure electronic data interchange and collaborative commerce through features such as Document Flow Manager, e.net Solutions, EDI, Office Automation and Messaging, SYSPRO Workflow Services and various Business-to-Business purchase and sales import and export functions. In addition, SYSPRO's Web applications are out-the-box solutions which you can run on the Internet/intranet and easily customize to suit end-user requirements.

■ Forecasting

SYSPRO's Forecasting enables the entry of manual forecasts, as well as the automatic generation of forecasts via a variety of forecast algorithms, including those that compute for trends, seasonality and cyclical events. In

addition, the module provides a competition forecasting method (also known as focus forecasting or the tournament method) which attempts to select the most suitable forecast algorithm based on a selected error measurement and your recent SYSPRO sales history data.

■ Inventory optimization

The reason for holding inventory is to provide service to customers while dealing with uncertainties in demand and supply. Inventory optimization allows the drivers of inventory to become visible and measurable, thereby providing an understanding of what can be changed and how easily. It quantifies the relationship between the different drivers so that the effect of change can be modeled and the best strategies for optimization identified.

■ Multiple units of measure

SYSPRO's multiple units of measure feature enables accurate ordering, manufacturing, selling, pricing and costing of inventory items by enabling the transaction to take place in the relevant unit of measure. For each stock code, you can define up to five units of measure: stocking, alternate, other, manufacturing and costing.

■ Online Master Production Scheduling (MPS)

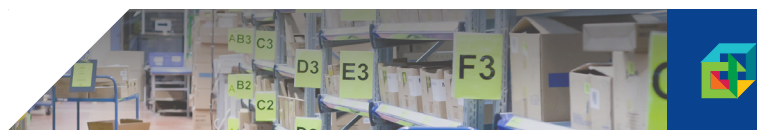
SYSPRO's on-line master production scheduling feature provides the production planner with the tools to schedule the production of independent demand items, taking into account current and future demands as well as existing production and safety stock.

■ Promotions management

SYSPRO's promotions management covers the transactional design and control of promotions, special offers and rebates. Promotions can take the form of temporary price reductions taken off the invoice, monies accrued for redemption by the customer and special offer goods at no cost (such as 'buy one' 'get one free' programs) or at minimal cost (such as 'buy one, get the second one at half price' programs).

■ Replenishment rules by warehouse

Within SYSPRO, order policies refer to the rules that SYSPRO applies when calculating suggested replenishment orders for purchased or manufactured stock items; you use these rules to apply the order policies that your company has formulated. SYSPRO order policies are extremely flexible and enable you to cater for the possibility that different warehouses in your organization may have different replenishment rules for the same stock code; for example, branch warehouses with different local costing and storage issues.



■ Serial tracking

Serial tracking is designed to provide full tracking at transactional level for those items that have serial numbers assigned for warranty or compliance purposes. The serial numbers can either be unique per individual item, or the same for a batch of items.

■ Traceability

Particularly for companies in highly regulated industries, the tracking and replacement of defective materials, as well as the efficient management of product recalls, are compliance-critical activities. SYSPRO's traceability features facilitate the tracking of materials through the receiving, manufacturing, assembly, inspection, stocking and final dispatch stages. This comprehensive traceability helps streamline product replacement and recall activities.

■ What-if costing

What-if costing is used to simulate the consequence of changing your individual bought-out item costs,

material costs and labor costs without affecting existing costs held on the system. It enables you to model possible changes in raw material suppliers and labor routes to determine the effects on higher level item costs and profits.

■ What-if scheduling and sequencing

SYSPRO Factory Scheduler assists in improving your organization's flexibility and responsiveness to market demands by providing clear visibility of production alternatives through its what-if scheduling and sequencing capability. It enables the fast simulation and graphical comparison of alternative production schedules, thereby providing clear visibility to all stakeholders of the effects of decisions made during sales and operations planning, and thus helps to improve collaboration and co-operation between these areas. Additionally, the what-if capability enables the scheduler to rapidly determine the best alternative when problems occur with production equipment, or when urgent demands arise. ❖

About SYSPRO

SYSPRO is an internationally-recognized, leading provider of enterprise business solutions. Formed in 1978, SYSPRO was one of the first software vendors to develop an Enterprise Resource Planning (ERP) solution. Today, SYSPRO is a global business solutions vendor, represented on six continents and by more than 1500 channel and support partners. Over 14,500 licensed companies across a broad spectrum of industries in more than 60 countries trust SYSPRO as the platform on which to manage their business processes.

Customer focus is a core component of SYSPRO's corporate culture and is one of the key reasons why SYSPRO maintains a strong leadership position in the enterprise application market. By focusing on people and building lasting relationships with customers and partners, SYSPRO consistently excels at guiding customers through all aspects of their implementation and ongoing usage. The aim is to deliver world-class software that gives customers the control, insight and agility they need for a competitive advantage in a global economy. As such, SYSPRO provides a unique combination of robust, scalable technologies that ensure minimal risk and a high return on investment.

SYSPRO is continually developing remarkable software that simplifies operational effectiveness and keeps customers in control of their businesses. Our vision is focused on meeting customer needs today and in the future.



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