

IFS MANUFACTURING™

LEAN, AGILE, PROFITABLE MANUFACTURING



PREPARE FOR WHAT'S NEXT

The most successful enterprises know how to adapt to, and embrace, what's next in their market. IFS Applications™, IFS Field Service Management™, IFS Enterprise Operational Intelligence™ and IFS Maintenix™ help make our customers' businesses so agile they can view what's next not as a threat to be managed but an opportunity to be seized.

IFS SOLUTIONS:

- Are built on industry standards, so you aren't locked into a proprietary technology
- Have a modular architecture so you can quickly add, adapt, scale and integrate as you need to
- Are so user-friendly you will be using the rich functionality in no time
- Offer you greater visibility into your business to spot what's next early
- Give you greater knowledge of how your business needs to adapt
- Provide greater flexibility to take the necessary action to make change happen



IFS APPLICATIONS™ MANUFACTURING PROFITABILITY

THE CHALLENGE OF CHANGE

The greatest challenge facing today's manufacturers is also its oldest, the ability to adapt to change and profit from it. Yet that's not enough. Now, change appears so fast and from so many different angles that by the time it hits you, it may be too late to react. To meet this challenge, successful manufacturers today are set up with business tools that enable them to quickly embrace change and profit from it.

MANUFACTURING AS YOU LIKE IT

IFS Applications turns manufacturing challenges into opportunities and removes the hassle from your day-to-day business. Whatever mode—or modes—of manufacturing you employ, user-friendly IFS Applications increases productivity and helps you keep an eye on the bottom line. With the experience and advice of global manufacturing customers, we've found that listening is the key to doing. That's why IFS Applications is not just designed for our manufacturing customers—it's also to a great extent designed by them.



YOU CAN'T CHOOSE THE PACE OF CHANGE...

Some things remain constant. For manufacturers, the ability to control labor and material costs is as important today as it always has been, as is the need to maximize revenue. Equally so is your capacity to respond in a timely manner to urgent customer requirements. Let's not forget the need to keep stock at a reasonable level; or your ability to control work in process (WIP) in a given plant; or the manner in which you handle various lot sizes. And compliance with regulations and legislation is not exactly a new phenomenon. Nor are sustainability and the need to manage your products throughout their lifecycles.

CHANGE IS CONSTANT

Yet probably the greatest constant is change. Time to market and product lifecycles, for example, are getting increasingly shorter so you have less time to make a profit on each product than you had in the past. Customer specifications are also increasing, making it essential for you to meet customer-unique configuration demands and be extremely agile in your response.

CHANGE IS A CHALLENGE

Globalization, seen as a solution to issues related to growth, gave us access to bigger markets, but with added competition. We've seen cheaper production via outsourcing, but with lengthier, more complex supply chains. Today, this is being weighed against the potential of near-sourcing, which brings you closer to your customers, cuts fuel bills, speeds up your supply chain, and enhances quality. Technology advances such as 3D printing will put the customer firmly in the center, with goods being made on demand locally, perhaps even on-promise. This will change the way we source and store materials, and dramatically alter the way supply chains are set up—if they are used at all. There are negative implications too. Reverse engineering will be easier and cheaper, with quality and warranty issues ensuing. Product DNA and part serialization are already seen as part of the solution, and both need ERP software to handle the complexities involved.

Further, public awareness of the ecological impact of manufactured goods has not abated. With the call

for greater sustainability, environmental legislation is more stringent and more detailed than ever before. And the unwavering demand for eco-accountability means that being seen to be green is a must—but also a potential differentiator—in the market today. Here, too, the issue of shorter, faster, greener supply chains is a growing business consideration.

Another emerging challenge is the size of your footprint in the value chain. Are you satisfied as a pure-play manufacturer, or would you like to get closer to your customers by servitizing your offering? Why not offer solutions rather than just products, providing your customers with levels of service that help them improve operations by getting the most out of your products.

CHANGE IS AN OPPORTUNITY

Change brings tough challenges but also enormous opportunities. Helping you to meet and beat the challenges while building a robust, but agile, business is IFS Applications, the only component-based suite of enterprise software that's built for change. As one of the four core processes on which IFS focuses, manufacturing has figured prominently in the success of IFS over the years. With manufacturing customers worldwide, IFS Applications has not just been designed for manufacturers—it's been shaped and honed by them as well. Many of our key solutions have been developed as a direct response to customer needs, fine-tuned, proven in the cut and thrust of everyday life, and then included in the core solution for everyone to benefit from.

...BUT YOU CAN CHOOSE HOW QUICKLY YOU ADAPT

BUSINESS PROCESSES



APPLICATION SOLUTIONS



IFS Applications covers all your manufacturing needs, from product development through marketing and manufacture to distribution. Whatever mode of manufacturing you apply—or whether you run a mixture of modes depending on customer or market requirements—IFS Applications meets your needs. And as a full-suite enterprise software solution, it also covers your entire back-office and other business requirements.



SALES CONFIGURATOR SAVES TIME AND RESOURCES

With the integrated sales configurator, your sales force knows exactly what you can produce and deliver, and cost it on the spot so customers immediately see the configuration they have ordered, what the lead time should be, and the price you are tendering. This enables them to plan and budget better, increasing customer satisfaction—for you and for them. As regulations, trends and other factors change, the sales configurator can be updated immediately so your sales force sees exactly what you can offer—whether they are in the office or miles away at a customer site. An efficient B2B tool, it can also be used by your agents, resellers and distributors.

LEAN, AGILE, PROFITABLE MANUFACTURING

IFS offers manufacturers enterprise software that helps turn challenges into opportunities. For example, to help you ensure that customers' orders arrive on time and to specification, IFS Applications includes planning and forecasting tools that enable you not only to meet customer expectations but even to anticipate them. In addition to the integrated tools for cost control and analysis, you can meet schedules while reducing costs and optimizing pricing. We didn't invent 'lean'—but we do make it a reality. So your CFO is as satisfied as your customers.

MIXED-MODE MANUFACTURING

Critical to success in today's manufacturing industry is the ability to accurately anticipate and swiftly respond to changing market demands. Many companies accomplish this by pursuing a mixed-mode strategy, with different production environments for different product lines. No matter what production environment(s) your company uses, IFS Applications helps you streamline your operations for maximum profitability. With multi-site, multi-currency and multi-language capabilities, IFS Applications makes decisions so much easier and makes you more agile when it comes to choosing where to locate your manufacturing resources—without compromising on capability to deliver.

LEAN, TRANSPARENT PROCESSES

IFS's lean manufacturing capabilities enable you to generate only what you need for procurement or production. With a comprehensive, real-time view of your operations, you can make informed, timely decisions that help you reduce work-in-process, shorten cycle times, lower costs, increase inventory turns, improve order-to-delivery times, and reach other strategic goals. Support for demand-driven MRP (DDMRP) enables you to connect strategic inventory positioning, dynamic adjustments, and demand-driven planning with visible, collaborative execution. Results include better customer service, right-sized inventory, shorter lead times and lower supply chain cost.

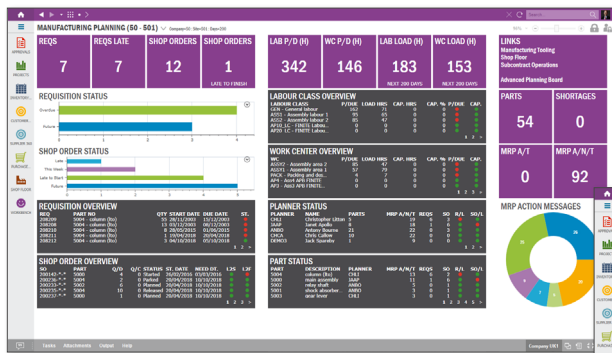
IFS Applications also gives you a real-time over-

view of what's happening in your business, what's about to happen, and where you need to focus your attention. IFS Manufacturing Visualizer™ supports planners and management in their operational work. This out-of-the-box configurable solution provides up-to-date information about production status from a resource (machine) and material situation. More than just a graphical visualization tool, it issues alerts to initiate necessary actions to support your production processes. It also has auto-refresh functionality for online production monitoring.

IFS Applications handles the engineering requirements found in to-order industries and the planning and detailed scheduling requirements of make-to-stock companies. You can run multiple production environments simultaneously or switch from one to another quickly and smoothly, without disrupting your business operations.

DIGITAL TWIN OF YOUR BUSINESS

Digital twins represent physical objects in a digital world. Just think; when products are in operation, it's not easy to monitor every single detail of their use, so repairing and replacing them is often reactive. But with a digital twin, you can monitor usage, be more proactive and offer greater service levels than ever before. IFS Business Cockpit™ and IFS IoT Business Connector™ are tools that let you map, monitor and manage processes and performance so you can attain intelligent business operations by combining data from multiple sources. You get predictive and prescriptive analytics



IFS LOBBY™

IFS Lobby offers powerful, flexible role-based interfaces to meet your specific needs. ▲

ranging from strategic visual insight down to influencing operational decisions to enable better and faster decision-making—in line with established strategies.

Combined with IFS Lobby™, which enables graphical, role-based views, and can easily be created for anyone in your enterprise—regardless of role— you can let everyone in your organization access the real-time information they need, when they need it, no matter where they are.

AFTER SALES AND CUSTOMER SERVICES

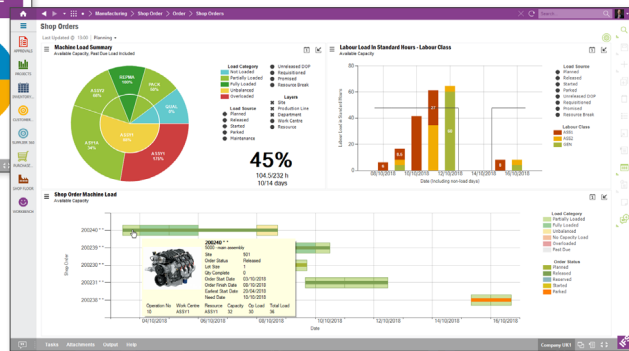
With IFS Applications you can increase profits by offering greater aftersales service without installing third-party applications. When a product is shipped, the system immediately recognizes it as a service item. Authorized sales and service personnel can fully access and update information on each piece of equipment, its history, its in-field use, maintenance schedules, and customer records. This integrated view also enables you to help customers get maximum benefit from the products you provide, ensure service contracts are fulfilled, and obtain feedback for future product development.

LIFECYCLE SUPPORT FOR PRODUCTS, CUSTOMERS, AND RESOURCES

IFS goes beyond product lifecycle management (PLM) to provide better integration and management of three critical business areas—products, customers, and resources—throughout their lifecycles. With IFS Applications, you can more quickly and easily make business decisions across the entire product value chain. For example, product estimating functionality

MANUFACTURING VISUALIZER

This out-of-the-box configurable solution gives up-to-date information about production status from a resource (machine) and material situation. It also issues prompts for initiating actions to support production processes and has auto-refresh functionality for online production monitoring.



enables you to make the best possible bid price, considering such factors as sourcing, profitability and complete lifecycle support.

REGULATORY COMPLIANCE AT YOUR FINGERTIPS

IFS Eco-footprint Management™ lets you use components in IFS Applications that capture financial cost to provide environmental impact information. With seamless access to data already in your business applications, it requires no great effort to measure and document your eco-footprint. Accurate documentation means greater transparency, which makes your green branding efforts more credible to legislators and consumers, and enables you to identify waste and cut costs. It also enables you to prove compliance with industry standards such as REACH, WEEE and RoHS, and with recognized methods such as HACCP. From boardroom concerns to shop floor execution, IFS Eco-footprint Management, which was designed in collaboration with customers, covers the entire spectrum and helps you do good while your business does well.

READY FOR THE FUTURE?

Industry experts predict growing investment in IoT capabilities, increasing customer expectations that manufacturers provide lifecycle solutions, including service, rather than mere products, and the emergence of real business benefits from maturing innovations such as 3D printing. Are you prepared to lead the way, to turn these challenges into profitable business opportunities? You competitors may well be.

ABOUT IFS

IFS develops and delivers enterprise software for customers around the world who manufacture and distribute goods, maintain assets, and manage service-focused operations. The industry expertise of our people and solutions, together with commitment to our customers, has made us a recognized leader and the most recommended supplier in our sector. Our team of 3,500 employees supports more than one million users worldwide from a network of local offices and through our growing ecosystem of partners.

For more information about IFS, visit **IFSworld.com**

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