

# Industrial Equipment Manufacturing

## Microsoft Dynamics AX

### BENEFITS SUMMARY:

- Improved operational efficiency
- Integration of design innovation into manufacturing
- Support for flexible manufacturing processes and multiple business models
- Improved project management of customized orders
- Process control from start to finish
- Positive return on investment (ROI)

**Optimize production and business processes to help manage ever-increasing customer demand, keep profit margins high, and stand out in a volume marketplace. Integrate design innovation into the manufacturing process to deliver engineered products faster and more accurately. Industrial Equipment Manufacturing for Microsoft Dynamics™ AX provides component, sub-assembly, and whole-system manufacturers with flexible, scalable solutions that can integrate business and production processes, shorten cycle times, enable project and financial control and visibility, and help empower expansion into new territories and services.**

### Improve operational efficiency

Help streamline operations on the shop floor and beyond—including research and development, administration, product life-cycle management, and customer service—by automating processes and integrating project, customer, and financial information. Bid and execute contracts effectively to reduce the time needed to procure materials and manufacture or assemble products. By streamlining product development, manufacturing, sales, customer service, and delivery, your business can improve design, control costs, monitor quality, and serve customers effectively.



*All product data is shown on one screen – from design information and engineering change orders to field installations.*

## **Integrate design innovation into manufacturing**

Shorten time to market for new product innovations by integrating processes and managing projects effectively. By integrating design innovation into the manufacturing process and collaborating effectively with suppliers, partners, and customers, your company can help enhance customer satisfaction and stand out from your competitors.

## **Support flexible manufacturing processes and multiple business models**

Support “smart customizations” and modularized product manufacturing, and engineer new products to customer specifications. You can tailor your solution to fit your business and serve multiple business models, including make to stock (MTS), make to order (MTO), assemble to order (ATO), configure to order (CTO), and engineer to order (ETO). Make changes quickly and cost effectively to seize new business opportunities as they arise.

## **Improve project management of customized orders**

Create estimates and quotes faster and more accurately to win more customized orders. By analyzing project costs and evaluating total order processing time to complete the order, you can better predict machine utilization and human resource requirements for improved scheduling and more precise delivery times.

## **Control your processes from start to finish**

Track items from the time of materials purchase to the time of production and sale with lot and location control. Retrieve data to respond to recall notices or queries about how the item was engineered and where it is currently in use.

## **Gain a positive ROI**

Because Industrial Equipment Manufacturing for Microsoft Dynamics AX is built on proven reliable Microsoft technologies and comes with one-stop support from Microsoft Dynamics Support Services, your business can gain a positive return on your investment. And supported by a wizard-based configuration and system setup tool, Microsoft Dynamics AX solutions have been shown to significantly reduce implementation times for a lower total cost of ownership for customers.\*

\*Nucleus Research, Inc. *The Real ROI from Axapta*. Research Note E116, October 2004.

## FEATURES

|   |  |
|---|--|
| <b>Fast RFQ development time</b>                    | Help shorten development time for requests for quotations (RFQs) and reduce risk by streamlining quoting and estimating processes.   |
| <b>Available to promise (ATP) capabilities</b>      | Manage the capacity and availability of materials with available to promise (ATP) capabilities that provide accurate inventory, scheduling, and delivery information throughout the supply chain.  |
| <b>Built-in product and sales configurator</b>      | Implement modular manufacturing by using a built-in product and sales configurator that helps you quote and deliver multivariant products quickly and cost effectively.  |
| <b>Just in time (JIT) capabilities</b>              | Manage production, schedule shop floor activity, and track order progress efficiently for just in time (JIT) delivery.   |
| <b>Product life-cycle management (PLM) system</b>   | Implement a complete Product Life-Cycle Management (PLM) system to manage items from design through assembly, testing, shipping, installation, and maintenance. Enhance product flexibility and give customers a range of product options by configuring build-to-order items easily and effectively.                            |
| <b>Integrated approach to customer service</b>      | Help improve customer service capabilities with easy access to product information, warranties, service contracts, returns and repairs, and field service calls. Enhance your customer service approach so that it adds revenue to your business and increases customer satisfaction.  |
| <b>Integration with familiar technology</b>         | Maximize your technology investment by taking advantage of the close integration Microsoft Dynamics AX has with familiar, powerful Microsoft products like Microsoft SQL Server™ 2000, Microsoft Internet Information Services 6.0, the Microsoft Office System, and the Microsoft Office Outlook® 2003 messaging client.        |
| <b>Graphical planning engine</b>                    | A specialized planning engine lets you use drag-and-drop functionality to view graphically the impact of changes on your processes, allowing you to evaluate several what-if scenarios and determine an effective course of action.  |
| <b>Integration with CAD, PDM, and ECO systems</b>   | Create engineering design documents quickly and accurately with built-in integration between product data management (PDM) systems and computer-aided design (CAD) systems. Engineering change order (ECO) functionality helps you quickly adjust to new specifications and can minimize rework for projects already in process. |
| <b>Flexible analysis and reporting capabilities</b> | Integrated information in both summary and detailed views can help you improve decision-making, target the most attractive markets, and reduce risks.  |
| <b>Multicountry capabilities and CRM</b>            | Add functionality, such as multicountry capabilities or customer relationship management (CRM), as your business grows. Customize your solution to meet increasing customer demands for quality, safety, and performance.  |

For more information about Industrial Equipment Manufacturing for Microsoft Dynamics AX, visit: [www.microsoft.com/dynamics/ax](http://www.microsoft.com/dynamics/ax).

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