



**SYSPRO Products used in the Automotive Industry**

- ▶ Blanket Sales Orders and Releases
- ▶ Inventory
- ▶ Inventory Forecasting
- ▶ Engineering Change Control
- ▶ Bill of Materials
- ▶ Lot Traceability
- ▶ Work in Progress
- ▶ Requirements Planning
- ▶ SYSPRO Factory Scheduling

**Key Features and Functions**

- ▶ Approved manufacturers
- ▶ Planning Bills
- ▶ Serial Tracking
- ▶ Progressive Scrap
- ▶ Trial kitting
- ▶ Kit Issues
- ▶ Blanket purchase orders
- ▶ Expected job cost recalculation
- ▶ Archiving

**Automotive—Components and Accessories**

To succeed, the Automotive Components and Accessories industry must offer superior products in a collaborative environment in the correct quantity, at the right price and right time, while improving production flow and cycle times. SYSPRO for Automotive Components and Accessories provides creative, innovative solutions to these challenges. The Blanket Sales Orders and Releases module facilitates the unique requirement of the automotive industry in which automotive OEMs perform call offs against order contracts they have with component suppliers on a regular basis.

SYSPRO enables the industry to manage the entire supply chain, allowing an integrated view of all operations from production planning and scheduling, to purchasing and invoicing. SYSPRO will facilitate the streamlining of your business processes, enabling you to accurately forecast sales quotas and operating budgets; and to track progress on the shop floor, in the warehouse and distribution center. Our inventory forecasting and serial tracking systems facilitate the forecasting, recording and replenishment of inventories, while our engineering change control applications provide the means to control and record changes to bill of materials, as well as enabling archived bills to be accessed at any time.

Let SYSPRO partner you in achieving cost efficiencies and enhanced profits.

**Business Needs in the Automotive Industry and how SYSPRO fills those needs:**

**Adopt LEAN manufacturing practices**

From enabling the identification and tracking of non-value adding activities inherent in your current operational processes, to the automation of manual processes, SYSPRO's powerful functionality provides you with the tools to implement your LEAN initiatives. Its integrated nature and ease-of-use facilitates the effortless extraction of financial and operational information required for Value Stream Mapping (VSM). SYSPRO's Inventory module is a synchronized hub providing a consolidated view of all stock locations and those activities that impact inventory optimization and customer service levels, as well as the end-to-end elements of costs and lead times. Features such as Pareto and obsolescence analysis can assist in identifying those products that are suitable for VSM focus, while SYSPRO modules such as Engineering Change Control, Bills of Material, Work-in Progress and Factory Scheduling facilitate the evaluation of targets for kaizen programs, such as reduction in design and manufacturing costs, cycle times, queues and setups.

SYSPRO's powerful inspection, serial tracking and lot traceability functionality aid in the identification and tracking of the source of defects, thereby enabling the implementation of kaizen initiatives towards the principle of 'Quality at the source'. The queries and reports in Work in Progress enable you to quickly assess the statuses, inventories and costs associated with work in progress, and provide metrics on utilization, efficiency, scrap and rework, while customer and supplier delivery performance metrics are provided by SYSPRO's powerful sales order and purchase order functionality.

SYSPRO's Inventory and Bills of Material modules enable the modeling of the LEAN techniques of batch size and setup reduction on costs, lead time and inventory. SYSPRO's Factory Scheduling provides graphical tools to assist you in optimizing your scheduling and sequencing processes, to reduce setup and overall lead time, and improve manufacturing flexibility and sale-to-customer flow. This, along with the inventory optimization and production planning features, enable you to refine the pace of production to match the pace of sales. Furthermore, features such as sales order / job / purchase order linking facilitate the electronic implementation of true pull supply chain processes where appropriate.

Document Flow Manager and SYSPRO e.net solutions enable

you, not only to automate resource and time-intensive processes such as order processing, but also to handle increased volumes from global customers by providing order taking and acknowledgement on a 24/7 basis, thereby improving lead time and freeing up staff to perform other value-adding tasks. Furthermore, SYSPRO's XML-aware solutions enable version-independent integration with best-of-breed shop floor monitoring and control systems.

The system's sophisticated reporting and analytics tools enable user-defined reports and queries, while its powerful customization functionality enables the creation of efficient workflows to implement business rules and standardize business processes. Additionally, the Office Automation and Messaging module enables the automatic raising of alerts, triggers and events, based on user-defined criteria, thereby aiding prompt problem solving and process improvement.

SYSPRO's flexible integrated features and best-practice focus give you single-point visibility and control, providing support for the implementation of your LEAN initiatives.

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## Business Needs in the Automotive Industry and how SYSPRO fills those needs (cont.)

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### Control product design changes

Constant innovation is one of the key factors to remaining competitive and on-going research and development to design new and better products is integral to the industry. Your ability to design new products and modify existing designs, as well as improve time-to-market is critical to remaining competitive and profitable.

SYSPRO provides tools to streamline and track the introduction of new product designs and amendments to existing designs, along with relevant costings. SYSPRO's Engineering Change Control (ECC) enables you to apply strict control over your design-to-market processes by providing an integrated rules-based electronic workflow system with full version control, security and auditable history.

ECC gives you the tools to record and track new and modified product design and process changes, assess the impact of these changes on costs and associated data, and control the change routing and approval processes. ECC's queries, audit trail, history and archive facilities, give you quick on-line access to details of prior product versions, as well as the option of reverting to the production of a prior product version if required. In addition, the facility to attach copies of product design drawings to version and release levels provides access to visual details of revisions.

The Where-used Query facility enables you to identify all items affected by the raising of an Engineering Change order for all routes identified as being under Engineering Change Control. In addition, SYSPRO provides a 'replace component where-used' facility that enables the quick replacement of one item with a valid substitute item, thereby streamlining design changes.

SYSPRO's 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.

### Improve electronic collaboration with trading partners

Quick response times and accuracy in fulfilling orders are critical to your reputation in a diverse and demanding global market. Your larger customers and suppliers may look increasingly to closer collaboration to cut production timetables and minimize disruption to their supply chain. This could involve working via their electronic order and supply chain systems, to enable streamlining of operations and to reduce margin for error. To achieve this, you must have adequate systems that can deliver information efficiently between you and your trading partners.

SYSPRO facilitates streamlined, secure electronic data interchange and collaborative commerce through features such as CAD integration, Document Flow Manager, SYSPRO e.net solutions, EDI, Office Automation and Messaging, and various Business-to-Business purchase and sales import and export functions. In addition, SYSPRO's Web-based applications are out-the-box solutions which you can run on the Internet/Intranet and easily customize to suit end-user requirements.

If your customers include Original Equipment Manufacturers (OEM) you can import and easily reconcile vendor EDI releases is using SYSPRO's Blanket Sales Order module.

### Maximize profitability in a low margin environment

Maximizing your profitability is only possible with an accurate picture of your costs. With operational costs consuming a high percentage of your revenues, we understand that maximizing yield and keeping strict control of costs and reducing waste in all areas of the business is essential to your on-going profitability.

SYSPRO enables you to implement continuous improvement by giving you visibility to costs and profits across the business and helping you to identify points of waste as they happen. This includes variations in expected and actual raw material and production costs; late supplier deliveries; obsolete, slow-moving and excessive inventories; and product defects and scrap. In addition, the Bill of Materials What-if costing feature enables you to model possible changes in raw material and labor costs and see the imploded effects on higher level item costs and profits.

### Optimize production capacity and increase manufacturing efficiency

Increasing manufacturing efficiency means getting the right balance between demand and supply, while optimizing capacity, improving throughput, and reducing waste and variable costs. SYSPRO provides interactive decision support tools that give you visibility and control over all inputs and outputs.

The Material Requirements Planning system gives you an integrated picture of your demand and supply, as well as your available capacity, enabling you to model what-if scenarios to produce viable replenishment and production plans. SYSPRO's Factory Scheduling assists you in maintaining accurate and up-to-date production schedules that take account of the complexities of your factory. This enables better co-ordination between work centers, increases productivity, reduces work in progress and achieves better customer service levels.

Material and labor tracking, as well as cost, scrap and utilization management is facilitated through SYSPRO's Work in Progress module, which enables you to track in-process production at every stage and identify problems as they occur.

### Reduce forecast error

In environments where materials and product replenishment planning is largely based on demand forecasts, the forecasts must be as accurate as possible so as to minimize the costs associated with inaccuracies, such as redundant stock and poor customer service. While forecasting is, by definition, an inexact science, its purpose is to improve the quality of predictions, and tracking the forecast error is an essential part of this process.

SYSPRO's Forecasting module provides tools to enable you to track and evaluate your forecasts, as well as to identify the possible causes of forecast errors. These tools assist you in optimizing your forecasts to produce the best possible outcome. The Forecasting module 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. This enables you to compare results to determine which method is the most suitable for any particular item, whether you forecast on products at code, revision, release, or warehouse level. A tracking signal is used to indicate when the validity of the forecast might be in doubt; those items with high forecast errors are highlighted and can be reviewed and adjusted as required.

Forecast accuracy depends not only on the regular evaluation of the forecast error, but also on the integrity and nature of the source data. In SYSPRO, forecast accuracy is enhanced through the ability to automatically filter and adjust outliers, as well as to manually adjust forecast base data for quantitative and qualitative factors. Reports and queries provide comparisons between actual sales, and suggested, draft and approved forecasts.

### Synchronize supply with customer demand

Particularly for component and material suppliers of original equipment manufacturers (OEM) synchronizing supply with customer demand is a key requirement to prevent costly line stoppages in assembly plants. This involves not only automating order processing and other processes in the supply chain, but also executing production plans using LEAN principles.

SYSPRO Blanket Sales Orders and Releases provides you with the tools to record contracts with your OEM customers and provides you with an accurate means of tracking and reconciling cumulative release quantities and converting them into sales order quantities. SYSPRO Blanket Sales Orders enable SYSPRO customers to easily update call-off schedules for their OEM clients, as well as reconcile the cumulative position against their OEM contracts. Confirmed customer schedules, in turn, become an input for demand planning and ultimately, production and purchasing requirements linked to the relevant schedule requirement dates. SYSPRO's Requirements Planning and Factory Scheduling provide you with the tools to implement LEAN principles, manage the replenishment process and ensure that you meet your OEM contract service levels.

Streamlined electronic collaboration with your OEM customers is facilitated through features such as Document Flow Manager, SYSPRO e.net solutions, EDI, Office Automation and Messaging, fax, email and various Business-to-Business import and export functions, thus reducing response time, margin for error and penalties associated with disruption to OEM production lines.