



SYSPRO Products used in the Electronics Industry

- ▶ Product Configurator
- ▶ Lot Traceability
- ▶ Inventory Forecasting
- ▶ Quotations
- ▶ Landed Cost Tracking
- ▶ Blanket Sales Orders and Releases
- ▶ Work in Progress
- ▶ Requirements Planning
- ▶ Trade Promotions
- ▶ Return Merchandise
- ▶ Contact Management
- ▶ Bill of Materials
- ▶ Sales Orders

Key Features and Functions

- ▶ Inventory management (materials and finished product)
- ▶ Forecasting
- ▶ Foreign currency transactions
- ▶ Multi-site warehouses
- ▶ Advanced trial kitting
- ▶ Consumer/stock code interchange
- ▶ Kit issues
- ▶ Cumulative lead time
- ▶ Blanket purchase orders
- ▶ Linked sales orders, purchase orders and jobs
- ▶ Cost implosion
- ▶ Pricing
- ▶ Serial tracking
- ▶ Kit sales
- ▶ What-if costing
- ▶ Approved manufacturers
- ▶ Distribution requirements planning
- ▶ Multimedia
- ▶ Archiving

Electronics

Advanced planning and scheduling, serial tracking, work-in-progress inspections and procurement planning are some of the features that have made SYSPRO for Electronics a leader in the provision of world-class business software solutions. Our applications are ideally suited to the rapid changes that typify the industry, whether your business is appliances, semiconductors, scientific equipment, circuit boards, electronic connectors, computers or cabling.

Agility and speed in getting to market are critical in this industry, to meet the challenges of constant product innovation, short product life cycles, high levels of obsolete inventory and complex supply chains.

Allow SYSPRO solutions to empower your company to overcome these challenges and thereby reinforce your growth and profitability.

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

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.

Ensure quality of raw materials and monitoring during the production process

Chemical production plants are often highly automated with sophisticated measuring and testing systems designed to ensure quality of raw materials and work in progress, as well as high production yields. It is therefore desirable that any ERP production control and tracking system is able to

integrate seamlessly with this process technology to exchange information and highlight issues at the relevant points. SYSPRO e.net solutions enables rapid development of secure and version-independent integration with such best-of-breed technology.

SYSPRO enables you to implement continuous improvement by helping you to identify problems and points of waste as they happen. Raw materials and manufactured products in the industry often vary in grade and quality, so tracking and control is essential to reduce waste, scrap and defects. SYSPRO enables you to specify approved manufacturers for raw material supplies and supplier performance can easily be tracked using queries and reports. In addition, SYSPRO facilitates the tracking of materials from purchase through production to customer, thereby maximizing quality control and providing you with the tools to manage product recalls, should they occur.

You can flag purchased items as requiring inspection so that during receipting, detailed records of counts, inspection, scrap, rejects and returns is recorded. Units in inspection are visible, but unavailable for use until accepted into stock. Similarly, SYSPRO's Work in Progress inspection system provides the tools for you to inspect manufactured product quality and, depending on the results, select to receipt, scrap or rework quantities.

Identify and respond to seasonal demand patterns

SYSPRO's Forecasting module gives you the tools to help you forecast future demand, based on seasonal, cyclical and trend demand patterns in your sales history, thereby enabling you to plan your production and purchasing to meet these requirements. A powerful Pareto analysis feature enables you to easily identify fast, slow and obsolete items in terms of sales value, gross profit, cost of sales, quantities sold or hits, so you can make decisions about which items to forecast, and the best method to use for each.

You can choose to create forecasts at stock code/warehouse level, and if the Families and Grouping module is installed, you can aggregate your forecasts into user-defined groupings. A variety of forecast calculation methods are available, including the competition method, and the module also provides facilities to track the forecast quality. Additionally, you can select to manually forecast items which require market intelligence, while selecting to batch forecast all other items, and there are facilities that enable you to filter or adjust sales history for outliers and

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

other abnormalities. Multi-level analysis of product performance is available, including at stock code, warehouse, product class, supplier, planner and buyer levels, as well as at user-defined group level if the Families and Groupings module is installed. The approved forecast becomes the demand input to SYSPRO's Material Requirements Planning system. This gives your planners and buyers visibility to the resources and actions required to meet the demand in the short, medium and long term.

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.

Manage customer relationships and service

The standard of service that you provide your customers makes all the difference in building solid relationships and gaining the competitive edge. This requires keeping track, not only of customer sales-related information, but also details of internal or external business relationships. To make better business decisions about expected customer, product and market activity, you need to have information in appropriate formats, and at different levels of detail, to carry out analysis.

SYSPRO's Contact Management allows for multiple contacts to be assigned to organizations and individuals that you deal with. These can include your customers and suppliers, as well as entities such as charities and government departments. You can group contacts for related entities and record details regarding interactions such as phone calls, emails and visits against the contact. Integration with Microsoft Outlook allows email correspondence to be sent and updated as an activity within the Contact Management system.

Your ability to deliver quality products faster, with more customer-specific features, and at stable or even reduced prices differentiates you in a discerning market place. Features such as available-to-promise and customer delivery performance reporting, provide information to help you improve your customer service levels and the Customer/Stock Code Interchange functions gives you the flexibility to allow your customers to order by their part number.

SYSPRO enables you to keep a history not only of sales data but also individual customer-related product activities, so you can easily identify buying patterns and preferences, and quickly create repeat orders by copying and amending previous ones. SYSPRO Forecasting uses sales history to identify trends and seasonal components of demand, thereby assisting you in calculating more accurate forecasts, which in turn leads to better planning and improved customer service levels.

SYSPRO's simple, extended and contract pricing mechanisms give you flexibility to apply one-dimensional pricing and discounting, or tailor these requirements to individual customers. Where customers are large organizations, such as original equipment manufacturers (OEM) or retail chains, with whom prices are negotiated on a contract or volume basis, more complex pricing is required. SYSPRO's pricing, trade management and sales analysis facilities enable you to provide acceptable pricing terms and delivery targets to large customers without sacrificing profitability.

Manage finished product distribution to a number of warehouses

In order to maintain appropriate inventory levels in a distributed warehouse environment, you must be able to plan, distribute, monitor and control inventory moving across your internal supply chain.

SYSPRO's Goods in Transit system provides the facilities to create, manage and monitor transfers between multiple warehouses and provides complete visibility to the status and details of in-transit transactions. It gives you the tools to easily create and receipt stock transfers for each warehouse, capture transfer costs, identify and adjust exceptions as they arise and to reconcile transfers sent and received in terms of cost and quantity. The system provides a detailed financial subledger and enables easy reconciliation to SYSPRO's General Ledger.

Used in conjunction with the SYSPRO Sales Order module, the Goods in Transit sys-

tem provides functionality to record backorders in the system for multiple warehouses and to electronically produce accompanying paperwork. Additionally, using the Material Requirements Planning module, SYSPRO's goods in transit functionality extends to Distribution Requirements Planning, thereby enabling plan production and purchasing to meet current and future distributed warehouse requirements. Order policies at stock code warehouse level accommodate different lot-sizing techniques per warehouse.

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.