

Discrete  
Manufacturing

# Microsoft D365 Solution for Discrete Manufacturing

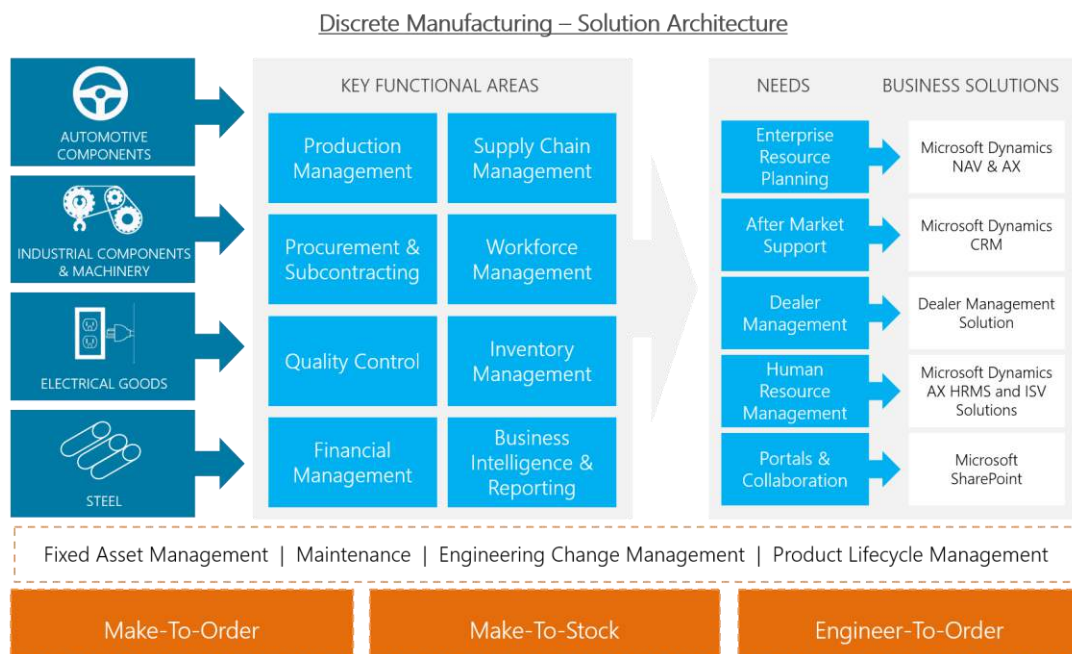
STREAMLINE PROCESSES & CURTAIL INVENTORY - CARRYING COSTS

- Does ineffective inventory planning result in higher inventory carrying costs?
- Do managing current and retrospective sales price changes pose a challenge?
- *Does inaccurate accounting of scrap and production losses increase your costs?*
- *Does inappropriate vendor rating affect cost, quality and delivery timelines of supplies?*
- *Is effective management of your dealer/ distributor network crucial to your business success?*
- *Are you a supplier to an OEM or its Tier I supplier - whose tight delivery schedules result in shop-floor chaos?*

Alletec Discrete Manufacturing Solution helps you overcome your operational complexities and provides you the information to support your decision making - whether you are a stand-alone unit, multi-plant, multi-geography, multi-company or a global setup.

The solution supports make-to-order, make-to-stock and engineer-to-order modes of manufacturing. The industries that gain the most from the solution include:

- Automotive Components
- Industrial Components & Machinery
- Electrical Goods
- Steel Built on the world-class Microsoft Dynamics ERP platform – the solution is robust, scalable and flexible. It not only automates but seamlessly integrates the core business processes to deliver highest order of efficiency in production & supply chain functions. Our customers are leveraging our experience & domain know-how to achieve efficient and transparent management of operations while improving responsiveness to their crucial stakeholders(customers/vendors).





# Build & Nurture Dealer Relationships

## Managing Supply Chain – End-To-End

### OPERATIONS

Alletec Discrete Manufacturing Solution helps manage shop-floor processes seamlessly. It allows tracking of production cycle to ensure adherence to OEM schedules. It helps maintain JIT (Just in Time) approach to procurement & production in order to optimize inventory level and minimize inventory carrying cost. The solution also helps manage subcontracting process effectively – aligning subcontracting schedules with the master OEM schedule, planning inventory transfer and reconciliation. It provides for supplementary invoicing mechanism to manage sales price adjustment with respect to current and retrospective material prices – avoiding unanticipated losses due to cost fluctuations. It tracks tool life and charts predictive & preventive maintenance schedules by tracking MTBF (Mean Time between Failures) & MTTF (Mean Time to Failure). This helps boost machine efficiency & longevity and prevents production losses due to unexpected breakdowns. In addition, it also helps track scrap and production losses to avoid future losses and determine profitability. It also helps track maintenance cost by machine center. The system ensures effective quality control with improved batch/lot traceability of incoming & outgoing materials; and performs a root cause analysis in an instance of non-conformance.

### SALES & DISTRIBUTION

In discrete manufacturing business, it is essential to not only forecast demand accurately and stick to production schedules but also to have a well-defined sales & distribution mechanism in place. Distribution Resource Planning, Stockist & CFA Management and Schemes & Promotions Management are critical prerequisites to streamline the sales & distribution of a discrete manufacturing organization. Alletec Discrete Manufacturing Solution gives just that by standardizing systems across the entire distribution chain, imposing essential discipline in distributors' operations and aggregating data related to secondary sales, primary sales, and inventory status & movement. It also enables centralized tracking of schemes & promotions.

**Dealer Management System (DMS)** – Alletec DMS is a web based software that helps acquire data related to primary & secondary sales, inventory positions and movements, promotional schemes, sales team productivity etc from distributors, stockists and C&F Agents – empowering companies to strategize and manage sales and distribution effectively. It helps companies manage the dealer network centrally, generates valuable reports from aggregated data and establishes a two-way communication with the distributors. DMS can easily be integrated with ERP (Microsoft Dynamics and non-Dynamics) so that data like Invoices, product masters, distributor masters, etc. can be imported from the ERP systems. The system provides valuable business intelligence with diverse Channel Sales Reports including sales coverage, distribution width & effective coverage, targets vs. achievements and maps sales performance against key indicators.

# *Adopt Just-In-Time Technique – Improve Process Agility*

The DMS provides login credentials for CFAs, distributors, dealers, CFAs and the OEM separately. On the dealers/distributors end, it helps manage POS operations along with cash & bank reconciliation, maintains conformity with statutory requirements & reporting, provides updates on OEMs new SKUs/prices/schemes/stock, allows online order placing while helping maintain optimum stock levels, lets dealers send service & scheme updates to customers and enables them to provide better service based on pre-defined parameters. On the OEMs end, it helps send SKU/price/scheme updates to dealers directly, track secondary sales and items sold below RRP (Recommended Retail Price) to maintain price parity among dealers.

## **CUSTOMER RELATIONSHIP MANAGEMENT**

Alletec Discrete Manufacturing Solution works in tandem with Microsoft Dynamics CRM to drive better sales decisions, effective product marketing, solve customer problems and provide a strategic view of the business. The CRM enables efficient daily sales call planning, tracks dealer training of products, disseminates scheme info, monitors dealer performance and improves cross-sell & up-sell opportunities. On the service end, it helps track service items & their warranty, manage service item components, record and track service call response, manage free services & track service cost, track AMCs & cost, improve call route planning by tracking & scheduling service resource, improve spares tracking & allocation and inventory management. Overall, CRM provides a 360-degree view of internal or external business relationships by enabling tracking and management of customer correspondence, status, vendor relationships, marketing campaigns, product returns, quote and sales order information – thus facilitating sales, marketing and customer support operations to work collaboratively to achieve total customer satisfaction.

## **TENDER MANAGEMENT**

Alletec Tender Management System (TMS) built on Microsoft Dynamics CRM provides a central, secure and efficient platform to streamline & manage the tender bidding process – end-to-end. TMS automates the bidding process right from capturing leads, assessing opportunities, review & approval, maintaining repository of key information & documents, managing ground work and estimating overall cost to competent bid submission & EMD (Earnest Money Deposit) Recovery. The solution allows defining and managing multiple sales processes and its associated stages. Controlled Stage Progression helps maintain a tight control over the various steps involved in the tender process – facilitating accurate information flow. Configurable Escalation Metrics enable users to define escalation requirements for breach of tasks– driving rapid problem solving. Extended meeting manager simplifies meeting processes including sending invites, capturing responses, rescheduling meeting, disseminating minutes and defining pre-meeting & post-meeting action items for internal & external participants. It also facilitates voice integration with 'Skype' and 'Lync' for easy & quick messaging and conference calling.

# Collaborate, Decide, Adapt & Operate Better

TMS also provides a dynamic calendar utility to help track and reschedule tasks. Personalized management dashboard provides a real-time view of sales pipeline and a consolidated view for all planned activities (by owner, priority, due activities, etc.) for effective decision making. Role based security provides the flexibility to define access rights and security roles for all members.

## Solution Benefits

Alletec Discrete Manufacturing Solution has enabled large and mid-sized enterprises in

- Estimating demand by extrapolating past trends
- Meeting customer demands in product quality and timelines through enhanced production planning & scheduling
- Procuring raw materials timely & at competitive rates through efficient vendor and quotation management
- Tracking production order status by monitoring processes end-to-end
- Controlling costs by practicing JIT mode of working
- Maintaining consistent quality standards
- Streamlining supply chain by ensuring availability of critical business information
- Gaining insight into overall production, sales & financial statistics

## Allied Business Solutions

Alletec provides industry-specific applications and custom extensions to help businesses accelerate and extend their ERP solutions.

- **Collaboration Solutions** – Microsoft SharePoint makes it easier for people to work together by providing a common collaboration platform. It simplifies Enterprise Content Management, streamlines Project Management and improves Report Sharing by giving need based access to databases, reports, and business applications.
- **Business Intelligence Solutions** – Alletec BI Solutions drive better and informed business decisions through query and reporting, online analytical processing (OLAP), statistical analysis, forecasting and data mining.
- **Mobility** – Alletec meets the needs of extended enterprises by offering both Web and Mobile enabled solutions on iOS, Android, Blackberry, Windows platform – to help boost productivity & maintain tight control over business processes. It has also custom-built a mobile dashboard application that can be seamlessly integrated with an ERP application. Besides, it also provides mobility enhancement for any standalone application.