SYSPRO in the

Make-to-Order

Manufacturing Environment

Essential to success is having integrated systems that can foster customer and supply chain collaboration, provide comprehensive visibility to your operations and address the specific challenges inherent in your operational environment.

SYSPRO provides an end-to-end solution for make-to-order manufacturers by helping to streamline order-to-invoice processes, reduce inventory and lead times, improve capacity management and enhance overall operational planning and financial management.

SYSPRO embodies the customer-centric philosophy. We are focused on enabling our customers to excel by providing world-class integrated solutions that span multiple functions, and place as great an emphasis on collaboration as transactions. SYSPRO software incorporates integration and business process management layers onto existing enterprise resource planning (ERP) applications that manufacturers can use to create their own customer-centric business processes.

SYSPRO Manufacturing software integrates seamlessly with SYSPRO Financials and Distribution.

SYSPRO Solutions for the Make-to-Order Manufacturing Environment

SYSPRO's integrated nature provides real-time and complete visibility across your operations. Its easy-to-use, powerful functionality promotes improved manufacturing and operational efficiency, as well as excellent customer service, throughout the entire enterprise.

- Rapid, accurate quotation generation is facilitated through SYSPRO's estimating and quotations features. These provide comprehensive evaluations of material and operational costs for single or multiple routings. Furthermore, the **Product Configurator** facilitates seamless rules-based order processing for configurable products.
- SYSPRO has the capability to automatically raise all actions related to fulfilling the customer order, through its sales order, purchase order and job linking features, thereby ensuring the integrity of quoted and margin information, and the accuracy of order details. Once the product is receipted from production, the order is automatically updated and control passes to the **Sales Order** system.
- Time-phased aggregate materials planning and purchasing is facilitated though the requirements planning, forecasting and replenishment policy features. For replenishment approaches not requiring full-scale MRP but a simpler derivative, SYSPRO offers **Advanced Trial Kitting**, which you can run based on a range of user-selected criteria, there-by ensuring that you order only the materials that you require. Additionally, true order-linked pull replenishment is provided through sales order- and purchase order-to-job linking and multi-level trial kitting, which enable the automatic raising and linking of the relevant supply orders via simple review.

- SYSPRO **Factory Scheduler** (SFS) is a powerful tool for scheduling, sequencing and synchronizing of jobs and operations on the factory floor. It provides seamless management and control of events that reflect the dynamic and versatile nature of your production environment, thus enabling you to quote realistic lead times and delivery dates. It enables you to build a complete profile of your factory capacity by modeling capacity loads around multiple constraints such as machine availability, efficiencies and utilization; labor shifts and calendars; tooling; and, in the **Advanced Scheduler**, around material availability for bills of jobs. It provides one-click highlighting of bottleneck operations on existing schedules, as well as what-if scheduling and sequencing to optimize utilization of available production resources.
- The **Work in Progress** module enables the efficient execution of jobs, as well as day-to-day monitoring of job-related activities, costs, scrap and exception events. Material and labor consumed in production may be backflushed or, for longer jobs, issued to work-in-progress in real-time. **Lot Traceability** and serial tracking features provide comprehensive product and component traceability.
- SYSPRO's **Enterprise Performance Management** suite gives you visibility to related information across your business, on multiple dimensions from local and remote locations. It includes a variety of powerful analysis tools such as **Executive Dashboards**, **Cash Flow Forecast**, **Analytics** and **Financial Ratios**.

Key Features and Functions in SYSPRO for the Make-to-Order Manufacturing Environment

- **Blanket releases**
  Blanket releases enable SYSPRO users to easily update call-off schedules for their OEM clients, as well as to reconcile the cumulative position against their OEM contracts. They provide the authorization to ship and/or produce against a blanket sales agreement or contract.

- **Estimating**
  SYSPRO's Estimates functionality enables the definition of the materials and manufacturing processes required for the manufacture of custom-made items. Furthermore, it provides cost and lead-time calculations to enable you to derive accurate price and delivery information.

■ **Jobs**

Through its structured design and capability to copy from existing jobs, the Jobs function in SYSPRO enables the rapid entry of production orders for the manufacture of both standard and non-standard products, as well as for service and project jobs.

■ **Job actuals versus estimates**

This feature provides the tools for you to compare, at a glance, the actual costs for a job against the expected costs, thereby enabling you to identify and investigate cost variances as they occur. The Job Cost Recalculation program allows you to recalculate the job expected cost totals for labor and material, thereby providing a more realistic comparison if allocations are added after the job has been created.

■ **Kit issues**

SYSPRO's Kit issues program helps you to streamline the process of preparing, kitting and issuing materials required for production, as well as the posting of labor hours, and negative issues if required.

■ **Linked sales orders, purchase orders and jobs**

Particularly useful in a make-to-order environment, the ability to create linked sales orders, purchase orders and jobs in SYSPRO provides a quick and simple way of raising and linking those transactions required to fulfil a customer order.

■ **Manufacturing costing**

Within SYSPRO, the cost of any stock item is stored as the item's inventory warehouse cost, using either the average, standard, FIFO, LIFO or last costing method. The material, labor, subcontract, fixed overhead and variable overhead costs of a manufactured stock item are stored against a manufactured item's bill of material and these costs are rolled up through all levels of the bill via the Cost Implosion program to provide the item's expected manufacturing cost.

■ **Materials-based scheduling**

SYSPRO's Advanced Scheduler provides you with the means to automatically schedule around sub-assembly and component material availability, thereby enabling optimal schedules within a material-constrained scheduling environment.

■ **Product configuration**

SYSPRO's Product Configurator enables manufacturers to differentiate their product offerings through the ready customization of product to meet customer specifications. It provides a rules-based configurator that will primarily help companies efficiently process products that are manufactured to order, assembled to order or sold in many configurations.

■ **Quotations**

The Quotations function is an indispensable tool in the Make-to-Order manufacturing environment, reducing client quote turnaround times through its structured design, ease of use and capability to copy from existing quotes.

■ **Scrap recording and tracking**

SYSPRO's progressive scrap utility enables you to easily track scrap at every operation and measure scrap tolerances, thereby facilitating more accurate production costs and lead time calculations.

■ **Serial tracking**

Serial tracking is designed to provide full tracking at transactional level for those items that have serial numbers assigned for warranty or compliance purposes. The serial numbers can either be unique per individual item, or the same for a batch of items.
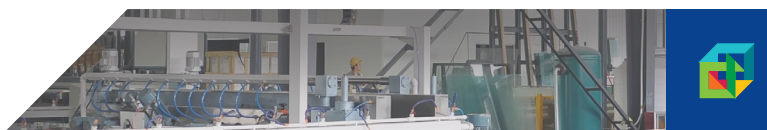
■ **Traceability**

Particularly for companies in highly regulated industries, the tracking and replacement of defective materials, as well as the efficient management of product recalls, are compliance-critical activities. SYSPRO's traceability features facilitate the tracking of materials through the receiving, manufacturing, assembly, inspection, stocking and final dispatch stages. This comprehensive traceability helps streamline product replacement and recall activities.

■ **Trial kitting**

The Multi-level Trial Kitting program helps you to establish which jobs need to be raised through several levels of a Bill-of-Material structure, as well as the purchasing requirements required to complete the build. All sub-assemblies and components are processed, with the program multiplying the quantity by the net requirement of the parent. This result is then compared to the net quantities on hand to determine any shortages.

■ **What-if costing**

What-if costing is used to simulate the consequence of changing your individual bought-out item costs, material costs and labor costs without affecting existing costs held on the system. It enables you to model possible changes in raw material suppliers and labor routes to determine the effects on higher level item costs and profits. ❖

About SYSPRO

SYSPRO is an internationally-recognized, leading provider of enterprise business solutions. Formed in 1978, SYSPRO was one of the first software vendors to develop an Enterprise Resource Planning (ERP) solution. Today, SYSPRO is a global business solutions vendor, represented on six continents and by more than 1500 channel and support partners. Over 14,500 licensed companies across a broad spectrum of industries in more than 60 countries trust SYSPRO as the platform on which to manage their business processes.

Customer focus is a core component of SYSPRO's corporate culture and is one of the key reasons why SYSPRO maintains a strong leadership position in the enterprise application market. By focuing on people and building lasting relationships with customers and partners, SYSPRO consistently excels at guiding customers through all aspects of their implementation and ongoing usage. The aim is to deliver world-class software that gives customers the control, insight and agility they need for a competitive advantage in a global economy. As such, SYSPRO provides a unique combination of robust, scalable technologies that ensure minimal risk and a high return on investment.

SYSPRO is continually developing remarkable software that simplifies operational effectiveness and keeps customers in control of their businesses. Our vision is focused on meeting customer needs today and in the future.

The most integrated, uncomplicated
and effortless business software solution
for small and medium enterprises

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