SYSPRO ERP for Industrial Machinery and Equipment
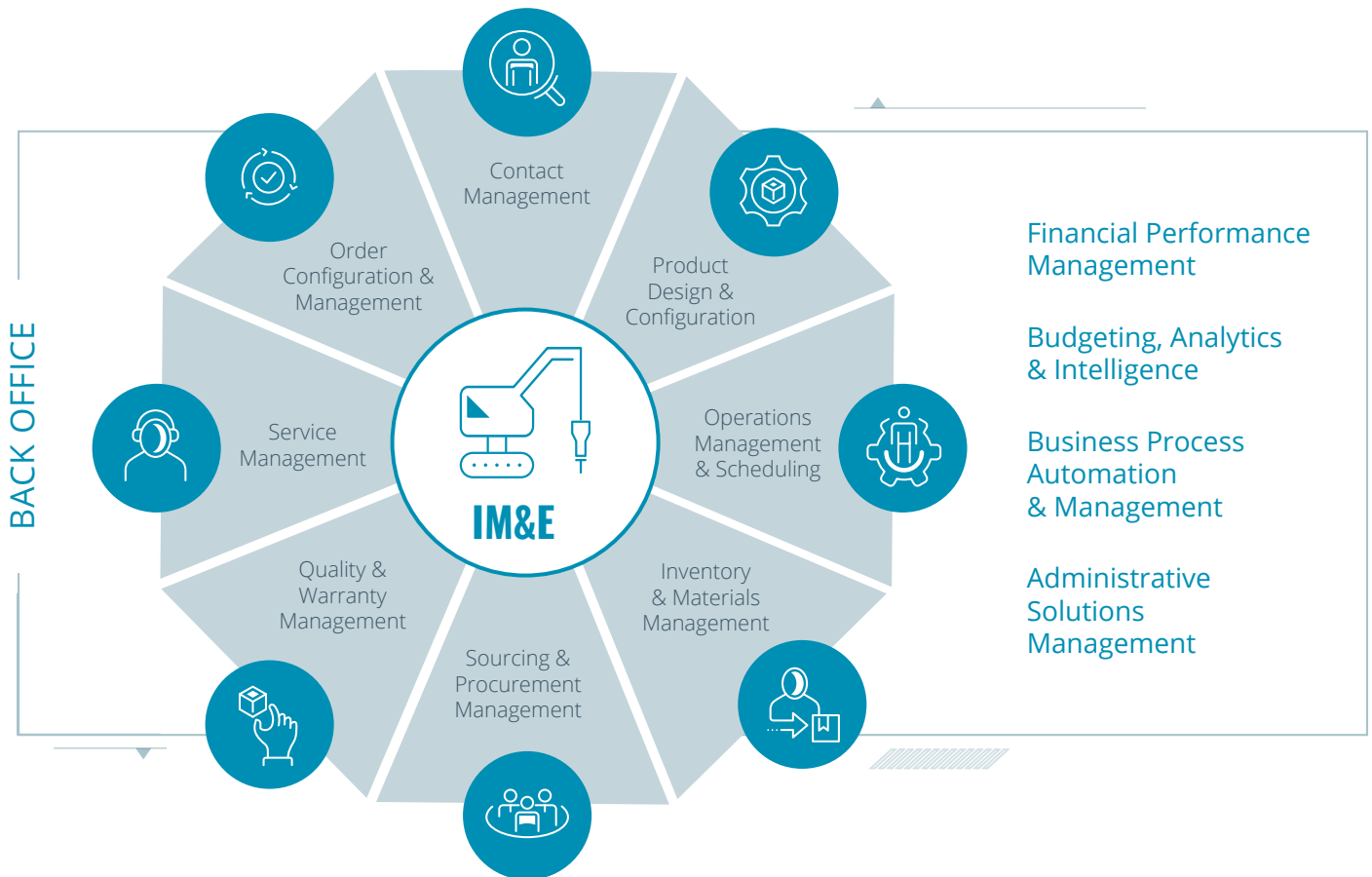
Forging a Smarter Future

The Current Landscape

As a player in the Industrial Machinery and Equipment arena, you face many challenges: inaccurate supply chain and inventory forecasting; disconnected legacy systems; premature failure of machinery; the need to deliver products faster; increased volume demands; and competitors who are first to market, to name a few.

These challenges, coupled with the need for accurate price forecasting, strong financial controls and the ability to fully trace and implement warranties on your goods all create the need for increased efficiencies.

Operational Infrastructure of an Industrial Machinery and Equipment (IM&E) Business

BACK OFFICE

Contact Management

Order Configuration & Management

Product Design & Configuration

Service Management

Operations Management & Scheduling

Quality & Warranty Management

Inventory & Materials Management

Sourcing & Procurement Management

IM&E

Financial Performance Management

Budgeting, Analytics & Intelligence

Business Process Automation & Management

Administrative Solutions Management

Improved accuracy of costing will improve your conversion rate. Overpricing the job might lead to it going to someone else, while underpricing it just to win the tender or request will lead to your company losing money on the job. A strong ERP solution will enable you to overcome these challenges while enhancing growth, accuracy and profitability.

No longer can you afford to rely on custom codes and spreadsheets to work around your generic ERP limitations. To succeed, your system must have the capability to provide accurate costing, complex bills of material, unique scheduling, meticulous and actionable traceability, end-to-end supply chain visibility and integral quality management capabilities.

And it must be easy to use, so you can concentrate on building product rather than struggling with your system.

The 6 Key Requirements for IM&E

Comply
with local and international environmental and safety regulations.

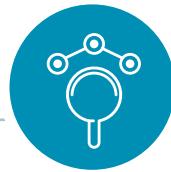**Support**
complex equipment maintenance, repair and overhaul.

Collaborate
with customers on the design and egineering of products.

Manage
dynamic product schedules.

Remain profitable
in the face of fluctuating raw material costs and margins.

Reduce time
to market for customer-driven product designs and variations.

Comply with Local and International Environmental and Safety Regulations

- SYSPRO helps you improve your ability to demonstrate compliance in your core processes, as well as to implement a variety of control measures for stringent record-keeping to suit the level of vigilance required.

Support Complex Equipment Maintenance, Repair and Overhaul (MRO)

- As a critical after-sales service in the industry, MRO requires detailed record-keeping of customer equipment configurations, as well as previously performed maintenance work, to meet Service Level Agreement.

- SYSPRO's Product Configurator simplifies the raising of orders for variable configurations, while the Bill of Materials, Engineering Change Control and Work-in-Progress modules provide the recording and tracking of as-built and as-maintained configuration history and service notes, including details of any subcontracted work.

- Additionally, SYSPRO's Serial Tracking and Lot Traceability functionality provides reliable part warranty and replacement details and history. Thus, the extraction of maintenance history and current configuration details is facilitated for customer regulatory reporting, as well as to enable customer-targeted planning of materials and activities for service and repair jobs.

Collaborate with Customers on the Design and Engineering of Products

- SYSPRO's extensive features foster the centralized management and control of the product design process, while its comprehensive security, customization and multi-lingual capabilities enable you to provide tailored access to external collaborative partners around the globe.

- Import facilities and SYSPRO e.net solutions facilitate improved electronic collaboration with your customers for the creation of customer-specified designs.

- The Contact Management system provides a central area for the recording and querying of all communications regarding collaborative activities.

- Multi-level bills of material for designs modeled on CAD systems can be imported into SYSPRO, thereby reducing double-entry and the margin for error as well as providing a solid basis on which to calculate costs and lead times for quoting to the customer.

- Product-related data such as technical drawings can be imported and linked to the relevant products in SYSPRO, while photographs, video clips and other multimedia files can be linked and viewed on-demand.

- SYSPRO's powerful ECC features enable the creation of user-defined workflows to control the product development process and ensure electronic sign-off.

- Bill of material component and routing changes, as well as the impact on existing transactional data, are controlled through paperless approval and authorization mechanisms, including ECC event triggers as defined by your organization.

Manage Dynamic Product Schedules

- To gain the competitive edge, you need the agility to respond to market demands at all levels of operation, without increasing costs and waste or sacrificing efficiency. Whether you use line, batch or project processes, your scheduling activities must balance competing objectives. This includes the efficient management and execution of rescheduling activities when business priorities and plans change or unexpected events occur.

Remain Profitable in the Face of Fluctuating Raw Material Costs and Margins

- Maximizing profitability in a highly competitive market is only possible with an accurate picture of your costs. For a capital-intensive industry characterized by low margins, short product lifecycles and substantial research and development costs, closely monitoring and controlling costs and margins as well as reducing waste in all areas of the business is essential to your ongoing profitability.

- SYSPRO enables you to implement continuous improvement by giving you visibility into costs and profits across the business and helping you identify issues as they occur. 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.

Reduce Time to Market for Customer-Driven Product Designs and Variations

- In industries where the requirement for customizable end-products is common, flexibility, speed, and accuracy in meeting customer demands are essential to remaining competitive.

- SYSPRO enables you to improve your time-to-market performance and streamline constituent processes through its rules-based Product Configurator. Not only does it provide streamlined order taking by non-technical staff, it facilitates the automatic generation of factory orders and purchase orders with all the relevant detail, such as material and operations required to make or assemble the correct customer-specific configuration of the product.

- In addition to releasing technical staff from the order-taking process, the Configurator mitigates the need for manual input or additional bills of material to cover all product permutations, and drastically reduces the margin for input errors. New permutations may be saved for future orders, making them easy to recall at order entry time.

- Additionally, for complete engineer- and design-to-order requirements, SYSPRO speeds the processing of inquiries through its estimating and quotations functionality, with estimating providing an accurate view of both standard and non-standard material and labor costs, ensuring accurate profitability projection and quoting.

SYSPRO ERP Core Capability for Your Business Processes

Process	Contact Management	Order Configuration & Management	Sourcing & Procurement Management
Module	Contact Management System		Request for Quote
	Quotations & Estimates		Purchase Orders
	Sales Orders and Analysis		Supply Chain Portal
	Return Material Authorization		Return to Supplier
	Point of Sale		Landed Cost Tracking
	Product Configurator		▪
	▪		▪

Modular

- Outlook Integration
- Activity Tracking
- Credit Checking
- Mobile Ordering
  - Xpress Cart
- Order Types
  - Forward
  - Scheduled
  - Supply Chain
- Sales Analysis
- Forecasting
- Contract Pricing
- Sales Targets
  - Commission
  - Rebates (TPM)
- Processing
  - Back Order Review
  - Load Planning
- Shipping
  - Cross Shipping

- Supplier Management
- Material Management
- Requisitions
- Quote Tender Management
- Portal Account Management
- Goods Received Not Invoiced
- Receipt Inspections
- Freight & Tariff Cost tracking
- Supplier Performance

Operations Management & Scheduling	Service Management	Product Design & Configuration	Inventory & Materials Management	Quality & Warranty Management
Material Requirements Planning		Bill of Materials	Inventory	
Projects & Contracts		Engineering Change Control	Forecasting	
Manufacturing Operations Management		Product Configurator	Families & Groupings	
Factory Documentation		▪	Inventory Optimisation	
Work in Progress		▪	CAD Integration	
▪		▪	Espresso	
▪		▪	Quality Management	

Operations Management & Scheduling / Service Management

- Available to Promise
- Capability to Promise
- Material Requirements Planning
  - Planning Windows
  - Material Pegging
  - Demand / Supply Exclusions
- Advanced Planning & Scheduling
  - Graphical Planning
  - "What If" Planning
  - Material Constraints
  - Schedule Automation
  - Plan Publication
- Master Production Scheduling
- Billing Schedules
- Hierarchal Job Planning
- Engineering Calendar
- Receipt Inspections

Product Design & Configuration

- Structures & Routings
  - CAD Integration
- Engineer Change Orders
- Work Centres, Machines &
  - Employees
- Job Shop Orders
  - Repetitive Manufacturing
- Subcontracting
- Manufacturing Analytics
  - (OLE/OEE/TEEP)
- Shopfloor Data Collection
  - Performance Reporting
- Nesting
- Quality Management
  - Inspection / Scrap / Reject
- Advanced Trial Kitting
- Machine Integration
- Projects & Contracts
  - Billing Schedules

Inventory & Materials Management / Quality & Warranty Management

- Stock Types
- Stocked
  - Non-Stock
  - Sales Kits
- Stock Take
  - Cycle Counting
- Barcoding Technology
  - Label Production
- Supply Chain Transfers
- Optimization
  - Pareto
  - I/O Modelling
- Traceability
  - Serials
  - Warranty
  - Lots
  - Recall Management
- Warehouses
  - Bins
  - Dispatching
  - Consolidations
- Processing
  - Inventory Shortage
  - Kardex
- Warranty

Optimize Production Capacity and Increase Efficiency with the Right ERP Solution

SYSPRO ERP for Industrial Machinery and Equipment manufacturers is uniquely designed to meet your needs, with broad functionality that brings your entire enterprise and supply chain together. From the first customer contact and request for quote, through specification and configuration – to procurement, production, quality management and delivery – to product lifecycle management and end-to-end traceability, SYSPRO ERP is the industry-built solution to keep your Industrial Machinery and Equipment business thriving in today's competitive and fast changing environment.

Here are some technological innovations from SYSPRO that drive these improvements:

Product Configurator provides an automated online product design and rapid quotation system to the prospective customer. It has been integrated into a number of manufacturing systems, including the MRP system.

MRP (Materials Resource Planning) is a system that focusses on enabling a careful material planning and ordering process that significantly improves cost controls. Without proper controls, a job can quickly overspend or end up with shortages of key components. MRP is designed to eliminate this issue.

CAD Integration allows organizations to access and print any drawing format as well as to work on drawings on their own CAD systems, thus speeding up the quotation process as modern CAD programs oçffer built-in costing software.

Most of the factories in the IM&E market sector are a combination of specialist and generalist equipment, requiring the factory to be flexible enough to tackle any job. As a result, the development of specialist skills is a significant competitive advantage.

Manufacturing and Operations Management (MOM) software is a powerful addition which helps optimize factory output and reduce job costs. It balances loads between specialist and generalist equipment and increases overall factory efficiencies. Implementing this software will lead to more accurate delivery dates through the 'capable-to-promise' functionality.

To exploit the full potential of these features, IM&E manufacturers need end-to-end integration across the entire business cycle. This can only be achieved through an integrated ERP system from a company that understands and specializes in manufacturing. A company like SYSPRO.

Some of the IM&E Manufacturers that have Chosen SYSPRO as their ERP Solution

Skillcraft

Skillcraft was started in 1991 as a general wholesale supplier of tools, general hardware, security products, architectural hardware and household fittings. In the years since, Skillcraft has morphed into a brand focused hardware wholesaler. They pride themselves on providing industrial quality tools at affordable prices.

The Challenges

From their early days on IMPACT Award, the group that owns Skillcraft has been using SYSPRO for decades. To maximize the efficiency of their existing systems, Skillcraft Managing Director, Angelo Angelos, decided that it was time to fully embrace technology by shifting to the cloud. He signed up with a new SYSPRO partner, RPM Resources, and put the wheels in motion to extend the use of SYSPRO in their organization.

> SYSPRO 8 supports the sharing of information throughout my business. The dissemination of information to my staff is of utmost importance and critical to our success.
>
> **Angelo Angelos**
> **Skillcraft Agencies**
> *Managing Director*

The Solution

RPM Resources facilitated Skillcraft's upgrade from SYSPRO 6.1 to SYSPRO 8 and the move to the Microsoft Azure cloud.
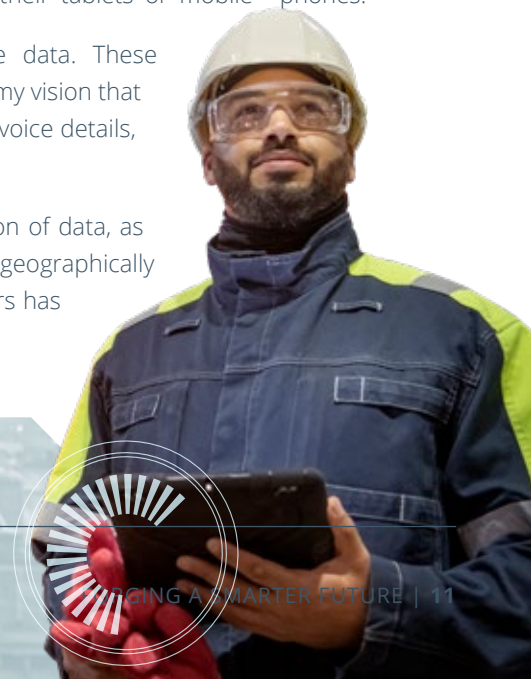
The Outcome

With **Server-Side Printing**. Offloading all the report generation work to the server saves time, improves performance for other tasks and frees up space; and also ensures no more lost orders or incorrect stock level reporting.

SYSPRO Espresso mobile solution with its direct connection into the SYSPRO database provides Skillcraft with accurate information directly from the live SYSPRO database. Skillcraft has since made progress with the Espresso product and will roll it out to the sales reps to enable them to place orders directly into SYSPRO using their tablets or mobile phones.

Dashboards that ensure the availability of easy-to-interpret, visually descriptive data. These dashboards are distributed daily to keep all stakeholders in the loop. "With SYSPRO 8, my vision that my sales reps have instant access to live information, such as the status of a repair, invoice details, stock availability, customer geography and spend, etc. will soon become a reality."

A move to **SYSPRO Cloud**. Skillcraft operates multiple branches and the centralization of data, as a result of the move to the cloud, has simplified the sharing of data between these geographically removed centres. Maintenance and the physical threat of theft or vandalism of servers has been eliminated.

Jacto

Jacto, a leading equipment provider to agricultural markets in the U.S., Brazil and 100 other countries, has a manufacturing history rich in product ingenuity and business flexibility. It was founded by a Japanese businessman who immigrated to Brazil in the 1930's and started a fix-it shop serving the local farmers. It evolved to designing new crop-spraying solutions that now serve the agricultural industry around the world.

The Challenges

When the business underwent an ownership transfer, Jacto lost its use of the Oracle ERP solution. Forgoing the corporate parent's offer to extend its SAP deployment, the team began to search for it's own ERP solution in 2009.

The Solution

After reviewing multiple options, the list was narrowed down to SYSPRO, Infor Distribution FACTS and QuickBooks. After a thorough process, the company unanimously chose SYSPRO's full suite of ERP distribution capabilities and implemented the solution within three months.

The Outcome

The most significant result of the SYSPRO implementation is the level of visibility that the system offers. The business can access meaningful data at a glance, with the option to drill down into the numbers and data for additional information.

> **SYSPRO is the right choice for controlling costs, optimizing the use of people and making investments that will grow the company.**
>
> **Melissa Regan**
> **Director of Operations and Administration**
> *Jacto U.S.*

Speck Pumps

Speck Pumps-Pool Products manufactures and sells an extensive array of pools, spas, fountains, waterfalls and pump products, including its world-renowned water treadmill, marketed as the BADU® Swim Jet system.

The Challenges

It is sometimes difficult for successful, well-established companies to break from repetitive routines, even when the processes are high-touch and time consuming. Despite the availability of new technologies for automating manual tasks and removing information silos, changing business processes that appear to "work okay" are often overlooked.

> **SYSPRO has allowed Speck to move from labor-intensive, manual processes to time-saving, productivity boosting automation.**
>
> **Rolf Wilck**
> **Director of IT**
> *Speck Pumps-Pool Products*

The Solution

While Speck Pumps-Pool Products uses multiple SYSPRO ERP modules, the company's Director of IT, Rolf Wilck, has identified two areas where deploying SYSPRO is clearly saving the company money on an ongoing, measurable basis: credit card authorizations; and returns. SYSPRO has also helped the company achieve legal and auditable compliance in these areas.

The Outcome

Speck Pumps is achieving major productivity, cost and compliance gains. For example, 20% of orders are credit card-related which previously required up to six sets of hands to accomplish the necessary coding, processing and financial transactions. What used to be a 30-minute process per transaction is now 30 seconds with SYSPRO ERP.

Saltworks Technology

> **"** I found the advice dispensed by the implementation team around what a staged ERP deployment looks like of particular value. They really have a complete understanding of the product. **"**
>
> **Joshua Zoshi – Chief Operating Officer**
> *Saltworks Technologies*

Saltworks Technologies is a privately held water technology company that designs, builds and operates industrial wastewater treatment plans. The company's efforts are focused on zero liquid discharge, brine concentration and industrial wastewater desalination. Saltworks Technologies' mission is to provide reliable and economic water treatment solutions to a wide range of industries.

The Challenges

Saltworks' steady growth necessitated a robust, integrated toolkit to support higher production capacity. The intricacy of the Saltworks manufacturing process and the abundance of components required created the need for a meticulous inventory management system.

The Solution

Saltworks decided to move away from a spreadsheet-based approach to production management and began to investigate various ERP options. The availability of local regional support, strong financials and specific knowledge of manufacturing industry frameworks led the company to a SYSPRO solution.

The Outcome

SYSPRO has allowed the company to successfully address its particular business challenges and has provided better visibility over movement of components between various manufacturing locations. Saltworks has found greater efficiency in the high degree of integration between SYSPRO and its engineering programs, including SolidWorks and AutoCAD.

L&G Tools

Established in 1977, L&G Tools is a wholesale distributor of tools, machinery, hardware, home, garden and automotive products. The company's main distribution center is located in South Africa. L&G Tools is a proud distributor of 13 brands, the majority of which are imported. Core competencies include importing, warehousing, distribution, bulk-sourcing, category solutions and private label initiatives.

The Challenges

L&G Tools' existing Enterprise Resource Planning (ERP) system, Comet Top, ran on a system which ran on a proprietary version of Unix. It had become outdated and was no longer meeting the company's requirements.

The Solution

As a medium-sized corporation, L&G Tools needed an efficient, fully integrated solution to manage its business. After a thorough selection process, L&G Tools selected SYSPRO for its ability to meet the company's requirements as well as ensure a smooth migration path from its existing ERP system.

The Outcome

L&G Tools transferred its inventory and debtors data from Comet Top to SYSPRO and became one of the first companies to implement the Windows version of SYSPRO.

> We are extremely satisfied with SYSPRO. It is reliable and enables us to efficiently manage the business.
>
> **Anand Naidoo**
> **Financial Director**
> *L&G Tools*

About SYSPRO

Established in 1978, SYSPRO is an industry-built Enterprise Resource Planning (ERP) solution designed to simplify business complexity for manufacturers and distributors worldwide. SYSPRO provides an end-to-end business solution for optimized cost control, streamlined business processes, improved productivity and real-time data analysis for comprehensive reporting and decision-making. SYSPRO is highly scalable and can be deployed either in the cloud, on-premise, or accessed via any mobile device.

What sets SYSPRO apart is an unwavering, sustained focus on the manufacturing and distribution sectors. Combined with a practical approach to technology and a passionate commitment to simplifying business processes, SYSPRO dedicates itself to the success of its partners and customers alike. SYSPRO applies its resources to the advancement and improvement of the complex and changing needs of its customers. Recognized as a leader in customer service, SYSPRO has one of the highest customer retention rates in the industry.

SYSPRO's intuitive product features, business intelligence capabilities and easy deployment methodology are unmatched in the marketplace. The depth of software functionality and targeted industry knowledge make SYSPRO an excellent fit for a number of select manufacturing and distribution industries including food and beverage, machinery and equipment, electronics, fabricated metals, automotive and many more.

SYSPRO

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