

Process
Manufacturing

Microsoft D365 Solutions for Process Manufacturing

Streamline processes | Manage uncertainties

- *Are frequent variations in recipes/formulae keeping you from delivering consistent yield?*
- *Is your current system's inability to organize warehouse into proper zones a cause for material mismanagement?*
- *Does inability to track material shelf life lead to quality variance or wastage or both?*
- *Are substandard product deliveries to customers a result of poor batch/lot traceability?*
- *Does inappropriate vendor rating affect cost, quality and delivery timelines of supplies?*
- *Does ineffective by-product & co-product management curtail your secondary revenues?*

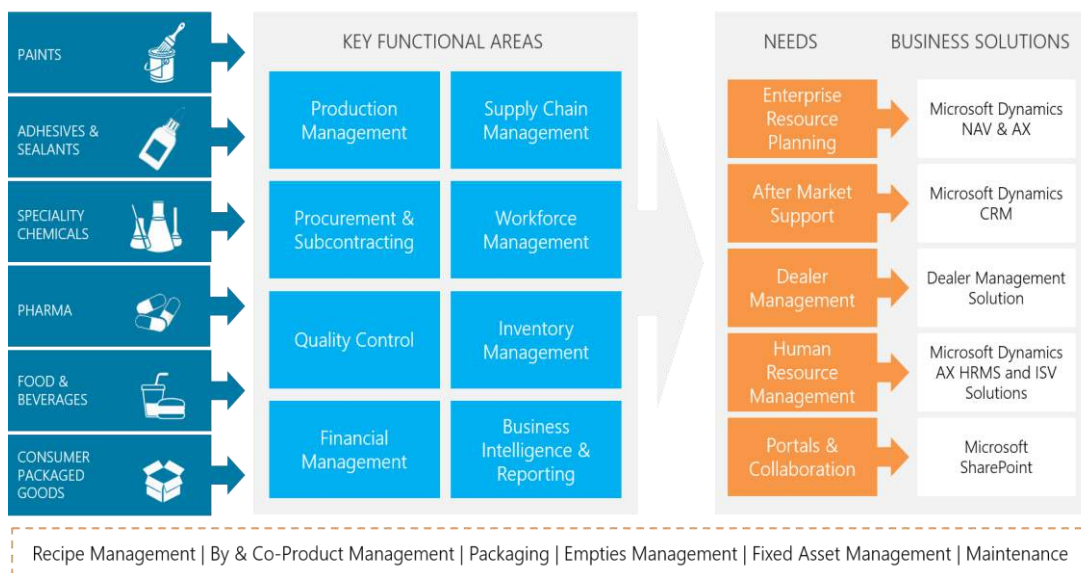
Alletec Process Manufacturing Solution — robust, scalable and flexible – will help you solve these problems. Built on the world-class Microsoft Dynamics ERP platform, it automates and integrates the core business processes to deliver highest order of efficiency in production & supply chain functions. Designed especially for the process industry, it effectively helps businesses to overcome functional & decisional problems.

The solution addresses vital functions such as Recipe Management, Yield Ratio Maximization, Quality/Safety Control, Batch Traceability, Bin Management, By-Product & Co-Product Management and Product Pricing among others in the following verticals of process manufacturing:

- Paints
- Adhesives & Sealants
- Specialty Chemicals
- Pharmaceuticals
- Food & Beverages
- Consumer Packaged Goods

The solution gives total visibility into actionable data for managing businesses, driving profitability by combating downward margin pressures; and improving performance sustainability. It ensures that product development and executions are aligned with customer needs – and compliant with changing regulatory and safety guidelines in the various sectors of process industry. It keeps businesses fully equipped to deal with raw material management and price volatility. It helps optimize plant safety & performance and synchronizing demand with supply while proactively managing the risk of supply chain disruption.

Process Manufacturing – Solution Architecture



Improve Recipe Management & Streamline Supply Chain

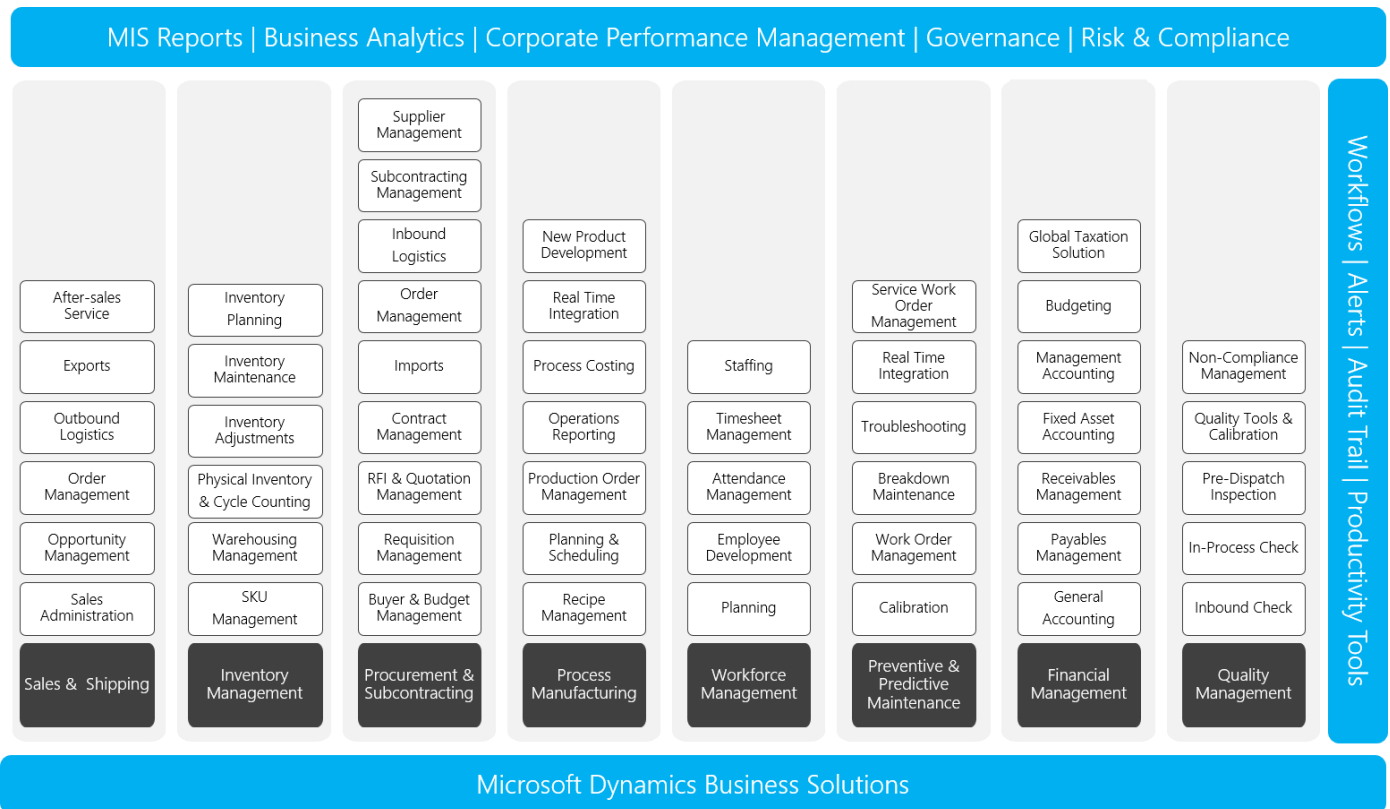
Solution Overview

Process manufacturers are under continuous pressure to efficiently manage their day-to-day business while simultaneously coping with production issues, constant regulatory changes, delivery pressures, and global competition. They face several challenges from formulation and fabrication to packaging and pricing; and need a flexible solution that integrates processes – end to end – to help run a leaner, more efficient business.

Efficient Rejection Handling & Source Traceability, Quality Control and, By & Co Product Handling are the fundamental needs of a process manufacturing business. Moreover, the surge in global competitive pressure has made rapid order processing, well-managed cash flow, credit control & dealer network; inventory optimization; cost minimization and finite capacity planning imperative for survival.

Businesses, therefore, need to set up a single point of access for all sales related data, manufacturing information, purchase records and quality documentation to help them make better informed decisions in the benefit of the organization.

Recipe management, Yield Maximization & Waste Minimization is the key to cost control. This necessitates integration of core business processes at all levels to ensure compliance to definite procedures, quality parameters and industry regulations



Manage By & Co-Products Effectively

Managing Supply Chain – End-To-End

OPERATIONS

Alletec Process Manufacturing Solution helps maintain yield consistency and requisite quality standard with efficient recipe/formula management. It facilitates tracking of shelf life and expiry period – helping practice FEFO (First Expired First Out) technique of inventory management for minimal material wastage.

It also performs reanalysis of material at every stage of production – Raw Material, Semi-Finished Goods and Finished Goods – to ensure consumption before shelf life expiry date, thus evading losses due to expiry. It creates multi-dimensional inventory records that eases pick & put by tracking lots, zones, shelves and potency of materials. The solution also facilitates batch/lot/serial traceability of incoming & outgoing material to ensure they meet internal & customer specifications – improving quality control. It tracks by-products & co-products to ensure optimal management. It ensures quality test is followed by goods packaging in conformity with the packaging mandates. Returns & Empties Management are also enabled by the system by tracking, recording & accounting sales returns and recyclable empties.

SALES & DISTRIBUTION

In process 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 Process 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 & 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.

The DMS provides login credentials for CFAs, distributors, dealers, CFAs and the manufacturer 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 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 manufacturer's end, it helps send SKU/price/scheme updates to dealers directly, track secondary sales and items sold below RRP to maintain price parity among dealers.

Minimize Quality Variance & Ensure Timeline Fulfillment

CUSTOMER RELATIONSHIP MANAGEMENT

Alletec Process 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 record and track service call response, manages response to customer feedback and address grievances. Overall, CRM provides a 360-degree view of internal or external business relationships by enabling tracking and management of customer feedback, order 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.

Solution Benefits

Alletec Process Manufacturing Solution facilitates businesses to

- Drive Efficient Planning and Procurement through prediction of cyclical demand
- Create Production Order at batch level and at pack level
- Monitor Production Order status
- Plan and Control Maintenance Schedules
- Improve Recipe & Formula Management through flexible to define multiple formulations
- Monitor reactions and formulation by percentage
- Minimize Production Variance
- Automate Quality Control & Batch Traceability by batch number linkage with production order
- Manage by-product and co-product effectively
- Perform accurate Inventory Valuation and Ageing Analysis
- Optimize Product/Batch Costing by practicing FIFO method
- Perform accurate Batch Cost Analysis

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.