

# Empowering Manufacturing Excellence with Dynamics 365

Enhancing Operational Efficiency, Customer Engagement, and Decision Intelligence

## Manufacturing in a Rapidly Evolving World

Manufacturing is the backbone of innovation and economic growth. Whether it's crafting precision-engineered automotive components or formulating unique specialty chemicals, manufacturing businesses are under constant pressure to adapt to evolving customer demands, technological advancements, and global competition.

Every manufacturing organization, regardless of its industry vertical, faces challenges such as optimizing production processes, managing complex supply chains, ensuring regulatory compliance, and meeting tight delivery schedules. Success depends on leveraging cutting-edge technologies to streamline operations, enhance customer engagement, and extract actionable insights.

### Unique Needs of Manufacturing Businesses

Seamless integration across **procurement, production, sales, and customer service.**

Enhanced visibility into operations for **proactive decision-making.**

Flexibility to address industry-specific requirements, such as **recipe management or engineered-to-order workflows.**

Planning & Scheduling with real time data to **improve resource utilization** and meet customer expectations.

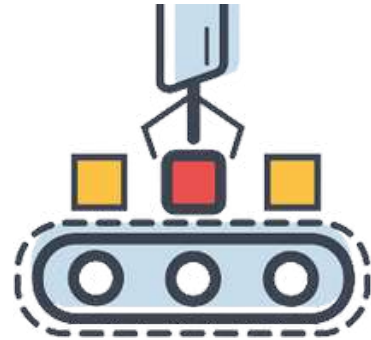
Predictive Costing to help **unforeseen events & market fluctuation.**

Sustainability engineering for **Environmental Compliance and Regulations.**

# Dynamics 365 for Discrete Manufacturing

## Challenges Faced by Discrete Manufacturers

- Managing demand fluctuations while adhering to strict quality standards
- Synchronizing complex supply chains with Just-In-Time (JIT) production requirements
- Addressing engineering-to-order and make-to-order complexities
- Tracking production losses and maintaining cost control



Dynamics 365 for Discrete Manufacturing provides end-to-end integration for managing production schedules, inventory, sales, and financials. The solution helps businesses achieve operational agility, cost optimization, and customer satisfaction. with its robust automation capabilities for key processes, such as production scheduling, order processing, and quality checks.

### Shop-Floor Optimization

Real-time tracking of production cycles to meet tight delivery schedules.

### Dynamic Pricing Management

Adjust sales and procurement pricing seamlessly to avoid losses.

### Vendor Coordination

Synchronize subcontracting schedules and manage material transfers effectively.

### JIT Inventory Management

Minimize carrying costs by aligning inventory levels with production needs.

### Advanced Quality Control

Ensure adherence to stringent quality mandates through batch traceability and root-cause analysis.

### Analytics and Reporting

Provides real-time insights into manufacturing operations, financials, sales, and inventory.

## Industry Vertical Focus



**Automotive Components**



**Industrial Machinery**

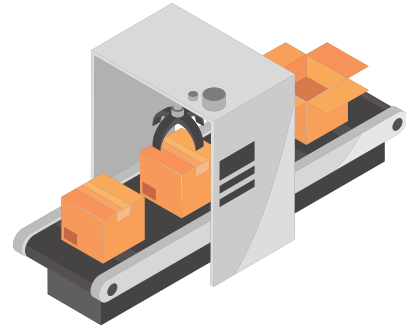


**Electrical Goods**

# Dynamics 365 for Process Manufacturing

## Challenges Faced by Process Manufacturers

- Handling variations in recipes and formulations
- Maintaining yield consistency and minimizing wastage
- Managing by-products and co-products effectively
- Ensuring compliance with safety and regulatory standards
- Maintenance scheduling to avoid costly downtime
- Better management of capital expenditures



Dynamics 365 for Process Manufacturing is designed to streamline core processes like recipe management, supply chain optimization, and quality assurance, ensuring alignment with customer demands and regulatory requirements.

### Recipe and Yield Management

Optimize formulations and track ingredient consumption for consistent results.

### FEFO Inventory Tracking

Manage inventory based on shelf life to minimize wastage.

### Batch Traceability

Enable end-to-end tracking for compliance and quality control.

### By-Product Management

Ensure optimal utilization and monetization of by-products and co-products.

### Green Initiative

Helping meet sustainability goals & ensures compliance with environmental standards.

## Industry Vertical Focus



Pharmaceuticals



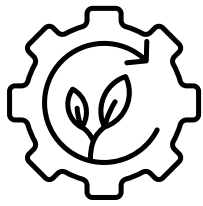
Food & Beverages



Specialty Chemicals



# Enhancing Customer Engagement and Operations



## Sustainability Management

This feature is designed to oversee and regulate an organization's environmental footprint by tracking various greenhouse gas (GHG) emissions.

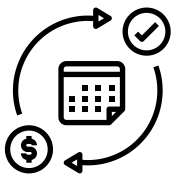
- Process of collecting emission data via sustainability journals or purchase documents.
- Recalculation of emissions to CO2 equivalent.
- Manually enter known data or use built-in methods for calculating emissions footprints



## Customer Relationship Management (CRM)

By leveraging Dynamics 365 CRM, manufacturers can:

- Deliver personalized experiences to customers.
- Improve service response times and address customer grievances effectively.
- Enable cross-sell and up-sell opportunities through data-driven insights.



**P2P 365 by Alletec**, built on Dynamics 365, is a complete **Purchase-to-Payment** module with a **Self-Service Framework** for seamless vendor interactions. Vendors can powers vendor collaboration, Requisition Management with budgetary control, RFQ management.

- **Real-time interaction** through Business Central enables messaging, alerts, and reminders.
- **AI-driven intelligence** detects PO discrepancies, tracks vendor performance, and ensures end-to-end digital procurement.
- **Azure-powered analytics** enhance efficiency and transparency.

## Automation, Business Intelligence, and Data & AI



### Automation and Process Optimization

Dynamics 365 automates routine tasks across procurement, production, and finance, enabling teams to focus on strategic objectives. Predictive maintenance tools minimize downtime, while automated quality checks ensure adherence to standards.



### Business Intelligence

Embedded Power BI dashboards provide manufacturers with a comprehensive view of operations, highlighting key metrics such as production efficiency, inventory levels, and sales performance.

### Data & AI Capabilities

- Predictive Analytics: Anticipate demand fluctuations and optimize inventory accordingly.
- AI-Driven Insights: View anomalies related to stock levels, production schedules, Prices and terms in purchase orders.
- AI Agents for responding to Quote enquiries, Quote comparison in RFQ process and more.

## Benefits Delivered by **Alletec Manufacturing Solutions**

- ✓ Improved operational efficiency through streamlined processes.
- ✓ Reduced production variance and enhanced cost control.
- ✓ Better customer engagement via personalized sales and service experiences.
- ✓ Compliance with industry regulations and quality standards.
- ✓ Real-time data insights for faster, smarter decision-making.

## Why Alletec?

### Trusted Expertise

**Decades of experience delivering tailored solutions across different industries.**

### Comprehensive Offering

**From consultation to post-implementation services, we ensure sustained success.**

### Brand Promise

#### Agile

**Quick on our feet**  
**Responsive and Flexible**  
**Hybrid-Agile methodology**

#### Affordable

**Optimized ROI**  
**Sustainable Pricing Models**  
**Value Without Compromise**

#### Accountable

**Commitment to Outcomes**  
**Transparent and Reliable**  
**Partner Beyond Projects**

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