

Eliminate manufacturing operational pressures

A guide to help you drive efficiency, manage costs, and promote profitable growth.

Find out how >



Make sure you're getting the most out of your technology investment

Competition in the manufacturing industry today has never been more intense—and tomorrow the bar will rise even higher. That means in order to stay ahead, you need to keep improving the way you conduct business.

Fortunately, continuous improvement is part of your industry's DNA—and so is the use of innovative technologies. In fact, an industry report¹ indicates that 97% of leading manufacturers deploy a modern business management solution to help drive efficiency, manage costs, and promote profitable growth.

And it's equally important to not only select a solution that provides the features you need, but that you ensure the solution is being used to its fullest extent across your business.

What Sage 100 customers say:

"It was difficult to find software that would support our assembly and inventory control requirements and offer the job costing functionality we need. Sage 100 handles it all."

Tom Dinolfo, CFO, **Heresite Protective Coatings**

Typical industry pressures are filled with complexity

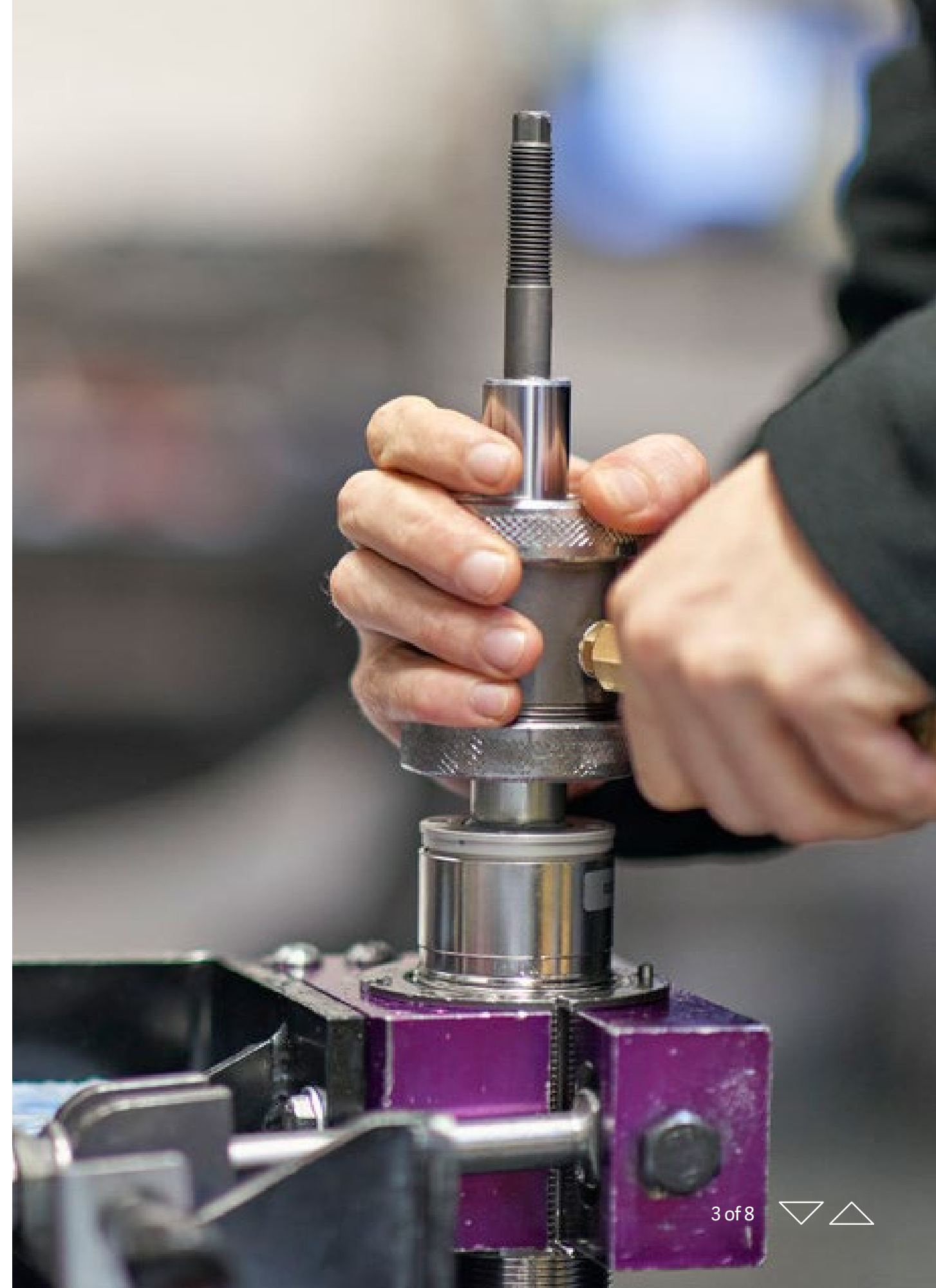
Demand-planning is always one of the most challenging aspects in manufacturing. When a company expands, those complexities increase dramatically. That's because you not only need to communicate effectively with your suppliers and regulators, you also have to handle more customers with varying levels of demand.

And as you know all too well, the only thing worse than excessive product surplus is excessive product shortage.

What Sage 100cloud customers say:

"We are now able to track profitability at an item level. Before, our bill of materials data was in a separate system, and it was too difficult to trace our actual costs. We use this data to ensure we are accurately pricing our products and to make better decisions about our manufacturing processes."

Tom Dinolfo, CFO, **Heresite Protective Coatings, LLC**



By introducing forward thinking and a modern technology environment, manufacturers can make better use of their wealth of information to:

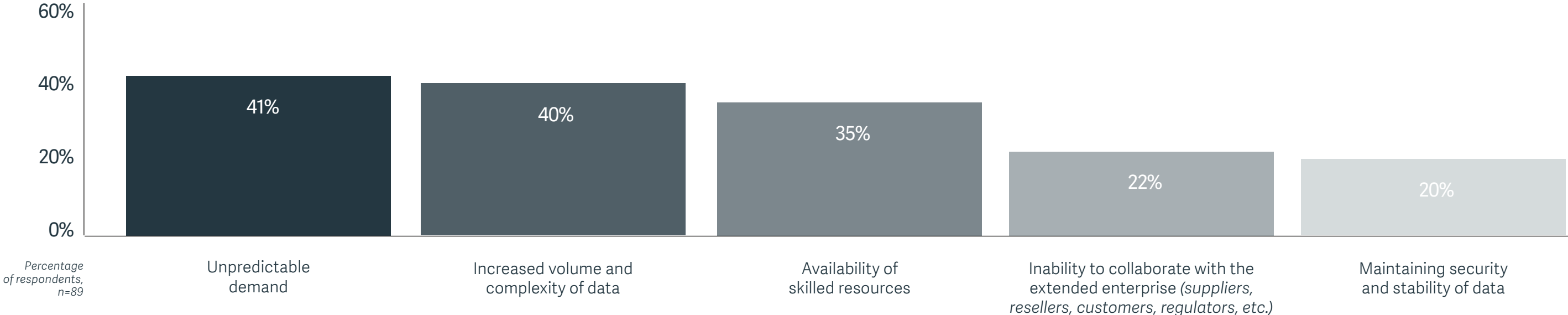
- Improve inventory accuracy.
- Deliver faster month-close completions.
- Meet internal manufacturing schedules.
- Ship more orders complete and on time.

What Sage 100 customers say:

“As we’ve grown, our inventory has become really large, beyond what [our previous solution] could process effectively. We were spending about 30 man-days on our year-end inventory check. Sage allowed us to grow our business to where we are today. We have taken our company to the next level with Sage 100.”

Cathy Marks, Bookkeeper, **Hayden Concrete**

Top pressures in manufacturing²





Modern solutions alleviate manufacturing pressures

The truth is that legacy ERP or homegrown business systems don't provide all of the functions or the scalability that today's manufacturers need. They also don't address significant issues related to workflow, process, and growth—a direct result of loosely integrated business systems.

Today's simpler and more flexible business management solutions should:

- Unite all your business functions, becoming the one piece of software into which all information is entered and processed. This ensures that relevant information will reach the people it needs to as efficiently as possible.
- Reduce manual processes by automatically generating sales orders, invoices, and financial forecasts. This not only reduces data-entry time, but also the need to be so reliant on spreadsheets.

- Help you estimate costs more accurately, buy materials, track labor, manage scheduling, and support frontline employees with real-time accuracy on the availability and delivery of orders.
- Increase business visibility that delivers up-to-the-minute insights into your business, promoting faster, smarter business decisions.

With these increased efficiencies come enhanced insights into customer data, more precise warehouse management and financial forecasting, and greater business intelligence—along with a complete, auditable system of record for accounting and compliance purposes.



Typical manufacturing demands

Forward-looking manufacturers require a business management solution that can:

- Scale and integrate new features as the business grows.
- Automate rigid, time-consuming, error-prone manual processes.
- Be agile enough to quickly respond to changing needs.

What Sage 100cloud customers say:

“Real-time inventory gives us much greater accuracy and has already helped us trim 5 percent off of inventory, translating into significant savings that will increase in the future.”

Marilyn Koster, Controller, **Bonnell Industries**

The successful manufacturing cycle





The right solution produces positive results

Not all business management solutions are alike, and every manufacturer requires specific capabilities from its solution. However, manufacturers say these are the top five functions a solution should support, according to a recent survey:³

- Accounts payable and general ledger: 90%
- Purchasing: 87%
- Inventory control: 83%
- Accounts receivable: 80%
- Order management: 77%

And with the right solution in place, the following percentage of leading manufacturers achieved significant improvements in the following areas:⁴

- Inventory turns: 39%
- Stock-to-sales ratio: 20%
- Complete and on-time delivery: 19%
- Cycle time of key business processes: 18%
- Schedule compliance: 16%



The proof is in the business management solution

Clearly, today's business management solutions play an integral role in the success of growing manufacturing businesses like yours. Ready to learn more about how they can help you overcome typical industry pressures so you can maintain your competitive advantage?

¹ Creating a Modern, Effective Manufacturing Environment with ERP," Aberdeen Group, October, 2014

² Aberdeen Group, Mobile ERP: Taking ERP ROI into your Own Hands, August 2014

³ Aberdeen Group, Mobile ERP: Taking ERP ROI into your Own Hands, August 2014

⁴ Aberdeen Group, Mobile ERP: Taking ERP ROI into your Own Hands, August 2014