



# Efficiency

## Increase Manufacturing Success with Microsoft Dynamics™ AX for Industrial Equipment Manufacturers

Most industrial equipment manufacturers have moved away from mass production and are now producing specialized solutions to meet their customers' individual requirements. This movement has created the demand for real-time collaboration between manufacturers and their business partners as they look to source the highest quality, lowest cost products and services.

Microsoft Dynamics AX for Industrial Equipment Manufacturers, a powerful, flexible solution from Microsoft Gold Certified Partner mcaConnect, is designed to help your organization address these challenges—while helping increase your efficiency and profitability.

### A Powerful Solution for Manufacturing Success

Microsoft Dynamics AX for Industrial Equipment Manufacturers provides a customizable, scalable solution geared toward medium and large engineer-to-order (ETO), make-to-order (MTO), configure-to-order (CTO), and assemble-to-order (ATO) manufacturers, including those with pervasive project-centric business processes. Supported by the Microsoft technology stack, this solution is designed to help your organization increase profitability and compete globally.

#### Improve operational efficiency

Streamline operations on the shop floor and beyond—including research and development, administration, product life-cycle management and customer service—by automating processes and integrating project, customer and financial information.

#### Integrate design innovation into manufacturing

Integrate your design and manufacturing processes, allowing you to shorten time to market for new products, obtain accurate prototype and production quotes, ensure cost-effective manufacturing, improve project management and enhance customer service.

#### Support flexible manufacturing processes and multiple business models

By supporting “smart customizations”, modularized product manufacturing, as well as the ability to engineer new products to customer specifications, you can easily tailor Microsoft Dynamics AX to fit your needs and business model(s).

#### Improve project management of customized orders

Microsoft Dynamics AX provides industrial equipment manufacturers with the tools to create estimates and quotes faster and with greater accuracy in order to win more customized orders. By analyzing project costs and evaluating total order processing time to complete the order, you can better predict machine utilization and human resource requirements for improved scheduling.

### Key Features and Benefits

Microsoft Dynamics AX for Industrial Equipment Manufacturers can help you shorten cycle times, enable project and financial control and visibility as well as expand into new territories and services.

- ▶ Tight integration with engineering design systems allows you to create and modify design documents quickly and accurately through built-in integration with product data management (PDM), computer-aided design (CAD) and engineering change order (ECO) systems.
- ▶ Available to promise (ATP) capabilities allow you to effectively manage materials by providing accurate inventory, scheduling and delivery information throughout the supply chain.
- ▶ The built-in product and sales configurator enables you to implement modular manufacturing by helping you quote and deliver multivariant products quickly and cost effectively.
- ▶ A complete product lifecycle management (PLM) system allows you to manage items at any stage of the product lifecycle—from design through maintenance. Plus, enhanced product flexibility enables you to offer customers more product options and build-to-order items.
- ▶ Quick access to product information, warranties, service contracts, returns and repairs and field service calls allows you to improve customer service and generate additional revenue.



# Commitment

## mcaConnect: A Commitment to Your Success

For more than twenty years, industrial equipment manufacturers have turned to mcaConnect for high-quality manufacturing software and expertise. As one of the largest U.S.-based Microsoft partners focused exclusively on Microsoft Dynamics AX, we are dedicated to helping our clients increase productivity, reduce costs and improve business efficiency.

### The mcaConnect Difference

At mcaConnect, we understand that choosing the right technology partner can be a challenging task. You need a committed, high-quality provider that has extensive experience, deep industry knowledge and innovative ideas. When you call on mcaConnect, you benefit from:

- ▶ **In-depth industrial equipment manufacturing industry knowledge.** With more than 20 years of experience serving industrial equipment manufacturers, we understand the industry, appreciate the challenges you face every day and are dedicated to helping you achieve business success. Our experience includes more than 500 successful implementations across countless different manufacturing environments.
- ▶ **Proven expertise.** As a Microsoft Inner Circle Member and Microsoft Gold Certified Partner, we have demonstrated expertise in developing, customizing and implementing high-quality Microsoft manufacturing applications.
- ▶ **Highly trained, experienced staff.** Our professional staff includes more than 50 manufacturing and supply chain professionals with an average of 18 years' experience. Our staffers are ETO/MTO/CTO/ATO experts, and each is Microsoft Dynamics AX Certified.
- ▶ **A singular focus for success.** Unlike many solution providers, we focus on a single industry—manufacturing—and single software solution: Microsoft Dynamics AX. This allows us to dedicate 100% of our time and energy to helping ensure your business success.

### Put mcaConnect to Work for You!

Find out how you can benefit from Microsoft Dynamics AX for Industrial Equipment Manufacturers, a complete business solution for industrial equipment manufacturing, from mcaConnect.

- VISIT [www.mcaConnect.net/iem](http://www.mcaConnect.net/iem) • EMAIL [iemcontact@mcaconnect.net](mailto:iemcontact@mcaconnect.net)
- CALL 866-mca-0669

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### A Complete Solution for Manufacturing

Microsoft Dynamics AX for Industrial Equipment Manufacturers, from Microsoft Gold Certified Partner mcaConnect, is designed to help your industrial equipment manufacturing organization:

- ▶ Improve operational efficiency
- ▶ Increase profitability and earn a positive return on investment
- ▶ Easily accommodate product variability
- ▶ Improve communication between many departments, including Engineering, Production, Customer Service and Sales
- ▶ Integrate design innovation into the manufacturing process
- ▶ Accommodate flexible processes and multiple business models
- ▶ Improve management of custom orders
- ▶ Achieve efficient, start-to-finish process control

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