

INDUSTRY OVERVIEW

Optimize your complex manufacturing business processes

Cincom brings you, dynamic, knowledge-based, internet-driven, "real-time" manufacturing systems that configure data to produce the "information ripple" you need to reduce costs, improve communications, manage business relationships, manage key performance indicators, and improve time-to-market for increased profits.

Cincom has always provided an evolutionary path through major changes, enabling their customers to keep pace without major disruption to their business. Cincom's knowledge of manufacturing ensures delivery of robust products with rapid implementation resulting in the fastest return on investment and the best customer support in the industry.

Industries served include:

- Aerospace
- Defense Equipment
- Machinery
- Power Engineering Equipment
- Transportation Equipment
- Telecommunications Equipment
- Heavy Equipment
- Instruments and Controls
- Medical Equipment
- Industrial Products
- Repair and Overhaul

Cincom solutions for complex manufacturing



Cincom Manufacturing Business Solutions provides enterprise-wide business systems to manage the complete business cycle of companies that build complex highly engineered products. For companies that need to improve their competitive performance, Cincom provides the capabilities to integrate key business processes, improve responsiveness, ensure accuracy, and reduce costs providing a quicker return on investment.

The complex manufacturing industry, its managers, and technical support staff are continually bombarded with a multitude of strategic business initiatives. These initiatives are dependent on emerging technologies as well as the need to integrate existing systems with today's extended enterprise solutions, not to mention the push to optimize existing business processes.

"Before the system was installed, one single person was integrating all the configurations manually and everybody had to rely on her. Now with the (Cincom) configurator, the whole process is much more reliable."

– Still & Saxby

Cincom's Customer Relationship Management (CRM) for Complex Manufacturers

Cincom's CRM for complex manufacturers extends the overall process of marketing, selling, and servicing the complex manufacturing customer by converting customer needs into customized products, all within a multiple channel environment. This effort results in reduced cost of sale, improved customer service, and more complete customer profiles, resulting in overall improved customer satisfaction.

Cincom's Enterprise Resource Planning (ERP) for Complex Manufacturers

Cincom's ERP for complex manufacturers extends the enterprise planning and scheduling system to improve communications and event-enabled response throughout the complex manufacturing process. Data and information regarding orders/change orders can be entered directly into a company's planning system, and manufacturing is automatically coordinated in "real time."

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Cincom extends procurement processes out to suppliers of complex manufacturing products by providing a self-service, event-enabled response to include order status, payment information, and demand forecasts. This improved visibility facilitates communications between supply side partners and the enterprise, optimizing opportunities for collaboration.

Cincom Manufacturing Business Solutions

Cincom Manufacturing Business Solutions has been a provider of solutions meeting the needs of manufacturers for over four decades. In recent years, Cincom has carved out expertise to satisfy the specific requirements of the complex manufacturing industry. Complex manufacturers produce products that are of high variation, have complex features and options, and vary in end-user configuration. Manufacturers of complex products invest significant dollars in design and have lengthy sales and complex manufacturing business processes, often requiring collaboration between the customer, sales representative, suppliers, partners, and critical back-office experts. The good news is Cincom's expertise in these areas has resulted in solutions designed specifically for the complex manufacturing market.

"Cincom has been a good partner. (Cincom) fits in very well with our type of business – the configure-to-order, engineer-to-order type of business. That's important to us."

– The Trane Company

Cincom ... Take Advantage of Us

Cincom delivers innovative software and services to simplify complex business processes. For nearly 40 years, Cincom has empowered thousands of clients worldwide to outperform their competition by providing ways to increase revenue, control cost, minimize risk and achieve rapid ROI.