

Cincom CONTROL™

Business Operations Management and ERP Solutions

NOW, Become the Company You Really Want to Be



What keeps you awake at night?

- The company's financial performance
- Regulatory compliance
- Flat revenue, no growth
- Market share declining
- Information overload
- Defective information
- Business-process performance

Traditional ERP systems can help you know where you've been. But they can't help you get to where you really want to be.

Where do you want to be next month, next quarter, next year?

How do you plan on getting there?

Cost Control

Cash

Risk and Compliance

Inventory

Data Overload



You can't afford to keep doing business the same way.

To get where you really want to be, you know that changes are necessary. And access to real-time information is critical to manage these changes and **grow revenue, accelerate productivity**, efficiency and agility of your manufacturing operations. Why depend on traditional ERP systems? Most ERP systems provide you with lots of information, but unfortunately, it is information about what has already happened. Typically it's too late for you to make a difference.

But you can change. And you can change NOW—with CONTROL.

*Read on to see
how CONTROL can
help you sleep well
at night.*



Are you still drowning in data overload?

You've been there. Looking at reams and reams of reports. Overloaded with information you don't even need. Information that gets in the way of what you really need to know.

And it's not just you. You're probably asking your employees to do the same thing—sift through volumes of reports that really don't tell them what they need to know to do their jobs. Everyone is critical to your enterprise. Every role is vital to successfully executing your business model. Shouldn't you give your users just the information they need?



Now, you can access only the information you really need.

CONTROL delivers the right information to the right person in the right form and at the right time. No more information overload. This is accomplished through a role-based architecture that ensures the users see only the information they need, in order to make the best decisions for their role in the manufacturing process. CONTROL **delivers real-time information** so you can positively change a potentially negative outcome.

Why not choose an ERP system that helps you get the job done. An ERP system with a **role-based design** that offers many benefits, including:

- Instant view of a role's overall "health"
- **Real-time KPIs** with real-time numbers and running averages
- Prompts for critical events to assure immediate response
- Enhanced job performance by delivering functionality applicable to each role
- **Increased security** through "need to know" access limits



Are you still relying on old, outdated information?

Not only are you overloaded with huge amounts of data that have to be analyzed and understood, the information is typically out-of-date. Historically oriented reports that present data of previous outcomes. (This is where "better late than never" may not work.)

Most ERP systems are great at telling you what has happened and why things turned out the way they did. But, you end up managing by reaction and forecasting by extending existing trends. It's like trying to drive your car by looking in the rearview mirror to see where you've been.

Now, you can get information in time to make a difference.

CONTROL delivers the critical information you need right now, today, this very minute. So you can change the direction your enterprise is moving in. Rather than reading about what happened last quarter, CONTROL enables you to change the end-of-quarter results before the quarter ends.

This is accomplished through **business activity monitors** (or **dashboards**) that ensure all users are working on the right things at the right time. CONTROL displays key performance indicators, leading measurements, flow tasks and alerts all on a single screen. Refreshed every ten minutes, you see the most accurate information continuously updated at the speed of business. Compressing reaction time between roles allows mid-course adjustments to be executed in time to affect the outcome or performance of an operation.



Are new employees still taking too long to become productive?

Most of us expect new users to be immediately productive. Unfortunately, they are typically hindered by complex processes and sometimes difficult-to-use software, requiring a high investment in ongoing training. But how do you take the time to effectively train a new user without losing productivity? Taking them away from their jobs for training is expensive. Unfortunately, most software vendors have focused on improving product functionalities, but have not necessarily improved on easily learning and using their products.



Now, new employees can become productive faster.

On the other hand, CONTROL delivers fast, new-user productivity through a **minimized learning curve**. No need to learn all aspects of all processes. CONTROL provides information based on user roles, so only job functionality specifically applicable to each role is delivered to the user, enabling new hires to be more productive much sooner.

CONTROL is also flexible enough to change with each employee as their role expands and responsibilities change. This facilitates a “deep bench” with easy cross-training of users and reduces the need for added headcount.



Are you still locked into those fixed MRP schedules?

How fast does your business react to changes in supply or demand, or even product, planning or process changes? Most businesses' competitiveness is being more and more challenged as new events, new tasks and new requirements are being added that affect the outcome. And what about those special orders that used to take weeks to manufacture and ship? Can you quickly satisfy that customer demand, or do you still have to wait on that next scheduled batch process, which could be days or even weeks?

Now, you can run MRP anytime you want to—even all the time.

CONTROL brings you the power of MRP Now, which enables you to respond faster to changes in supply or demand. Now you can **run MRP anytime you need it**. MRP Now means getting answers now, not next week. You can act now with real-time information. Even those special product orders you used to lose to the competition are no longer a problem.

With MRP Now, you don't have to wait until the next MRP batch process runs. You have the flexibility to run it on demand or even have "always on MRP" (i.e., activity-driven). With MRP Now, you can even **run single part modification and see instant results** in terms of pricing, scheduling, inventory adjustments and configuration modifications.

*You don't have to
wait until it's too late.*

Run it NOW!

A man in a dark suit is captured in a dynamic pose, kicking a large, white, rectangular block. He is positioned in the lower-left quadrant of the frame. The setting is a minimalist, brightly lit space with a white floor and walls. The lighting creates strong shadows, emphasizing the geometric forms. The overall mood is one of action and challenge.

Are you still finding barriers to your communications and processes?

As manufacturing and business processes change, technology and applications to support those processes must change as well. The technology not only has to support the enhanced business processes that allow you to stay competitive, but they must also support collaboration.

With processes as complicated as they are and which involve both internal and external entities within your organization and up and down the supply chain, it is critical that you not end up with individual silos of information. There needs to be a high degree of visibility and communications between organizations, both internally and externally. A collaborative work environment is a necessity to promote that openness needed for communication and transparency of processes.

Now, you can enjoy a unified, seamless working environment.

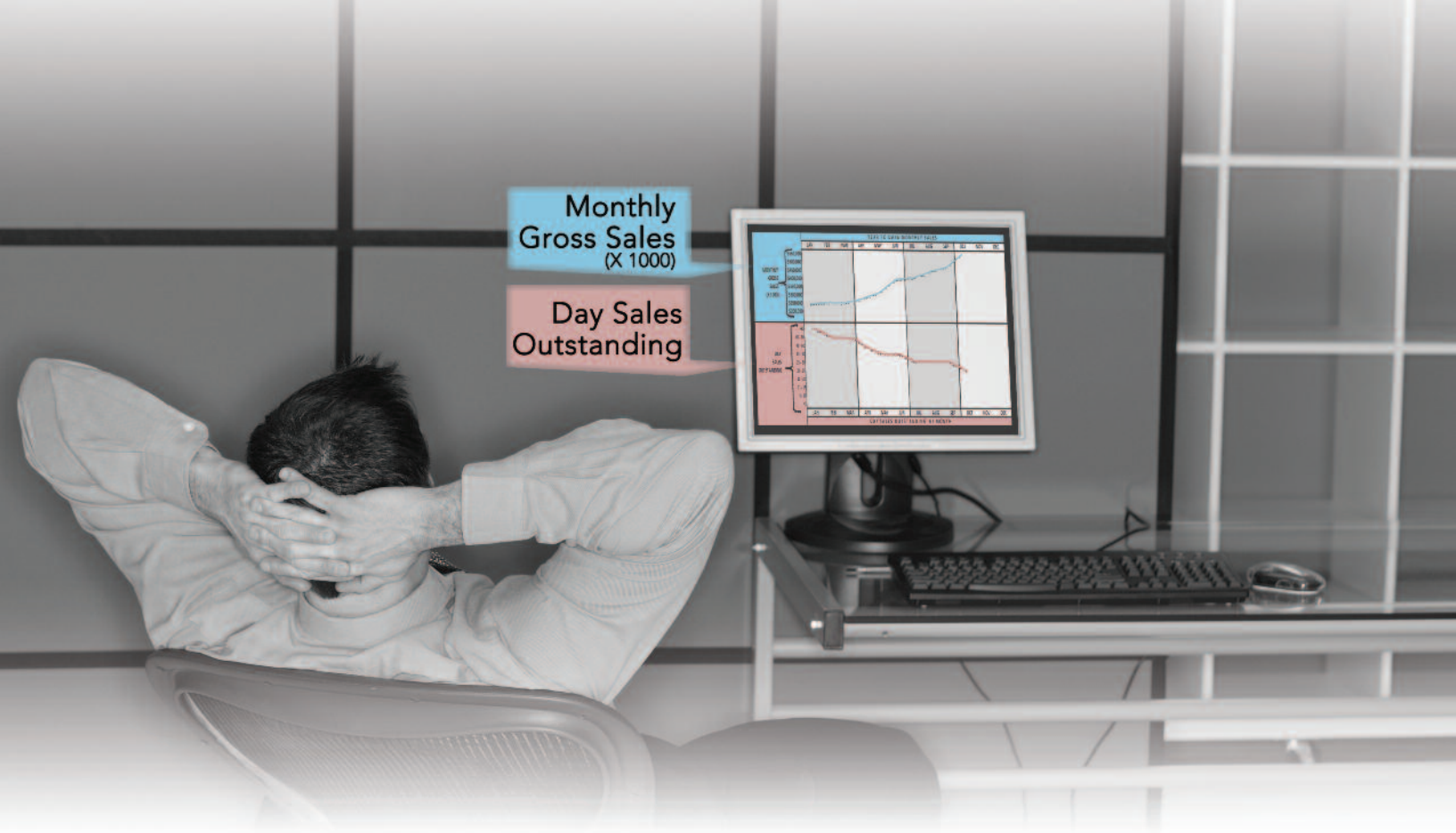
CONTROL is designed to take advantage of your investment in Microsoft SharePoint. Transactions are made available through SharePoint navigation to promote a collaborative work environment. CONTROL **integrates workflow, business intelligence and execution tools into one application, successfully bringing together your enterprise with your customers and suppliers, all collaborating in a unified, seamless environment.** An environment that connects and empowers people, products, transactions and processes.



Harness the power of Lean.

To provide an even more collaborative work environment, CONTROL has also combined forces with the advanced features of Ultriva to extend collaborative cooperation throughout the entire supply chain. **Ultriva helps you make the move to Lean manufacturing** in practical, incremental steps. Whether you begin with distribution, factory or supply, each step improves your flexibility and optimizes your resources to bring you closer to a profitable, customer-centered manufacturing model.

*Matching CONTROL with the
Ultriva Lean Execution Suite will
help you eliminate stock-outs
AND increase inventory turns to
help you minimize the amount of
cash tied up in inventory.*



Now, you can become the company you really want to be with Cincom CONTROL.

Unlike traditional ERP systems, CONTROL provides real-time information about operations so you can make decisions and quickly implement the required actions regarding key business metrics such as:

- Overall cost control and margin maintenance
 - Monitor supplier pricing in real time
 - Track and report your KPIs
- Inventory management
 - Maximize inventory turns
 - Eliminate stock-outs
- Working-capital optimization
 - Free up cash by turning inventory with much greater frequency
 - Realize ROI faster during implementation and throughout the life of the system
- Risk mitigation
 - Facilitates controls that are compliant with GAAP, FASB and IASC
 - Assures compliance with regulatory bodies and local authorities
- Process improvement
 - Role-based architecture and collaborative workflow streamline existing processes and facilitate the development of efficient new processes
 - Knocks down process and information silos to seamlessly connect your organization into an integrated business

CONTROL

*Bringing just the right information
to the right people at the right time
to make the right decisions.*

What's next?

Instead of reacting to the past, why not find out how to create a better future? Why not choose a vendor with deep industry domain expertise in your industry sector? Cincom has developed unrivaled domain expertise in the complex-manufacturing industry sector—not only in the software they develop and in the industry consultants they provide, but also down to the implementation methodologies they use and the education and training they provide.

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To take full advantage of this opportunity, it makes sense to think about the CONTROL ERP System from Cincom—a reliable company that has a history of financial strength, security and success.

For more information about Cincom and CONTROL:

- Visit us at:
 - <http://erp.cincom.com/>
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About Cincom

Cincom and its partners deliver and support innovative software and services to simplify complex business processes. For over 41 years, Cincom has empowered thousands of clients worldwide to transform their businesses and outperform the competition by providing ways to increase revenue, control cost, minimize risk and achieve rapid ROI.

