



# **Top 10 ERP Manufacturing Software Vendors – 2008**

**Profiles of the Leading ERP Vendors**

**Find the best manufacturing software for your  
company.**

# About Manufacturing Software

---

Today's production processes have become increasingly complex and multi-faceted, leaving many manufacturers challenged to find methods for simplifying and streamlining their activities. Additionally, as competition continues to heat up in all industries, they must constantly find new ways to reduce production costs, and pass those savings on to their customers in the form of lower prices. Manufacturing software packages empower businesses to do just that – giving them the advanced technologies they need to maximize efficiency and minimize overhead.

More and more manufacturing plants are turning to manufacturing software applications to improve all facets of their production operations. A recent study conducted by analyst firm AMR Research shows that budgets for manufacturing and related software grew by more than 12 percent in 2007, with close to 20 percent of all companies planning to deploy new manufacturing software systems within the next 12 months. A similar report by Forrester Research claims that over 18 percent of manufacturers who have already implemented manufacturing software are planning major upgrades in the coming year.

## **What is Manufacturing Software?**

Manufacturing software is a suite of comprehensive technology tools designed to improve the entire end-to-end process of designing and building a product. From engineering and planning, through production and quality control, manufacturing software packages offer all the tools a business needs to create the best possible product in the most efficient and cost-effective manner.

Manufacturing software suites typically serve five primary functions:

- \* Streamline product design and configuration
- \* Track and manage product components
- \* Automate production scheduling
- \* Accelerate the manufacturing process
- \* Improve product quality

## **Key Benefits for Your Company**

One of the key benefits of a manufacturing software package is that it facilitates many

# About Manufacturing Software

---

tested and proven best practices in production and manufacturing. For example, manufacturing software applications make it easier to anticipate demand, and can increase the accuracy of bill of materials. Additionally, manufacturing software helps companies better determine what components they will need and when they will need them. As a result, it allows for effective implementation of a just-in-time manufacturing model that can dramatically reduce inventory storage costs and improve cash flow.

Other common benefits of manufacturing software include:

- \* Optimized resource utilization
- \* Increased throughput
- \* Minimized “downtime” and production delays
- \* Decreased cost over-runs
- \* Reduced product variations and defects

## **Does My Company Need Manufacturing Software?**

While service organizations, wholesalers, and distributors may have little or no need for a manufacturing software application, any business that designs and builds or produces a product – whether its large machinery, auto parts, small household appliances, clothing, or software – can achieve tangible productivity and cost reduction benefits from the implementation and use of one.

However, the manufacturers that will benefit most from the use of manufacturing software are those who currently use manual processes to manage key production related activities such as demand forecasting, scheduling, and materials management. Additionally, those businesses that have a hard time predicting and balancing demand, or who frequently experience production delays, materials shortages, or large inventory surpluses should also strongly consider a manufacturing software solution.

## **Common Manufacturing Software Features**

There are many different types of manufacturing software on the market today. Most

# About Manufacturing Software

---

provide a broad range of features designed to address the full range of production-related processes such as:

- \* Engineering to streamline product design and configuration, automate the creation of bill of materials, and provide effective change control.
- \* Material requirements planning to balance supply with future demand, manage component requirements changes, and identify and prevent potential material shortages or surpluses.
- \* Capacity planning to identify growth trends and analyze how both current and anticipated demands will impact production centers.
- \* Production management to create automated manufacturing processes and workflows, and streamline the scheduling of people and equipment based on current and forecasted work orders.
- \* Quality control to enable the implementation of proven, repeatable quality assurance processes, ensure compliance with quality standards such as ISO, and provide thorough quality-related documentation.
- \* Cost management for understanding how design, sourcing, procurement, and production decisions affect products costs, and effectively managing expenses across the entire product lifecycle.

## **What to Look for When Choosing a Manufacturing Software Solution**

Usability is crucial when selecting a manufacturing software application. Shop floor employees, even those at the management level, are typically less computer-savvy than office workers. Therefore, the solution must have an intuitive, navigable, and easy-to-learn interface.

Additionally, since manufacturing processes vary greatly depending on the type of product a company produces, it is important to choose a solution that is very flexible and configurable, or one that offers workflows and functionality specific to the type of production being performed. For example, solutions can be found for light assembly, discrete manufacturing, made-to-order manufacturing, process manufacturing, and job-shop manufacturing.

And, most importantly, make sure the manufacturing software package can be tightly integrated with other core business systems across the company, particularly

# About Manufacturing Software

---

accounting and financial applications.

## **Top Manufacturing Software Vendors**

You have many options when choosing a manufacturing software vendor. To make it a bit easier, we've featured some of the leading ERP manufacturing solutions in this paper.

Review these vendors, and you'll be well on the way to finding the right manufacturing software for your business.



## HIGHLIGHTS

- \* Service-oriented architecture (SOA) technology strategy protects investments.
- \* Industry-specific, flexible solutions to better match business requirements.
- \* Focused on rapid growth through consolidation.
- \* Serves small to mid-sized manufacturers.

### **OWNERSHIP:**

Private

### **HEADQUARTERS:**

Indianapolis, IN

### **MANUFACTURING**

#### **SOLUTIONS:**

- \* Intuitive ERP (Point solutions)
- \* AXIS AXIOM - ERP for metals
- \* Cimnet Systems
- \* DTR Plastics ERP
- \* Encompix
- \* Relevant
- \* The Made2Manage® Enterprise Business System

### **FOUNDED:**

2003, Indiana (as M2M Holdings, Inc.)

### **CUSTOMER FOCUS:**

Consona serves the small to mid-size manufacturing segment. Its customers range from 5 to 150 users, and though virtually all manufacturing segments are represented in its customer base, the top three industries served are electronics, industrial machinery and equipment, and fabricated metal products.

### **SELECT CUSTOMERS:**

Bigfoot Industries Inc., Qualitel Corporation, Northern Digital, TrailTech Inc., Ace Designers, Ltd., American Tubing, Inc., San Antonio Lighthouse.

# About Consona

---

Consona Corporation, formerly M2M Holdings, Inc., is a business software and service provider dedicated to becoming a valued business partner by helping businesses continuously improve their core operating processes over time. Toward this mission, Consona invests in the people, processes, technology and tools needed to provide its customers with a unique and effective combination of customer care, product fit, industry expertise, and a broad range of consulting, IT and business services. The Consona product portfolio consists of customer relationship management (CRM) product lines and both industry-specific and cross-industry enterprise resource planning (ERP) solutions.

Backed by an experienced management team and deep financial resources, Consona melds an aggressive acquisition program, strong balance sheet, solid customer relationships, and high-fit solutions into a value proposition that is unmatched by other vendors.

Consona offers world-class ERP software solutions that service more than 4,500 customers worldwide and across a variety of industries, including manufacturing, distribution, financial services, health care, contact center, high tech, and local government.

## **Consona Key Strengths**

- \* Consona's Intuitive ERP Enterprise Solution helps manufacturers—from small businesses to mid-size enterprises—to see more clearly, integrating data across the enterprise, and giving customers greater visibility in all areas of the enterprise--from a strategic decision level to daily operations.
- \* The company's manufacturing application solution suite delivers insight into production, inventory, and financial data, making it easy to identify opportunities for cost savings and efficiency improvements.
- \* Consona's ERP product provides a high-level view of key business indicators, facilitating faster and more accurate management decisions.
- \* Intuitive ERP is designed to support businesses that operate locally or globally. Language and currency need not be a barrier to conducting business. With multi-language and multi-currency capabilities, Intuitive ERP can be implemented around the world.

# About Consona

---

## Consona Technology

Using a hosted SaaS platform, Intuitive ERP makes exclusive use of Microsoft technology to establish a seamless interaction between all elements of the Intuitive ERP architecture. Intuitive ERP is written in Microsoft Visual Basic for Applications®, straight Microsoft Visual Basic®, VB.NET and Microsoft Transact SQL (T-SQL) languages. Intuitive ERP uses Microsoft SQL Server® as the database technology.

## Consona ERP Manufacturing Modules

Intuitive ERP

- Work Order Entry and Tracking
- Production Scheduling
- Production Status Monitoring
- Material and Equipment Capacity Monitoring
- Time and Attendance Tracking

Made2Manage

- M2M ERP
- M2M SCM
- M2M CRM
- M2M BI
- M2M VIP
- M2M EDI-XML

## Consona ERP Manufacturing Solutions Highlights

Intuitive ERP

- \* Helps information flow through an organization so businesses can get product out the door faster.
- \* Consona's Intuitive ERP customers with manufacturing production requirements receive less data entry and errors, reduced operations costs, increased throughput, reduced lead times, improved on-time delivery, reduced purchasing costs, reduced inventory, and increased order capacity.

The Made2Manage Enterprise Business System

- \* Offers flexible forecasting, planning, scheduling and execution tools that will maximize an organization's unique production environment.
- \* Business intelligence module delivers powerful data analysis tools, performance notifications and rapid access to key operational parameters needed to improve business performance.
- \* Administers customer order management, materials management, production management, and financial management processes so businesses can stay on track with business objectives.





www.epicor.com | info@epicor.com | 1-949-585-4000

---

## HIGHLIGHTS

- \* Offers comprehensive end-to-end ERP, CRM, SCM, and PSA solutions for mid-market companies.
- \* Manages the complex requirements of mixed-mode manufacturing environments.
- \* Flexible and scalable software is used by more than 20,000 customers in over 140 countries.

### OWNERSHIP:

Public (NASDAQ:EPIC)

### HEADQUARTERS:

Irvine, California

### MANUFACTURING

#### SOLUTIONS:

Epicor ERP Solutions

- \* Epicor Vantage
- \* Epicor Enterprise
- \* Epicor iScala

### FOUNDED:

1984, California

### CUSTOMER FOCUS:

Epicor's ERP solutions are helping midmarket organizations and divisions and subsidiaries of the Global 1000 maximize their most important resources for profitable growth, and are available for a number of industry sectors including manufacturing, distribution, services, hospitality and retail.

### SELECT CUSTOMERS:

Enkeboll Designs, Precision Grinding & Manufacturing Corporation, Prince Industries, TEAM Industries, Diedrich Manufacturing, Excel Manufacturing, Huntington Beach, BC Hot House Foods, I.T. Xchange Inc., Aspen Square Management

# About Epicor

---

Epicor is a global leader dedicated to providing integrated enterprise resource planning (ERP), customer relationship management (CRM), supply chain management (SCM) and professional service automation (PSA) software solutions to midmarket companies and divisions of the Global 1000. Founded in 1984, Epicor serves over 20,000 customers in more than 140 countries, providing solutions in over 30 languages. Employing innovative service-oriented architecture (SOA) and Web services technology, Epicor delivers end-to-end, industry-specific solutions for manufacturing, distribution, retail, hospitality and services that enable companies to drive increased efficiency, improve performance and build competitive advantage. The company's solutions provide the scalability and flexibility to meet today's business challenges, while empowering enterprises for even greater success tomorrow.

Through its leading-edge, innovative software framework, Epicor delivers a solution that enables and streamlines the manufacturing process, from planning and procurement to job costing, scheduling, production, financials and more. The company's solution goes beyond traditional ERP, encompassing customer relationship management, business intelligence and e-commerce. Perhaps most important, Epicor manufacturing solutions seamlessly manage complex requirements such as configure-to-order, along with repetitive requirements like make-to-stock, offering versatility that supports a truly mixed-mode manufacturing environment.

Epicor continues to capture accolades and global recognition for its product innovation and impact in the marketplace. Accounting Today recognized Epicor as a winner in its 2008 Top 100 Products award. The company was also recognized by Business 2.0 Magazine in 2007 as one of the 100 Fastest Growing Tech Companies.

## **Epicor Key Strengths**

- \* With comprehensive solutions, service and support, the company helps more than 20,000 of the world's best companies in over 140 countries run their business more efficiently and effectively.
- \* Epicor's single, end-to-end enterprise resource planning (ERP) systems automate and optimize business operations by integrating all or the majority of the data and processes of an organization into a single unified solution in order to maximize profitable growth.

# About Epicor

---

- \* The company offers comprehensive services with its solutions, providing a single point of accountability to promote rapid return on investment and low total cost of ownership.
- \* Epicor manufacturing solutions offer easy-to-use production management capabilities designed to meet the needs of progressive make-to-order and mixed-mode manufacturing companies.

## **Epicor Technology**

Epicor's hosting services provide the first step towards the end-to-end management of mission-critical IT environments. The company also provides managed services that deliver a unique value-add to customers that ensure business systems and processes stay up and running and operating at peak levels at all times.

## **Epicor ERP Manufacturing Modules**

### Epicor ERP Manufacturing Solutions

- Forecasting and master production scheduling (MPS)
- Material requirements planning (MRP)
- Advanced planning and scheduling (APS)
- Project Management (PM)
- Multi-Site Management (MSM)

### Epicor Vantage

- Customer Relationship Management
- Sales Management
- Supply Chain Management
- Production Management
- Planning and Scheduling
- Product Data Management
- Service Management
- Enterprise Performance Management
- Business Process Management
- Enterprise Portal

# About Epicor

---

## Epicor Enterprise

Customer Relationship Management  
Supply Chain Management  
Supply Chain Execution/Warehouse Management  
Supplier Relationship Management  
Service Management  
Project Management  
Human Capital Management  
Enterprise Performance Management  
Epicor Portal  
Epicor Service Connect  
Epicor Information Worker  
Epicor Productivity Pyramid

## Epicor iScala

Customer Relationship Management  
Supply Chain Management  
Service Management  
Project Management  
Business Intelligence  
Enterprise Portal

## **Epicor ERP Manufacturing Solutions Highlights**

### Epicor Vantage

- \* An easy-to-use solution designed to meet the needs of progressive make-to-order and mixed-mode manufacturing companies. Vantage is delivered 'out-of-the-box' with built-in workflow processes that enable manufacturers to manage the entire order cycle: from marketing and sales through production and planning, sourcing and procurement, installation and service, and finally financial recognition.

### Epicor iScala

- \* Designed for the divisions and subsidiaries of multinational corporations and large local or regional companies that have significant cross-border trading requirements.
- \* Software includes integrated ERP, supply chain, Manufacturing Execution Systems, field service, project management, payroll and other capabilities, all built on a collaborative business Microsoft .NET and Web services-based framework.

### Epicor Vista

- \* A world-class, integrated manufacturing and accounting solution for emerging manufacturers, job shops or make-to-order departments of large enterprises.
- \* Vista employs an intuitive user interface with tree navigation, grid entry, drill down capabilities and icons for point and click simplicity.



www.qad.com | info@qad.com | 1-888-641-4141

---

## HIGHLIGHTS

- \* Deep focus on manufacturing functionality.
- \* Strong history: founded in 1979, publicly traded, 5,800 sites.
- \* Global service and support.
- \* On-demand architecture - broad choice of operating systems and database platforms.

### **OWNERSHIP:**

Public (NASDAQ: QADI)

### **HEADQUARTERS:**

Santa Barbara, California

### **MANUFACTURING**

#### **SOLUTIONS:**

- \* QAD Enterprise Application
- \* QAD Manufacturing Core Solution

### **FOUNDED:**

1979, California

### **CUSTOMER FOCUS:**

QAD focuses on small and mid-sized businesses and larger global manufacturing enterprises in the automotive, consumer products, high technology, food and beverage, industrial equipment, and life sciences sectors.

### **SELECT CUSTOMERS:**

Amcor Limited, Laird Technologies, Eaton Corporation, TRW Automotive, Shanghai SEB Electrical Appliances Co. Ltd., Comvita, Katwijk Farma.

# About QAD

---

Since its inception in 1979, QAD has built a strong reputation as a leading builder of computer systems to improve the efficiency of global manufacturing companies. This has remained the company's goal ever since. In addition, QAD is committed to systems that are clear and simple to learn, making them fast to implement and drive results.

With over 5,800 sites in 90 countries, QAD enjoys an unequalled level of intimacy with its worldwide base of customers due in large part to its focus on a narrow range of industries. Its customers participate in most of the company's development direction. QAD works in partnership with its customers on many key developments in its product set. QAD's size and focus allows the organization to respond rapidly to customers' needs and market pressures, locally and globally.

The QAD product portfolio consists of innovative, technology-driven products and the services to make the products most useful. The company's core product is QAD Enterprise Applications, composed of product suites that address common requirements and a range of extended capabilities that can be deployed as required, dependent upon customers' business needs, business models, territory of operations and languages.

QAD is dedicated to providing global manufacturers with products and services that strengthen their enterprise and add value to their business. Because of its traditional focus on manufacturing, QAD understands, better than any other ERP vendor, the challenges and opportunities manufacturers face in the global economy. The company has made unequalled investment in industry research and collaboration. For all of the industry segments it serves, QAD has a team dedicated to researching market requirements, working with customers and maintaining awareness on the development of new solutions for emerging market challenges.

## **QAD Key Strengths**

- \* QAD's software is built on the company's vision of a perfect lean market for manufacturing where technology enables the uninterrupted flow of information across platforms, giving multinational manufacturers insight into their extended enterprises.
- \* The company's ERP applications drive more nimble, agile operations for their customers, and seamless, real-time connections with customers, partners, and suppliers.

# About QAD

---

- \* QAD provides innovative enterprise software applications for leading global manufacturing companies, applying technology and software solutions designed to simplify the management and enhance the efficiency of manufacturing resources and operations both within and beyond the enterprise.
- \* QAD Manufacturing Core Solution provides a total solution for building a strong operational foundation in the area of planning and scheduling, cost management, material control, shop floor control and reporting in various mixed-mode manufacturing environments.
- \* To extend the reach and capability of its global solution set, QAD has partnered with other industry leaders that are focused on the primary mission of extending the QAD solution to meet every customer's unique needs.

## **QAD Technology**

QAD on-demand architecture gives customers a choice of operating systems, relevant database platforms, desktop interfaces and other access methods to the application for optimum efficiency of their computer systems. Supported databases include Progress OpenEdge and Oracle. Operating systems include all common versions of Unix, Linux and Microsoft.

## **QAD Manufacturing Modules**

QAD Enterprise Application

QAD Manufacturing (modules)

QAD Lean Manufacturing

QAD Just-In-Time Sequencing

QAD Production Scheduler

QAD PRO/PLUS

QAD Planner

## **QAD Key Features for Manufacturing**

QAD Manufacturing is the core foundation for numerous modules that make up the complete QAD Enterprise Application suite. The QAD Manufacturing core product helps businesses:

# About QAD

---

- \* Centrally manage all product manufacturing information by ensuring quick access to key information for use in planning and operations throughout the organization.
- \* Integrate engineering changes at maximum efficiency, allowing rapid response to customer demands while also ensuring regulatory compliance and the lowest possible obsolescence cost.
- \* Perform better manufacturing planning through faster decision-making and more effective resource deployment. The Manufacturing Planning Modules convert external and internal demand for products into detailed manufacturing, procurement and resource utilization plans.
- \* Easily adaptable to their production environment, with Manufacturing Execution functions that fully manage mixed mode environments, enabling faster decisions and improved customer responsiveness.
- \* Control all activities on the production floor, from identifying missing parts to reporting labor.





## HIGHLIGHTS

- \* 95% customer retention rate.
- \* Young company, with a long history. Tenth largest software company in the world.
- \* Solution set is built on the Infor Open SOA (service-oriented architecture).
- \* Serves mid-market manufacturers.

### **OWNERSHIP:**

Private

### **HEADQUARTERS:**

Alpharetta, Georgia

### **MANUFACTURING**

#### **SOLUTIONS:**

The Infor ERP Solution Suite

- \* Infor ERP Adage
- \* Infor ERP LN
- \* Infor ERP Baan
- \* Infor ERP SL (formerly SyteLine)
- \* Infor ERP SX.enterprise
- \* Infor ERP VISUAL
- \* Infor SCM Manufacturing Planning

### **FOUNDED:**

2002, Georgia

### **CUSTOMER FOCUS:**

Infor's customer base comprises mid-market manufacturing enterprises predominately in the aerospace, chemical, automotive, high-tech, metal and plastic fabrication, and industrial equipment sectors.

### **SELECT CUSTOMERS:**

Aquion Water Treatment Products, J. C. Steele and Sons, Inc., Light Corporation, ThermoFab, Tampa Tile, Cherasia Limited, Colonial Mills, Inc., CPAC, Inc., DRB-HICOM Automotive, Superior Fastening Technology Limited, International Truck and Engine Corporation, Cumberland Packing, Organic Valley Family of Farms.

# About Infor

---

Infor is one of the world's largest providers of business software, with approximately \$2.1 billion in revenue, and the 10th largest software company in the world. A company unparalleled in application breadth, market experience, open technology and global reach, Infor has 9,200+ employees, direct offices and implementation and support capabilities in 100 countries, and over 70,000 customers worldwide.

The thought leaders at Infor understand that their customers want to reduce the number of vendors they work with and Infor strives to continue as their trusted “vendor of choice.” Infor has a consistent 95% customer retention rate — one of the highest in the industry — and 72% of its license revenues are generated by its current customers. Additionally, over 1,000 new customers chose Infor last year for its unparalleled application breadth, open technology, and global reach. The company is committed to continuing its growth by broadening its best-in-class focus, and by providing the most innovative solutions and services globally.

Customers can expect Infor to continue adding solutions based on market need and customer demand. Infor is a different kind of software company — four years old with more than thirty years experience. It has the stability, the agility, and the resources to meet the business demands of a rapidly changing world.

## **Infor Key Strengths**

- \* The Enterprising Million is a new class of high-demand, high-growth companies who are driving the global economy. Infor was built to meet the challenges of this new market.
- \* Infor is one of the fastest growing business software providers, with more customers than its two largest competitors combined.
- \* As a young company with a long history—four years old with more than thirty years of experience—Infor offers a distinct advantage: Its size gives it the stability and the resources, while its youth gives it the agility to meet the business demands of the rapidly growing Enterprising Million.
- \* Infor delivers proven business-specific solutions that address the unique processes, regulatory requirements, and trading environments of its customers in a wide range of manufacturing, distribution, and services industries. The company has more than 70,000 customers around the world.

# About Infor

---

## Infor Technology

The Infor solution set is built from application managed services and solution hosting. Infor's ERP VISUAL is anchored on Infor's "enrich, extend, and evolve" product strategy and Infor Open SOA (service-oriented architecture).

### Infor ERP Manufacturing Modules

#### Infor ERP Adage

- Order to Cash
- Plan to Produce
- Procure to Pay
- Financial management
- Supply Chain Planning
- Product Lifecycle Management (PLM)

#### Infor ERP SL

- Customer Service and Order Management
- Advanced Planning and Scheduling
- Production Control
- Materials and Inventory Management
- Financial Management
- Business Process Management and Automation
- Personalization Framework and Toolset
- Workflow Messaging

### Infor ERP Visual

- Material Requirements Planning
- Advanced Planning and Scheduling
- Manufacturing Execution
- Customer Relationship Management
- Quality Management
- Warehouse Management

### Infor ERP LN

- Common modes and Lean Manufacturing
- Just-in-Time (JIT) Material Control
- Assembly Control
- Produce Configuration Management

### Infor ERP Manufacturing Solutions Highlights

- \* Ideal for makers of highly complex products, the manufacturing components of Infor ERP enable businesses to improve visibility and be more proactive.
- \* Customers can automate the planning process across their business to create consistent production plans and deliver the right product on time and on budget.
- \* Execution management capabilities integrate shop floor information by capturing real-time manufacturing data so customers can adapt their processes and reduce costs.
- \* With Infor ERP, customers can also extend the traditional ERP footprint beyond the production environment to the entire supply chain by accelerating the flow of detailed production and procurement information between their operations and their suppliers.



## HIGHLIGHTS

- \* High marks for customer satisfaction. Independent IT analysts survey reports satisfaction levels of 90%.
- \* Headquartered in Europe.
- \* Strong in the aerospace and defense industries.

### **OWNERSHIP:**

Public (OMX STO: IFS)

### **FOUNDED:**

1983, Sweden

### **HEADQUARTERS:**

Schaumburg, IL,  
North American headquarters

### **MANUFACTURING**

#### **SOLUTIONS:**

- IFS Manufacturing
- \* IFS/Project Delivery
  - \* IFS/PDM Configuration
  - \* IFS/Repetitive Production
  - \* IFS/To Order Manufacturing
  - \* IFS Demand Planning

### **CUSTOMER FOCUS:**

IFS focuses its application solutions on medium-size to large companies.

### **SELECT CUSTOMERS:**

Alan Dick & Company, Barking Power Station, Barsebäck, Bristow Group Inc, Butcher's Pet Care, Cobra Plastics, Ensign-Bickford Aerospace & Defense Co., Gables Engineering, Globus, Hercules Sealing Products, Holland Co., J & H Machine Tools Inc, Management Science Associates, Peerless Industries, Saab, SAS/GEM, Todd Pacific Shipyards, Worldmark.

# About IFS

---

IFS was founded in 1983 and now has 2,600 employees worldwide. IFS has pioneered component-based ERP software with IFS Applications, now in its seventh generation. IFS' component architecture provides solutions that are easier to implement, run and upgrade. IFS applications are available in 54 countries in 22 languages.

IFS has over 600,000 users across seven key vertical sectors: aerospace and defense; automotive; high-tech; industrial manufacturing; process industries; construction, service and facilities management and utilities and telecom. IFS Applications provides extended ERP functionality including customer relationship management (CRM), supply chain management (SCM), product lifecycle management (PLM), corporate performance management (CPM), enterprise asset management (EAM) and maintenance repair and overhaul (MRO) capabilities.

The company has a solid, growing presence in the North American business software market. IFS North America serves medium-size to large companies in a variety of key industries, including aerospace and defense, industrial manufacturing, automotive, high-tech, construction, and process industries such as food and beverage.

IFS combines a global product and organization with local support for its customers. IFS North America is headquartered in Chicago, with major offices in Milwaukee; Raleigh, North Carolina; San Jose, California; Tucson, Arizona; Toronto; and Mexico City. IFS also has a large virtual organization to bring the company even closer to its customers while providing a better quality of life for its employees.

## **IFS Key Strengths**

- \* As one of the world's leading providers of component-based business software, IFS strongly believes that through components and the use of open standards, its customers will receive the best solutions possible.
- \* Working in close collaboration with its network of global partners, IFS is driving the market to embrace standards and co-existence that offers customers faster payback, reduced risk, and freedom of choice.

# About IFS

---

- \* Since 1983, IFS has been providing business software solutions to some of the world's leading industrial companies, pioneering its component-based architecture that breaks a big business software solution down into smaller, easier to use pieces it refers to as components.
- \* IFS continues to build its reputation on its component technology, aligning each component with clearly defined responsibilities and interfaces so that different technologies can be mixed and matched, added, upgraded, and replaced – giving customers the freedom of choice.

## **IFS Technology**

IFS Applications is marketed as an on-demand business application. Its component-based architecture provides for fast, step-by-step implementation, which lets companies get rapid payback by adding new functionality without waiting for a major overhaul.

## **IFS ERP Manufacturing Modules**

### IFS Manufacturing

- Program and Project Management
- Product Lifecycle Management (PLM)
- Product Data Management (PDM)
- Case & Change management
- Sourcing & Procurement
- Manufacturing Engineering
- Mixed-mode Manufacturing
- Product Support/Call Center
- Field & Depot Service Management
- Configuration/Fleet Management
- Maintenance, Repair & Overhaul (MRO)

## **IFS ERP Manufacturing Solutions Highlights**

- \* Provides a simple, highly automated flow for taking care of repetitious tasks together with advanced management-by-exception functionality.
- \* Simultaneously handles complex processes, like engineer-to-order manufacturing.
- \* Supports planning, execution, control, and analysis in most types of manufacturing, in all phases of the manufacturing process, and for all employees in the organization.

# About IFS

---

- \* Simplified planning and control - provides the user with the flexibility to reduce and streamline much of the administration and the complexities of rescheduling associated with traditional production orders.
- \* Continuous cost reduction - delivers powerful support for analyzing where reductions can be made. The powerful graphical tools provide advanced analysis such as break-even and optimal price based on elasticity.
- \* Demand planning – provides a highly collaborative, graphical and interactive tool for forecasting and collaborative demand planning. It can be used to create both short and long term forecasts and for the creation of demand plans as a basis for sales planning, budgeting, master scheduling and inventory control.
- \* Provides smart analysis functionality that enables companies to plan against finite capacity to ensure that production does not start too late or too early.
- \* Open and standard technology provides customers with the functionality to integrate with their manufacturing equipment and shop floor terminals.
- \* Supports both serial and lot tracking and enables the user to select the alternative that best suits their needs.
- \* Produces the data that is necessary to operate an after-sales management that provides customers with a cost-effective and efficient after sales service.
- \* Enables companies to re-use their designs and manufacturing data thereby considerably shorten lead times.



## HIGHLIGHTS

- \* A truly international company, Ross Enterprise/CDC Software's global reach serves customers in more than 50 countries through its 22 global offices.
- \* Headquartered in China.
- \* Broad offering of industry-specific solutions for complete enterprise management.

### **OWNERSHIP:**

Ross Enterprise, Inc. is a subsidiary of CDC Software. CDC Software is the enterprise software unit of CDC Corporation (NASDAQ: CHINA)

### **HEADQUARTERS:**

Hong Kong (Global headquarters)  
Atlanta, Georgia (N. America headquarters)

### **MANUFACTURING**

#### **SOLUTIONS:**

Ross Enterprise  
CDC Factory

### **FOUNDED:**

1988, Hong Kong

### **CUSTOMER FOCUS:**

The company's out-of-the-box, industry-tailored software with built-in flexibility is aimed at small to mid-sized businesses and larger enterprises in the Food and Beverage, Life Sciences, Consumer Packaged Goods, Chemicals, and Natural Products industries.

### **SELECT CUSTOMERS:**

The Cheesecake Factory, Breyer's, Pez Candies, Novartis, Acambis, and Georgia Gulf, Ghirardelli Chocolate



# About Ross Enterprise

---

Ross Enterprise is the enterprise resource management (ERP) product suite of CDC Software, The Customer-Driven Company. Focused on process manufacturers, the Ross Enterprise family of Internet-architected solutions is a comprehensive, modular suite that spans the enterprise, from manufacturing, financials and supply chain management to customer relationship management, performance management and regulatory compliance.

As a China-based technology company with North American headquarters in Atlanta, the company has been ranked as number 5 among the prestigious list of the 50 fastest growing technology companies.

The CDC Software product suite includes Pivotal CRM (customer relationship management); c360 CRM add-on products, industry solutions, and development tools for the Microsoft Dynamics CRM platform; Ross ERP and SCM (supply chain management); MVI real-time performance management; IMI warehouse management and order management; and Platinum China HR (human resource) and business analytics solutions.

The company's industry-specific solutions are used by more than 5,000 customers worldwide, with strong representation in the manufacturing, financial services, healthcare, home building, real estate, and wholesale and retail distribution industries.

Ross Enterprise/CDC Software's product offerings are complemented by a full continuum of services that span the lifecycle of technology and software applications, including implementation, project consulting, outsourced business services, application management, and offshore development.

CDC Software is the enterprise software unit of CDC Corporation (NASDAQ: CHINA) and is ranked number 18 on the Manufacturing Business Technology 2006 Global 100 List of Enterprise and Supply Chain Management Application vendors.

# About Ross Enterprise

---

## **Ross Enterprise Key Strengths**

- \* Through its “Customer-Driven” strategy Ross Enterprise develops industry-specific solutions in collaboration with its customers. By focusing on specific industries in which it has deep expertise and a thorough understanding of unique business processes and requirements, Ross delivers solutions that better meet the needs of these organizations at a lower total cost of ownership.
- \* Leading companies worldwide rely on Ross Enterprise/CDC Software to support their enterprise-wide deployments. The company’s products streamline and optimize processes across the enterprise to align with a company’s customer-driven priorities.
- \* A truly international company, Ross Enterprise/CDC Software’s global reach serves customers in more than 50 countries through its 22 global offices. With its corporate headquarters in the United States, a strong presence in EMEA, Australia, and South America, and a notable presence in China and Japan, Ross/CSC Software uses its global experience and resources to bring customers best practices and deliver superior products and services.

## **Ross Enterprise Technology**

Focused on process manufacturers, the Ross Enterprise family of Internet-architected solutions is a comprehensive, modular suite that spans the enterprise, from manufacturing, financials and supply chain management to customer relationship management, performance management and regulatory compliance.

## **Ross Enterprise Manufacturing Modules**

Ross Enterprise Manufacturing enables process manufacturers to make informed, real-time manufacturing decisions, ensure quality, increase plant throughput, contain costs and improve delivery performance. Modules include:

- Materials Management and Inventory Control
- Maintenance Management
- Manufacturing Analytics



## HIGHLIGHTS

- \* Backed by the strength of Microsoft.
- \* Complete business management software: e-commerce, supply chain, manufacturing, CRM, HR, project accounting.
- \* Comprehensive solutions for mid-market manufacturers.
- \* Uses familiar Microsoft interface.

### **OWNERSHIP:**

Public (NASDAQ: MSFT)

### **HEADQUARTERS:**

Redmond, WA

### **FOUNDED:**

1975, New Mexico

### **MANUFACTURING**

#### **SOLUTIONS:**

- \* Microsoft Dynamics AX for Manufacturing (formerly Microsoft Axapta)
- \* Microsoft Dynamics GP (formerly Microsoft Great Plains)
- \* Microsoft Dynamics NAV for Manufacturing

### **CUSTOMER FOCUS:**

Microsoft distributes its products primarily through the following channels: OEM; distributors and resellers; and online services. Its customers include individual consumers, small and medium-sized organizations, enterprises, governmental institutions, educational institutions, Internet Service Providers, application developers, and OEMs.

### **SELECT CUSTOMERS:**

Lockheed Martin, Canadian General Power, IRITO, Oerlikon Balzers, Roll-Gom, Giant Bicycle, Arthur Shuman, Inc., County Choppers, Network Engines, Warn Industries.

# About Microsoft Dynamics

---

Founded in 1981, Microsoft Business Solutions, Inc. is a global provider of enterprise business solutions for the midmarket. Microsoft Business Solutions offers e-business applications for financials, distribution, project accounting, electronic commerce, human resource management, manufacturing, sales and marketing management, and customer service and support.

Named for the third time to the “Top 100 Companies to Work for in America” list, Microsoft Business Solutions employs more than 3,800 employees worldwide. The company’s products and services automate essential business functions and enhance the strategic value of financial and operational information. Microsoft Business Solutions products are sold and implemented by a unique worldwide network of independent partner organizations that share the company’s commitment to lasting customer relationships.

Microsoft’s research and development facilities are located primarily in Redmond, Washington with smaller facilities located in Mountain View, California; Fargo, North Dakota; Beijing, China; Dublin etc. As of June 30, 2005, Microsoft employed approximately 61,000 people.

Like its size, Microsoft’s ambitions are anything but small. The world’s number one software company provides a variety of products and services, including its Windows operating systems and Office software suite. The company has expanded into markets such as video game consoles, servers and storage software, and digital music players. Microsoft has reached settlements to end a slew of antitrust investigations and lawsuits, including agreeing to uniformly license its operating systems and allowing manufacturers to include competing software with Windows. In early 2008 the company made an unsolicited bid to acquire Yahoo! for about \$44.6 billion.

Microsoft recognizes that manufacturing is still a major engine in today’s economy. And it knows the fundamental success factors in this industry remain constant: produce the right products—in the right quantities, at the right time, with good quality, and at a price the customer is willing to pay.

# About Microsoft Dynamics

---

Success includes the flexibility to respond to emerging markets, such as today's growth opportunities in China and Eastern Europe, and to the ever-changing needs of the customers.

In response to these global challenges, Microsoft offers Microsoft Dynamics, a suite of integrated, adaptable business applications for small and medium-sized organizations and divisions of large enterprises. These integrated solutions—delivered through a worldwide network of experienced Microsoft Certified Partners—work like and with familiar Microsoft software and help automate and improve financial, customer relationship, and supply chain management.

## Microsoft Dynamics Key Strengths

- \* Microsoft, one of the largest IT companies in the world, recorded a revenue of \$51.12 billion in fiscal year 2007. It has a strong presence in more than 100 countries. The company's recent product launches and a strong pipeline of products provide excellent growth avenues to the company.
- \* The company has five segments: Client, Server and Tools, the Online Services Business, the Microsoft Business Division, and the Entertainment and Devices Division, and provides world-class consulting and product support services, and trains and certifies computer system integrators and developers.
- \* Microsoft revenues for the fiscal year ended June 2007 grew by 15.4% over 2006. This increase is attributable to the increase in revenue associated with SQL Server, Windows Server, and Visual Studio, increase in Xbox 360 console sales, and the revenue accrued from licensing of the 2007 Microsoft Office system and Windows Vista.
- \* During the fiscal year 2007, Microsoft acquired companies like ScreenTonic, Tellme Networks, aQuantive Inc., Medstory Inc. and Parlano. The company's acquisition of the global digital marketing company aQuantive for approximately \$6 billion is the largest acquisition in Microsoft's history and launched Windows Vista, Microsoft Office system.

## Microsoft Dynamics Technology

The global software giant develops and distributes predominately licensed software business solutions.

# About Microsoft Dynamics

---

## Microsoft Dynamics Manufacturing Solutions

Microsoft offers comprehensive manufacturing solutions that automate and streamline financial, customer relationship and supply chain processes. Cost-effective resource planning and management tools empower your management and staff to collaborate better with trading partners. The company's software also helps to manage the entire financial life cycle of the manufacturing business process, and build a sustainable advantage in specific industries.

The following products can be used to help build solutions in manufacturing:

\* *Microsoft Dynamics AX for manufacturing*

Microsoft Dynamics AX (formerly Microsoft Axapta) helps your employees manage manufacturing and a broad range of other business areas, minimizing the need for multiple systems. With Microsoft Dynamics AX, your employees can streamline production and minimize inventory-carrying costs, configure complex products, and manage your personnel, material, and data processing more effectively.

\* *Microsoft Dynamics GP for manufacturing*

Microsoft Dynamics GP (formerly Microsoft Great Plains) offers powerful, cost-effective resource planning and management tools that enable you to collaborate with trading partners, manage the entire financial life cycle of the manufacturing business process, and build a sustainable advantage in your industry.

\* *Microsoft Dynamics NAV for manufacturing*

Microsoft Dynamics NAV provides tools to help you plan, manage, and execute a world-class manufacturing operation. You can boost operational efficiency and effectively manage production, including production orders, bills of material, supply planning, and capacity requirements planning. Manage your entire manufacturing process from product configuration, supply, and capacity requirements planning to scheduling and running the shop floor.

Microsoft Dynamics NAV also helps you manage a broad range of other business areas according to your particular needs. You can add functionality as you need it and grow at your own pace.



www.syspro.com | 1-800-369-8649

---

## HIGHLIGHTS

- \* SaaS software solution.
- \* Modular ERP system - strong in manufacturing, financials, distribution.
- \* Offers tight integration, interoperability, outstanding price/performance.
- \* Designed to leverage the strengths of Microsoft solutions

### **OWNERSHIP:**

Private

### **HEADQUARTERS:**

Costa Mesa, California

### **MANUFACTURING**

#### **SOLUTIONS:**

SYSPRO Enterprise

Resource Planning (ERP)

- \* SYSPRO Factory Scheduling
- \* SYSPRO Lot Traceability
- \* SYSPRO Bill of Materials
- \* SYSPRO Inventory
- \* SYSPRO Requirements Planning

### **CUSTOMER FOCUS:**

The system's ease-of-use and business process orientation, combined within a single integrated system encompassing strong accounting, manufacturing, distribution and supply chain capabilities, make it a compelling solution for a broad range of mid-market businesses in a variety of vertical industries.

### **SELECT CUSTOMERS:**

Illinois Tool Works Inc (ITW) Canada, Bennett Tool & Die Co., Daniels Electronics, EMC Document Systems, Dupar Controls Inc., World Precision Instruments, Panoz Auto Development Corporation, TriStar Plastics Corp, Cedarlane Laboratories, Crosby Molasses, Titanium Sports Technologies.

# About SYSPRO

---

SYSPRO is an internationally recognized, leading provider of enterprise business solutions. Formed in 1978, SYSPRO was one of the first software vendors to develop an enterprise resource planning solution. Today, SYSPRO is a global business solutions vendor with offices on six continents and over 1500 channel and support partners. Over 12,000 licensed companies across a broad spectrum of industries in more than 60 countries trust SYSPRO as the platform on which to manage their business processes. By focusing on people and building lasting relationships with customers and partners, SYSPRO consistently excels at guiding customers through all aspects of their implementation. Tried, tested and reliable, SYSPRO has stood the test of time as a company and as a software solution.

SYSPRO's award-winning application set is engineered to help companies get to grips with today's day-to-day problems and expand and adapt to the ever-changing business landscape. The solution suite delivers outstanding price/performance value and is continually enhanced and upgraded in response to user demand and legislative requirements. What's more, SYSPRO has excellent security features and is exceptionally easy to use - data entry and system navigation are simplicity itself. Plus, thanks to the latest Microsoft® technology, SYSPRO delivers rapid access to easy-to-view, real-time information, ensuring quick response to customer demands, beating competitors and reducing operating costs through streamlined processes and automated workflows.

SYSPRO ERP is a modular system with unparalleled strength in financials, distribution and manufacturing. Together, these build into a powerful foundation essential for an effective enterprise-wide solution.

Ideally suited for the global marketplace with multi-national, multi-company and multi-location facilities, SYSPRO gives its customers superior financial control, letting businesses forecast with complete confidence. And beyond the factory gate, SYSPRO offers sophisticated business analytics, CRM, APS and e-commerce functionality to help control the supply chain more rigorously and dramatically enhance customer satisfaction.



# About SYSPRO

---

## **SYSPRO Key Strengths**

- \* SYSPRO ERP is ideal for a wide range of manufacturing businesses, with modules designed to accommodate most production cycles and optimize the capabilities of repetitive, custom, quick-turn and mixed-mode operations.
- \* Seamlessly integrated with both financial and distribution modules, SYSPRO manufacturing also delivers superior features for estimating, scheduling, costing, lot and serial tracking, as well as back-flushing, material verification, inventory optimization and planning.
- \* As a customer-centric company, SYSPRO aims to deliver world-class software that gives customers the control, insight and agility they need for competitive advantage in a global economy.
- \* SYSPRO is an easy-to-buy, easy-to-deploy and easy-to-use enterprise-wide software solution. The software is characterized by tight integration, interoperability, outstanding price/performance, balance of functionality and a strong focus on business process management and usability.
- \* SYSPRO is a true turnkey solution that is scalable in terms of enterprise size and business functionality. Using a 'building block' approach, the core SYSPRO system forms the platform on which customers can start adding business functionality and technological capabilities as needed.
- \* Each business module is tightly integrated with the core platform, ensuring that when modules are implemented, business operations continue to operate with minimal disruption and risk.

## **SYSPRO Technology**

SYSPRO's SaaS software solution is designed to leverage the strengths of Microsoft® solutions and other technologies to optimize the abilities of manufacturers (repetitive, custom, quick-turn and mixed mode) and distributors.

All modules are scalable and interactive in a client/server environment.

SYSPRO e.net solutions is a new component architecture that gives authorized individuals the ability to interact with SYSPRO data over the Web as well as from remote devices, including palm pilots and cell phones.

# About SYSPRO

---

## **SYSPRO Manufacturing Modules**

### SYSPRO Factory Scheduling

Estimating, scheduling, and job costing

### SYSPRO Lot Traceability

Lot and serial number tracking

### SYSPRO Bill of Materials

BOM, WIP, purchasing/receiving, and backflushing

### SYSPRO Inventory

Material verification and inventory operation

### SYSPRO Requirements Planning

Material Requirements Planning capability



**IQMS**

www.iqms.com | 1-805-227-1122

---

### **HIGHLIGHTS**

- \* 98% retention rate - free software upgrades, award-winning customer support.
- \* SaaS solution - Oracle database.
- \* Focus on the automotive, medical and plastics industry.
- \* Single-source ERP - lower maintenance, upgrades and training costs.

### **OWNERSHIP:**

Private

### **HEADQUARTERS:**

Paso Robles, CA

### **MANUFACTURING**

#### **SOLUTIONS:**

EnterpriseIQ for  
Manufacturing

### **FOUNDED:**

1989, California

### **CUSTOMER FOCUS:**

IQMS provides leading real-time manufacturing, accounting, machine monitoring, quality control, supply chain, CRM and eBusiness solutions to small-to-mid-sized businesses and larger enterprises in the automotive, medical, packaging, consumer goods and other manufacturing markets.

### **SELECT CUSTOMERS:**

AcroTech Plastics Group, C. Brewer, Edlund Company, Plastics Components, Inc., Trademark Plastics, Inc., Steere Enterprises, Kamco, Glazpart.

# About IQMS

---

Since 1989, IQMS has been a pioneer in the design and development of ERP software for repetitive, process and discrete manufacturing industries. Today, IQMS provides leading real-time manufacturing, accounting, machine monitoring, quality control, supply chain, CRM and eBusiness solutions to the automotive, medical, packaging, consumer goods and other manufacturing markets. A single-source enterprise software solution, EnterpriseIQ offers real-time front office, accounting, manufacturing and supply chain management in a single database.

With offices across North America, Europe, and Asia, IQMS serves leading manufacturers worldwide. IQMS proudly boasts a 98% retention rate, due largely to the fact that IQMS customers receive free software upgrades, award winning customer support, phone and Internet support and active users meetings.

The IQMS customer mission is to form partnerships with customers based on trust, support and bottom-line, measurable results. A growing base of global customers have come to trust IQMS to develop products that meet their needs in a rapidly changing global manufacturing environment. These businesses enjoy superior performance, reliability, scalability, reduced implementation times, lower maintenance fees and the ability to adapt to changing business conditions.

Bottom line: IQMS ERP Software is designed and developed to help manufacturers stay lean, agile and competitive. The company delivers innovative solutions that streamline processes across any and all types of discrete, repetitive and process manufacturing environments, whether built-to-order or built-to-stock supply-chain models.

IQMS takes pride in their customers and how they have used EnterpriseIQ ERP software to improve the efficiency of their plant and most importantly, their profitability.

## **IQMS Key Strengths**

\* The only complete, single-source enterprise software solution, EnterpriseIQ offers real-time front office, accounting, manufacturing and supply chain management in a single database. With offices across North America, Europe and Asia, IQMS serves manufacturers around the world.

# About IQMS

---

- \* Since 1989, IQMS has been a pioneer in the design and development of ERP software for repetitive, process and discrete manufacturing industries.
- \* EnterpriseIQ LE (lite edition) gives small manufacturers the same set of core capabilities found in the full version. Functionality such manufacturing and inventory management, quality control, sales, distribution, and financial and accounting management are all included in a single database and at an affordable price.
- \* With offices across North America, Europe, and Asia, IQMS serves leading manufactures worldwide. IQMS proudly boasts a 98% retention rate, and it's not wonder: IQMS customers receive free software upgrades, award winning customer support, phone and Internet support and active users meetings.

## **IQMS Technology**

EnterpriseIQ is a SaaS solution powered by Oracle®, the worlds #1 database. The Oracle database is a reliable, scalable, and secure platform that is trusted by large enterprises and small-to-midsize businesses alike. Because the Oracle®-powered database is embedded in EnterpriseIQ, it delivers a seamless, integrated solution. This translates into a cost-effective and easily managed computing environment.

## **IQMS Manufacturing Modules**

EnterpriseIQ for Manufacturing

Manufacturing/Shop Floor Planning

RealTime Machine Monitoring

Production Reporting

Bills of Material

Work Orders

Inventory

Planning and Scheduling

Preventative Maintenance

Project Management

ShopData

JobShop Module

IQAlert

# About IQMS

---

## **IQMS Manufacturing Solutions Highlights**

- \* Complete manufacturing and shop-floor planning system with all the tools necessary to manage production, whether operating one facility or multiple plants.
- \* Make decisions based on the total production picture—instantly.
- \* Optimized scheduling identifies the best start time for each job and any constraints that may affect delivery.
- \* Supports multiple manufacturing processes with graphical representation of parts, subassemblies, packaging and more to easily identify all components of a part.
- \* The only machine monitoring system written as an integral part of an ERP system to provide instant and accurate production data.
- \* Lets organizations make business decisions based on actual facts as problems need attention, and in some cases catch potential problems before they impact customer deliveries.
- \* Flexible and expandable to allow building of an unlimited number of multi-level bills for component pieces and handle family tools with ease.
- \* Simplifies the complex web of tasks and myriad of challenges associated with project administration and tracking capital equipment projects such as tooling.
- \* Lets plant floor employees, focus on functions that relate specifically to the responsibilities of shop floor personnel easily using touch screens instead of keyboards.



### **HIGHLIGHTS**

- \* Used by more than 80,000 discrete and process manufacturers - approx. 1 in every 10 manufacturers in the United States.
- \* Named one of the top ten suppliers of business software for manufacturers in 2001 and 2002 by MSI Magazine.
- \* SaaS product on a hosted platform.
- \* Targeted to small and mid-sized businesses.

### **OWNERSHIP:**

Public (London: SGE.L)

### **FOUNDED:**

1981, Newcastle upon Tyne,  
England

### **CUSTOMER FOCUS:**

Sage Software's sole focus is to provide business management software applications and services to small and medium-sized businesses (SMBs) with primary focus on four customer-focused divisions: business management, healthcare, payment solutions, and industry and specialized solutions.

### **SELECT CUSTOMERS:**

Arc-diversified, Inc., Apollo Oil, Blue Cross of Northeastern Pennsylvania, Caesar Park Hotels and Resorts, Delta Dental of Arizona, Fortune Brands, Inc., Lifecycle Business Centers, LLC, Milwaukee Brewers Baseball Club, San Francisco Opera, SF Museum of Modern Art, United Way of Metropolitan Dallas.

### **HEADQUARTERS:**

U.S. Headquarters,  
Scottsdale, AZ

### **MANUFACTURING**

#### **SOLUTIONS:**

Sage Software Manufacturing  
Solution Suite

- \* Sage MAS 500 ERP
- \* Sage MAS 90 and 200
- \* Sage PFW ERP
- \* Sage Pro ERP

# About Sage Software

---

Sage Software supports the needs, dreams, and challenges of small and mid-sized businesses (SMB) by offering leading business management products and services. For over 30 years, Sage Software has delivered easy-to-use, scalable, and customizable software for accounting, customer relationship management, human resources, merchant services, time tracking, and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries. Today, more than 2.8 million North American small and mid-sized businesses currently rely on Sage Software applications. The parent company of Sage Software, The Sage Group, plc. (London: SGE.L), reaches a global client base that numbers 5.4 million SMB customers worldwide. It serves these businesses through more than 13,000 employees in operations in North America, the UK, France, Germany, Portugal, Spain, Switzerland, South Africa, Australia, and Southeast Asia. By the end of fiscal year 2006, the North American revenue of Sage Software was \$652.2 million.

Sage Software's ERP solution suite is targeted toward small companies with 25 or fewer employees, and mid-sized companies with up to 500 or more employees. Revenues of these companies are typically from \$5 million to \$100 million annually. In serving these companies, Sage Software encompasses a divisions and brands focus that's organized by customer concentration in business management, industry and specialized solutions, payment solutions, and healthcare. Sage Software products are licensed, sold, and supported by an extensive network of value-added resellers (VARs) who must pass a stringent review process to be a part of this specialized distribution channel.

## **Sage Software Key Strengths**

- \* For over 25 years, Sage Software has served the needs of more than 80,000 discrete and process manufacturers, which means approximately 1 in every 10 manufacturers in the United States is capitalizing on the company's manufacturing solutions.
- \* Sage Software was named one of the top ten suppliers of business software for manufacturers in 2001 and 2002 by MSI Magazine.
- \* The company provides a variety of innovative products for small and mid-size manufacturers to handle virtually every aspect of business from supply chain management to resource scheduling, quality control, production reporting, and cost and pricing analysis.



# About Sage Software

---

- \* Sage Software understands that every manufacturer has different requirements. Job shops need strong estimating and buy to the job capabilities, while make to stock manufacturers need accurate demand forecasting and component / finished goods assembly management tools.
- \* Whether the requirement is a make to stock manufacturer or a job shop – a batch-driven chemical manufacturer or an electronics assembler – there’s a Sage Software Manufacturing Solution that can help streamline operations, lower costs, and increase profitability.

## Sage Software Technology

Sage Software’s ERP manufacturing solutions are provided as an SaaS product on a hosted platform. The company’s software products require a maintenance or support program for the first year.

## Sage Software Manufacturing Modules

### Sage MAS 500 ERP

- Advanced Manufacturing
- Advanced Planning and Scheduling
- Engineering Change Management
- Estimating
- Light Manufacturing Advanced Kitting
- Material Requirements Planning (MRP)
- Product Configurator
- Project Management for Manufacturers
- Shop Floor Control

### Sage Pro ERP

- Production Entry
- Work Orders
- Shop Control

### Sage PFW ERP manufacturing

- Costing
- MRP
- Formulas
- MSDS/Compliance
- Labeling
- Order Entry Pro
- Laboratory
- Production
- Inventory Pro
- Purchasing Pro

# About Sage Software

---

## **Sage Software Manufacturing Solutions Highlights**

### Sage MAS 500 ERP

- \* Designed exclusively for large-sized mid-market businesses with 20 to over 1,000 employees in discrete, process, and mixed mode environments. For manufacturers with advanced processes, MAS 500 offers a robust series of applications that provide total control of the manufacturing environment.
- \* Sage MAS 500 ERP's end-to-end manufacturing applications let organizations take control of their production, gain insight into their true manufacturing costs, and plan and maintain their raw materials.

### Sage MAS 90 and 200 ERP

- \* Sage MAS 90 and 200 ERP manufacturing solutions give customers the ability to increase efficiency through all stages of the production lifecycle cycle.
- \* With bill of materials, work order processing, and material requirements planning businesses can take complete control of the manufacturing process. And when goods are finished, inventory management and sales order provide seamless distribution integration.

### Sage PFW ERP manufacturing (Process Manufacturing)

- \* Designed especially for the small to mid-sized company transacting business throughout the global marketplace, Sage PFW ERP is an award-winning financial and process manufacturing solution.
- \* Sage PFW meets the complex challenges that transcontinental accounting and manufacturing present. Combining a powerful yet user-friendly interface and a web-enabled open architecture, Sage PFW is as functional as it is easy to use.
- \* Sage PFW features a full suite of process manufacturing applications built-in which are ideally suited for process manufacturers in the paints and coatings, specialty chemical, consumer packaged goods, foods, and nutraceutical industries.
- \* Worldwide, process manufacturers use our solution to manage nearly every aspect of their operations. From research and development, formula management to MRP, MSDS, and production, Sage PFW improves efficiency and unifies processes within even the most complex manufacturing environments.

# About Sage Software

---

- \* Globally, Sage PFW is the most widely used PC-based process manufacturing software solution in the world. Thousands of mid-range process manufacturers in over 40 countries gain leverage with Sage PFW.

## Sage Pro ERP

- \* Available in two editions with a full suite of manufacturing and accounting modules, Sage Pro is ideally equipped to meet small to mid-sized business demands.
- \* Real-time processing makes business information, from Sales to Receivables and Payables to Inventory, available where and when it is needed.
- \* Written in Microsoft Visual Fox Pro and integrated with Microsoft SQL server, Sage Pro delivers the stability and power thriving businesses demand.