

Solutions for the Midmarket

it.manufacturing for the industrial machinery and components industry
Engineered for your success.



itelligence

it.manufacturing raises quality and reduces costs.

Those who want to deliver quality at the end must establish quality at the start.

» We had the usual perceptions of SAP: too big, too complex and too expensive. What won us over was itelligence's approach to the midmarket and its pre-configured solution that makes for a manageable, rapid implementation. «

Steve Demko, Chief Financial Officer, Hunter Manufacturing Company

The conflicting challenges facing executives of midmarket manufacturing firms seem insurmountable at times. How can you effectively enable your organization to expand revenue channels, leverage proven lean manufacturing concepts, maximize supply chain partners, manufacturing consolidation, incorporate acquisitions, expedite new product development and comply with rapidly evolving regulatory guidelines? All while contemplating next year's budget that requires your organization to increase revenue, reduce costs and deliver increased margin. At itelligence, we help midmarket companies profitably and prudently satisfy these requirements with a real-world solution aligned with the realities of your human and capital resources.

To this end, itelligence introduces it.manufacturing, a comprehensive, qualified SAP Business All-in-One solution for midmarket companies in the industrial machinery and components sector. it.manufacturing provides a progressive technology platform that seamlessly integrates your organization's industry-specific business processes both within your enterprise and across the supply chain.

This solution was designed with usability in mind and deployed with an emphasis on

equipping your personnel to use it—not configure it. itelligence has not only incorporated the configuration necessary to rapidly deploy proven and clearly documented best practice process models, but we also have incorporated the necessary components of training, data migration tools, testing scripts and practical end-user procedures. Our methodology ensures that your organization will be engaged in hands-on learning from the first week of the project through go-live.

it.manufacturing offers real-world solutions to these real-world challenges:

Visibility Throughout the Supply Chain

The key to lowering costs and increasing profitability resides in a manufacturer's ability to focus on what they do well, while outsourcing non-strategic operations to supply chain partners. The challenge is that most legacy systems don't offer clear visibility across a complex partner network, and, as a result, create inefficiency, excess inventory and higher costs.

it.manufacturing provides companies visibility of supply chain inventory and capacity, which dramatically improves planning, communication and execution, and reduces costs across the partner network. it.manufacturing also maximizes efficiency and flexibility within the enterprise by supporting make-to-stock, make-to-order and engineer-to-order fulfillment processes, as well as diverse manufacturing methods, including projects, discrete orders, repetitive run schedules and Kanban.

Revenue Growth from Technical Services

Many machine and component manufacturers are increasing revenue through value-added technical

Everything is set for the future. Process-optimized production without interruptions





Communication has become the most important raw material in manufacturing.

support services. Unfortunately, the true potential of this revenue stream is constrained by the limitations of island legacy systems. The systems fail to leverage company assets due to the lack of integration with the rest of the enterprise in the areas of financials, procurement, inventory management, customer returns and human resources.

it.manufacturing integrates technical services as part of a holistic customer support framework that provides visibility to customer activity across sales, operations and services. The solution maximizes available enterprise assets and leverages repeatable materials management, financials and human resources support processes. it.manufacturing enables technical services to become a strategic component in the value equation of your customers, and provides key differentiation for your organization in the competitive landscape.

Engineering and Manufacturing Alignment

If providing cost-effective and superior products with consistent quality at a price the market accepts and the margin owners and investors demand is the end goal, shouldn't the means be equally straight forward? Not if your legacy design and manufacturing environments erect functional silos that inhibit critical communication and coordination between the team members that are charged to reach the goal.

The it.manufacturing solution enables electronic visibility of engineering activity across the enterprise to ensure that accounting, procurement, quality and manufacturing are active participants in the evaluation and implementation of engineering change initiatives. it.manufacturing provides the integrated toolset necessary to fully evaluate the

Key Capabilities:

- Make-to-Order, Make-to-Stock, Assemble-to-Order and Project-Centric Engineer-to-Order fulfillment methods
- Product configuration to support variable product features and options with seamless integration throughout the sales, manufacturing, procurement and delivery processes to ensure customer needs are satisfied
- Engineering change management
- Multiple manufacturing planning and execution methods, including projects, discrete orders, repetitive run schedules and Kanban
- Management of serialized inventory
- Full-feature technical service support with integrated case management, service contracts, dispatching, service parts management, service confirmations and billing
- Scalable and open technical landscape that enables integration with technology tools (Web, EDI, data collection, mobile devices and other).

cost, schedule and customer impact of every impending change across the order fulfillment cycle.

Regulatory Compliance & Evolving Technology Standards

We understand that you are not in the business of satisfying the latest regulatory guidelines or retrofitting your applications to support the latest industry technology standard. We know that your resources are too valuable, your order fulfillment cycle is too short, and your margins are too narrow to invest additional resources to stay abreast of the changes in this evolving business climate.

The it.manufacturing solution enables your enterprise to focus on designing, marketing, selling, producing and distributing quality products by providing a solution landscape that satisfies the evolving demands of regulatory bodies and large supply chain partners.

Our experience shows that every industry has its own specific IT requirements, owing to their different processes. This is why at itelligence, IT and industry specialists work in close collaboration to produce your solution.

itelligence's SAP Business All-in-One industry solutions are preconfigured for the typical business processes of a specific industry, thus enabling costs and implementation times, in particular, to be radically reduced. Other benefits include almost unlimited scalability and a high level of flexibility, as well as increased productivity and cost control.

SAP Competence for Midmarket Businesses

itelligence, Inc., is an international full service solution and consulting company with a global presence in 17 countries. itelligence provides a broad range of consulting and customer support services to maximize SAP solutions, including implementations, application support, outsourcing and education. itelligence is a gold-level SAP channel partner authorized to resell SAP Business

All-in-One solutions. itelligence is one of only 19 SAP global services partners and one of only 12 SAP global hosting partners.

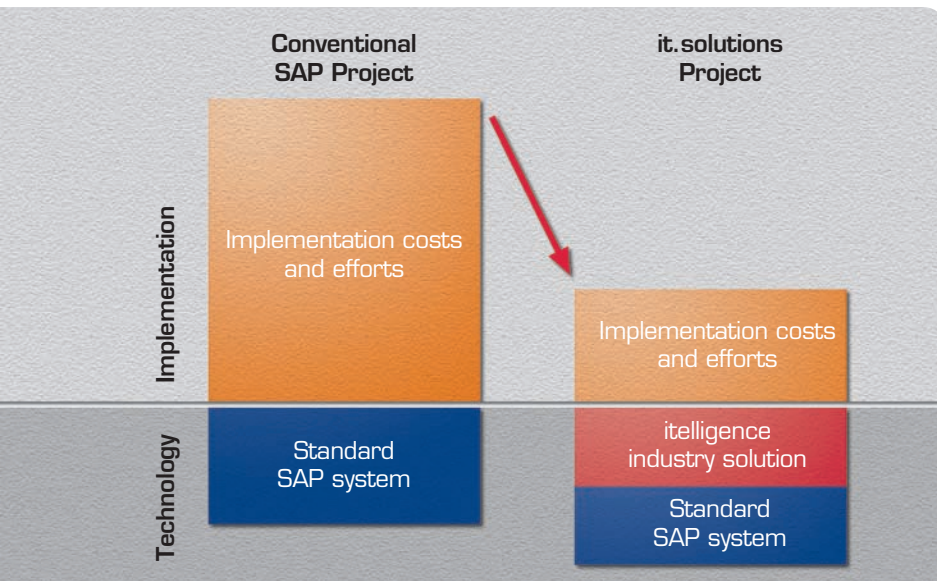
Midmarket Businesses in the Spotlight

itelligence has developed and successfully implemented most of the SAP certified SAP Business All-in-One industry solutions worldwide. To enable us to provide consulting and solutions that create added value and are oriented toward the future, we have invested in professional industry knowledge.

Top-level IT Outsourcing

As a certified SAP outsourcing partner, SAP tests the five itelligence data centers in Germany, Switzerland, the United States and Poland annually to check the security and quality of their organization and processes. The centers are ISO 9001 certified.

You can find more information and an extensive list of references at www.itelligence.info



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