



# ELECTRONIC COMPONENTS AND CABLES

## TODAY'S CHALLENGES

Manufacturers of electronic components and cables face disruptions today that will transform their daily operations.

With increasing demands for product tailoring and unique offerings, manufacturers are under pressure to deliver greater value to customers via customization. This requirement drives a mix of moderate volume production runs of customer-specific items and catalog items for the general market. The result is more complex planning and execution of regular changeovers, requiring efficient

and effective management of every aspect of the manufacturing enterprise.

Increasingly, products must meet and be delivered to exact customer specifications while optimizing the use of expensive raw materials. Customers also expect deeper traceability of material usage data and as-built process knowledge.

Global electronic connectors and cable manufacturers need timely and accurate insight into plant operational status to optimize management of raw materials and finished goods.

## FUTURE TRENDS

To enable continuous change, digital transformation will become a strategic initiative and will include the elimination of spreadsheet-based practices and other manual efforts. It will also include the adoption of advanced technologies and the improvement of planning and forecasting,

potential issues and deliver high-quality data using data lake repositories. Machine learning will be applied to rich information accessible from data lakes to enable customer experience insights and deliver competitive advantages.

Advanced technologies will deliver the benefits necessary for an adaptive manufacturing enterprise and its associated demand planning through faster time to knowledge and ultimately better decision making.

IoT will increase access to real-time status of manufacturing progress, provide early warning of

## IMPERATIVES FOR KEY DECISION MAKERS

Successful COOs will bring IoT and other advanced technologies to the shop floor to improve quality and delivery. They will need to bridge the IT/OT integration gap through innovative approaches and respond to the barrage of demand for new product variety.

CEOs need to ensure their company is agile enough to execute rapidly on key decisions, which will impact people, processes, practices, partners and solutions. The CEO will continually need to balance cost, innovation, risk and investment.

CIOs need to move from old, unsustainable, insecure systems with customized and often fragile integration to agile solutions. The IT organization needs to rapidly adapt to the company's changing business model, to consolidation and to the turbulent external environment.

The VP of Supply Chain has become a strategic role as the customer mix includes both direct serve OEMs and distribution networks of commodity materials.



## HOW CAN QAD HELP?

QAD has been a trusted solution partner to electronic components and cable manufacturers for decades. QAD offers modular solutions that allow manufacturers to selectively apply financial, planning and operations capability to best support their needs.

QAD Adaptive ERP is designed on industry best practices and provides a comprehensive yet flexible solution for global manufacturers. QAD customers are able to rapidly support their unique needs and deploy to multi-site entity structures.

QAD has been delivering ERP to multinational manufacturers since 2007. QAD Adaptive ERP running on the QAD Cloud is a proven solution that is

easy to implement, manage and upgrade, freeing up resources for strategic initiatives.

The QAD Enterprise Platform, the application platform for QAD Adaptive ERP, simplifies the adoption of advanced technologies needed for ongoing digital transformation efforts. The platform simplifies extending QAD Adaptive ERP through low/no code techniques and supports integration to related systems through standard APIs.

For more information on how **QAD Adaptive ERP** can help your company, please contact QAD at +1-805-566-6100 or email [info@qad.com](mailto:info@qad.com).



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