



# INDUSTRIAL EQUIPMENT

## TODAY'S CHALLENGES

Manufacturers of industrial equipment are facing disruptions today that will transform their daily operations.

With increasing demand for product tailoring and unique offerings, manufacturers are under pressure to deliver greater value to customers via customization. This requires efficient and effective management of every aspect of the manufacturing enterprise.

Customers also expect deeper traceability of component usage to meet end user requirements,

to minimize recalls and to provide a foundation for continuous process improvement.

Cost pressures and an expectation of immediate availability have put pressure on the entire supply chain. Fluctuating demand leads to significant challenges in managing the internal supply chain, such as coordinating the extended vendor ecosystem, controlling costs, ensuring quality, supporting demand for aftermarket parts, tracking production and optimizing inventory levels.

## FUTURE TRENDS

To enable continuous change, digital transformation will become a strategic initiative and will include the elimination of manual efforts and spreadsheet-based practices. The adoption of new technologies will lead to the improvement of planning and forecasting.

IoT will make available real-time status of manufacturing progress, provide early warning of potential issues and deliver high-quality data using data lake repositories. IoT will also provide insight

across the entire supply chain through the in-place monitoring of smart industrial products. Machine learning can be applied to rich information from data lakes to enable real-time insights and deliver competitive advantages.

Increasingly, technologies will integrate with the workforce to support customized assembly and operational insight. This will result in faster time to knowledge and ultimately, better decision making.

## IMPERATIVES FOR KEY DECISION MAKERS

Successful industrial equipment manufacturing COOs will bring IoT and other advanced technologies to the shop floor and warehouse operations to improve quality and delivery. They will also focus on bridging the IT/OT gap through innovative integration methods to help respond to demand for new product variety.

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

CIOs will 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 their company's changing business model, to consolidation and to the turbulent external environment.

The VP of Supply Chain has become a strategic role. Inventory is being forced out at each step, mandating better planning and management of in-process materials and finished goods.



## HOW CAN QAD HELP?

QAD has been a trusted solution partner to industrial equipment manufacturers for decades. QAD solutions allow manufacturers to selectively apply financial, planning and operations capabilities to best support their needs.

QAD Adaptive ERP is designed around industry best practices and provides a comprehensive yet flexible solution for global manufacturers. QAD customers are able to support their unique needs and rapidly deploy solutions to multiple sites.

QAD has been delivering ERP solutions to multinational manufacturers since 2007. QAD Adaptive ERP running on the QAD Cloud is proven and easy to implement, manage and upgrade, freeing up resources for strategic initiatives.

QAD Enterprise Platform, the application platform for QAD Adaptive ERP, simplifies the adoption of advanced technologies for equipment manufacturers to support digital transformation. The platform makes it easy to extend 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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