# INDUSTRIAL PRODUCTS

## QAD SOLUTIONS ARE BUILT FOR INDUSTRIAL MANUFACTURERS, BUILT FOR YOU

Though industrial manufacturers build a highly diverse range of products, most face similar challenges. For example, industrial manufacturers run a constant competitive race to develop and launch new products, but their need to shorten concept to market exerts extra pressure on global supply chains. Industrial manufacturers also deal with fluctuating demand through contract manufacturers who help fill peaks. Contract manufacturing, however, comes with the challenges of controlling product costs, ensuring consistency with the supply chain and tracking production and inventory.

In terms of customer demand, "one-size-fits-all" has gone out of style. Manufacturers must respond with more configure-to-order, make-to-order and assemble-to-order production than in the past. The more customized manufacturing process makes it more difficult to streamline order processes, from order entry and manufacturing through to after-sales support.

To be a successful industrial manufacturer in these challenging times, it is critical that you have a truly effective enterprise resource planning (ERP) solution — one that grows and adapts to changing business requirements. QAD Cloud ERP and QAD Enterprise Applications for on premise deployments are built for industrial manufacturers.

**QAD**

## BUILT ON A STRONG FOUNDATION

With over 1,100 industrial manufacturing sites live in over 66 countries, QAD has a proven record of providing effective ERP solutions across the industry. QAD works with key industry organizations such as APICS to ensure our software stays current with the latest thinking, and QAD actively works with customers in a number of development and industry groups. Learning from these initiatives, QAD builds its solution to include the best processes and features to help industrial manufacturers readily adapt to the production, delivery, financial and supply chain management needs of today's global marketplace.

## BUILT WITH A CLEAR FOCUS

### Focus on Shortening Time to Market

QAD Enterprise Applications helps industrial manufacturers turn innovations into market share with an integrated ERP solution that addresses all the processes needed to minimize time to market. QAD Configurator reduces the burden on engineering by helping manufacturers to customize and personalize products for each customer order, secure that the resulting configured products will work, without requiring engineering to review each configuration. The cloud-deployed QAD Supplier Portal ensures that your supply chain can respond to your forecasts and real-time demand changes

### Focus on Quality

QAD Enterprise Applications provides you with a variety of tools to ensure quality across the value chain. It includes supplier performance metrics enabling you to monitor defect rates and other

test results. It also has processes for incoming material testing, recording in-process quality results, attaching test procedures and results to items or lots, and complete item tracking and tracing by lot or serial number.

With QAD you can integrate quality-related processes for your unique requirements. You control the definition of quality specifications, metrics, tolerances, sampling rules and patterns, and testing sequences. You can also track equipment defects, plan preventive maintenance and calibrations and develop replacement and spare parts processes.

### Focus on Contract Manufacturing

Contract manufacturing is growing in popularity because it enables industrial manufacturers to focus on core competencies, leverage global supply chains and meet uneven demand. Ensuring contract manufacturers act as your direct extensions, however, is essential in managing production and the supply chain.

Cloud solutions make sense in a shared manufacturing environment, and QAD Managed EDI and QAD Supplier Portal enable contract manufacturers to participate easily and directly in a manufacturer's supply chain, with trading partners and with distributors. QAD Consignment Inventory supports VMI (vendor managed inventory) and simplifies receiving and payables processing.

### Focus on Delivering Customer Unique Product Variations

QAD Customer Self Service's integration with QAD Configurator allows customers to configure products over the Web without CSR or engineering assistance. QAD Transportation Management System is a complete solution, supporting package shipments directly to customers regardless of the mode or destination. QAD TMS even creates international shipment documentation for you.

### Focus on Compliance

Complying with safety and environmental standards is the norm in industrial manufacturing today, and many manufacturers pursue certification from ISO or other standards bodies. QAD makes it easy for manufacturers to comply with standards like ISO (International Standards Organization), ROHS (Restriction on Hazardous Substance) and WEEE (Waste in Electrical and Electronic Equipment).

QAD QMS (Quality Management System) enables companies to configure quality processes as part of standard production to make it easy to meet international quality standards. You can incorporate test specs and standards directly into routings or item information,

and record the results of quality tests for each serial number or lot you produce. QAD Lean Manufacturing offers visual controls, and serialization enables palletizing any number of serialized or lot controlled items and transacting the entire pallet in a single transaction, even if the pallet includes multiple item numbers or lots.

## BUILT FOR THE CLOUD

Cloud-based ERP solutions are gaining in popularity, making it easier to deal with situations such as lack of local IT resources, the need for quick implementations, mergers and acquisitions or outsourcing and shared services scenarios.

QAD delivers a variety of solutions in the QAD Enterprise Cloud, including QAD Cloud Apps, QAD Cloud Services and the QAD Cloud Portal.

QAD Cloud ERP is the same software you get when you deploy QAD Enterprise Applications on premise — a functionally rich, fully tested, enterprise-strength application used by thousands of customers. You also get QAD's legendary customer support experience that has won QAD legions of devoted users.

QAD's subscription offerings in the QAD Enterprise Cloud provide you flexibility in managing your IT environment. You may choose a seamless blended deployment with some sites running on premise and some in the cloud.

For large industrial manufacturers, this flexible deployment model makes it straightforward for multiple sites to start up new operations or integrate with existing ERP sites.

Smaller industrial manufacturers also benefit from QAD Cloud ERP because it enables you to have a state-of-the-art ERP system without a large upfront capital investment. Planning for growth is easy because you know the cost to simplify budgeting, and you can add users with a single phone call. You get all the power and flexibility of QAD Enterprise Applications with the ease and simplicity of QAD Cloud ERP.

## QAD ENTERPRISE APPLICATIONS: A COMPLETE SUITE BUILT FOR INDUSTRIAL MANUFACTURING

QAD Cloud ERP and QAD Enterprise Applications for on premise deployments enable industrial manufacturers to effectively:

- Optimize processes across manufacturing, the supply chain and customer facing operations, with an emphasis on quality, cost and delivery while maintaining the desired level of operational performance.
- Support global growth and expansion.
- More rapidly meet ever-evolving compliance requirements.
- Access and analyze processes and data, with visibility to further tune operations and make rapid, fact-based business decisions.

- Deploy on QAD Cloud ERP or QAD Enterprise Applications on premise using proven implementation and migration services.
- Operate sites simultaneously in QAD Cloud ERP and on premise with a single view of transactions and information across all business entities.
- Configure products on the fly to match customer needs.
- Manage outsourced contract manufacturing easily and cost effectively.

To learn more about QAD Enterprise Applications, please visit www.qad.com.

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