





# Introduction

The worldwide industry is in flux. Growing competition, dynamic market conditions are adding uncertainties to the business. It is imperative for manufacturers to respond quickly and strategically. Those with dynamic access to the contextual information on demand, capacity, cost and supply will have the edge.

Our solution helps you streamline business processes and tighten links throughout the value chain. With our extensive solution, you will be able to enhance your core competencies and implement strategic initiatives faster, improve customer service and grow profits.

# The Need



Overcapacity, industry consolidation, globalization and the never-ending product commoditization are driving increased competition in this industry and pushing prices downwards. To sustain the global competition producers must find efficient ways to deliver value to customers.

## Overcapacity

Too many suppliers chasing too few customers - a fact of life in today's global business environment. Overcapacity spawns the market factors that make life difficult for the manufacturers. Price cutting, lower margins, higher inventories are all symptoms of an overcapacity.

The overcapacities are forcing producer to look for innovative business solutions which enhances the responsiveness of the supply chain, brings in visibility into inventory by dimensions, transforms available WIP inventory into sellable SKU, improves operational efficiency and control cost.

## Manage Inventory

Inventory - too little and you can't meet market surges; too much and you tie up valuable working capital. Inventory management is the continuing balance between planning for demand, meeting delivery requirements and maintaining balance sheet health.

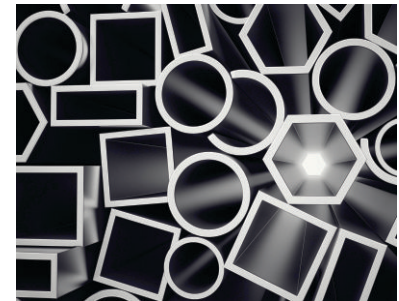
Inventory management needs a capable solution which improves the visibility into available inventory by Dimension in multiple unit of measurement.

## Control Cost

Controlling cost is synonym to, better inventory management, informed planning and controlled execution.

The solution you need should manage complexity of constraint based production and purchase planning. It should also be capable of tracking cost across the value chain.

The capability of the solution to manage this complexity of business will definitely add few dollars per ton to the profitability of organization.





## Globalization

In this dynamic business scenario of globalization, clients demand high quality products delivered in short lead times and still be cost effective.

To meet this challenge, manufacturers are expanding across continents; buying up assets; merging with competitors doing whatever is necessary to be close to the customers. Access to raw materials becomes essential. Inventory visibility is paramount. Logistics grows complex. Sourcing is critical.



Managing globalization is the key to success in a consolidating business world. Industry leaders are turning market challenges into strategies for competitive advantage. Inventory and cost reduction, customer loyalty and supply chain collaboration – all impediments that can be overcome to grow market share and improve ROA.

These strategies require robust solution which is scalable and designed for your needs.

## Streamline the Supply Chain

Effective supply chain management means real-time transparency to metrics of production, inventory, logistics, raw material, energy costs, productivity, quality and yield. The solution should bring in the necessary collaboration that optimizes performance for all supply chain partners.

Imagine the impact of managing a single value chain as one extended company.



# Designed for Industry



The solution delivers full-featured functionality, designed and proven around the requirements of the industry. It is a true Enterprise solution which ensures seamless integration between business processes such as CRM, Sales, Planning, Purchase, Warehousing, Manufacturing, Plant Maintenance, Transportation, After Sales Service, Engineering Change Management, Document management or Finance. It is also scalable to support the futuristic growth plans of the organization.

## The Solution for your needs

Our solution supports both batch metal production and operations, such as rolling, slitting, sheeting, coating etc.

It allows order processing capabilities embedded in a hybrid make to order/make to stock environment integrated with sophisticated allocation of inventory and production capacity.

## Design & Specification of product

The solution addresses the challenge of capturing multiple product specifications and properties as demanded by the customer. It also captures the actual values against the specified properties at the various stages of purchase, production and warehouse.

This functionality always keeps you aligned to the customer needs.

## Inventory control

A fundamental characteristic that differentiates this industry from other industries is the notion of multiple “Dimensions” and unit of measurements.

The solution allows you to specify customer suggested dimensions, acceptable tolerances at the time of order entry. As the solutions maintains inventory in multiple unit of measurements and Dimensions, it facilitates informed allocation of inventory against the demand.





# Value proposition



## Add dimensions to success

The solution is the broadest set of Micro-Vertical specific solution, designed on Source Open Architecture and built on the latest HTML5 compliant technology. It comes along with the internet based Social User Interface and powered by the exception based alerts, messages and tasks. Business Intelligence is an important component of this solution. It helps the industry to be more customer focused, reduce inventory, control costs and respond effectively to change. From design to delivery, the solution merges experience and knowledge and makes it available in a beautiful way.

## Experience the solution

The solution gets a completely enhanced look and feel that provides a consumer grade user experience, allowing you to more easily take advantage of expanded industry-specific capabilities.

- **Consumer Grade Experience**, that gives users a familiar, easy to use environment designed to increase productivity. Let employee easily find the information relevant to their jobs, even have data



delivered automatically to them.

- **Expanded Industry functionality**, in the area of wires and cables, you get a compelling, out of box solution for these market

verticals, allowing you to work more efficiently, achieve a very fast time to value and lower your overall cost of ownership. And there 's no need to worry about your existing functionality. All upgrade paths are preserved.

- **Integrated social networking**, with access to Infor Mingle, you get and innovative social collaboration platform that enables your employees to share data and processes from anywhere in the solution to quickly address business issues. By collaborating from within the solution, you will be able to “follow” people and objects,

share ideas with more experienced users, pull virtual groups together to solve problems more quickly, and get work done in ways you never thought possible.

- **SOA architecture** provides easy and unbreakable integration that enables you to expand your business solution as your requirements grow. With Alerts and event management the solution also brings critical business information to you so that you can manage the business from anywhere on a mobile device.

## Lower the cost, better the margin

With better visibility and balancing of demand and capacity, you'll be in a position to optimize costs for the inventory you need to meet real delivery schedules. And MPV pricing functionality helps you reduce risk further, by providing up to date information on the market value of the material you stock. You'll also be able to lower costs through more efficient production management, which can result in less waste of expensive raw materials.



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## More agility, better collaboration

The solution gives you the ability to improve collaboration with your customer and supplier. You can respond to the customer needs by achieving new levels of co-operation throughout the supply chain. These collaboration strategies can bring a considerable reduction in inventory, transaction costs and lead time to supply. The solution helps improve the supply chain responsiveness required to sustain the pressure of decreasing product lifecycles.

Be connected, stay tuned and enjoy the business....

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