

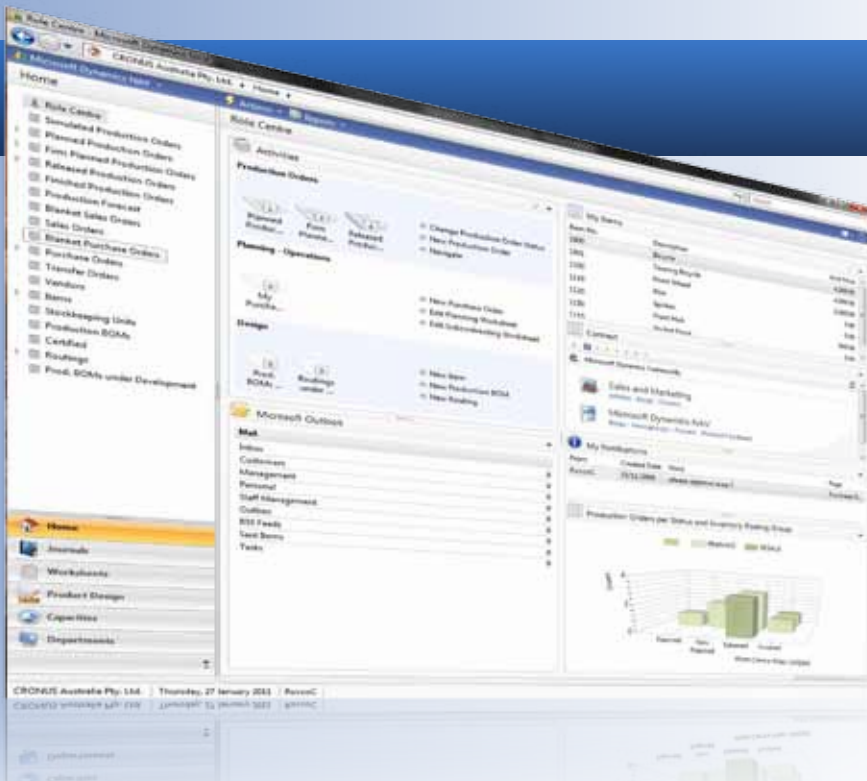
Hands-on Systems



Your business system:

Industrial Goods

Industrial Goods



With increasingly complex customer demands and variable margins due to foreign exchange fluctuations, industrial goods manufacturing businesses need to be able to design and deliver high quality products more cost effectively than ever before to retain their competitive edge.

Market leading industrial goods companies must be able to deliver more to their customers than just a finished product. They must deliver end products that fulfil their customers' needs as well as providing ongoing services following product delivery.

This includes services to assist with their customers' asset maintenance, as well as assurance of each asset's continued high performance. To achieve this requires an agile organisation and a business management system that empowers employees to manage project processes, from quotation to production to delivery, with the highest possible levels of efficiency and effectiveness.

Today's industrial goods manufacturers and distributors face a number of key challenges including:

- The need to respond to fluctuating demand patterns from customers and manufacturers.
- Increasingly complex legislation and environmental regulation
- Profit margin contraction due to increased global demand for steel, aluminium and other materials.
- Maintaining a robust cash flow position



How Technology Can Streamline Processes in the Industrial Goods Industry

With an extensive understanding and experience of business issues impacting the industrial goods industry, Hands-on Systems provides end-to-end Microsoft Business Solutions to support clients' business processes, controls and decision making.

Combining the market-leading Microsoft Dynamics™ ERP system as a platform, with extensive practical industry experience, Hands-on Systems can assist businesses by providing an integrated, adaptable business management solution that can help optimise production, distribution, profitability and organisational growth.

“With the integrated functionality offered by Microsoft Dynamics ERP, Bambach Wires & Cables has been able to streamline business processes and also reduce costs and the overall number of staff required to run certain processes in accounting, production planning and in the factory ”

– Managing Director Bambach Wires and Cables



Solution for Manufacturers

Microsoft Dynamics ERP for industrial goods manufacturers can help businesses respond rapidly to customer requests for product configurations and quotations. Multiple planning options and tracking, facilitate product variations and last-minute changes to give customers what they want, when they want it.

Microsoft Dynamics ERP allows planning from the sales order, production order, purchase requisition, or by traditional MPS/MRP planning methods. Purchase planners are also able to easily recognise how to adjust supplier delivery schedules to take advantage of new revenue opportunities.

With Hands-on Systems expertise, Microsoft Dynamics ERP can assist in:

- Allowing secure real-time access to corporate data, providing valuable business insights and the ability to make the right business decisions for day-to-day operations as well as long-term business strategy
- Tracking labour and material costs and analysing variances
- Managing subcontracting, taking into account service level agreements with customers and supplier contracts
- Reacting to and complying with proposed emission trading schemes
- Managing revisions of BOM, requisitions and MRP planning with CAD/CAM integration.
- Meeting service level agreements with customers more effectively, through service contract and service component planning.

“Through integration with manufacturing, including Bill of Materials, MRP and Make or Buy decision planning, we were able to extract valuable information from our system to bring real benefits to our business in terms of productivity and access to business insights for management decision making. Microsoft Dynamics ERP met and exceeded our expectations”.

– Tulio Zarlenga, Engineering Manager Aqua Cool Towers Pty Ltd.

Solutions for Distributors

Microsoft Dynamics ERP for industrial goods distributors can assist with stock control, optimisation of import scheduling to reduce landed cost and deliver stock on time with comprehensive shipment planning.

With Hands-on Systems expertise, Microsoft Dynamics ERP can help:

- Select the optimal warehouse strategy by having the appropriate levels of control in place.
- Manage the purchasing process including risk management for fraud and theft.
- Optimised profits by allowing precise landed cost assignment with different apportionment methods.
- Reduce errors and control warehouse flows in receiving, put-away, pick and shipment of stock through RF and RFID integration with scanning devices.

Familiar tools mean minimal training

By using proven Microsoft solutions, staff can use the Microsoft Dynamics ERP solution with a high degree of confidence. The interface design and functionality works just like the productivity tools staff use everyday such as Microsoft Outlook, Word and Excel. This results in ease of use, seamless integration and maximisation of return on investment in existing Microsoft applications and operating systems

Get in touch

Hands-on Systems has delivered mid-market business management solutions for over 25 years, with many successful industry implementations.

To discuss how we can help streamline your organisation please call us on **(02) 9922 6400** or email **sales@handson.com.au** or visit us online at **www.handson.com.au**

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ERP Partner of the Year