

# Enhanced Benefits with AX 2012 ERP from Streamline Systems



Microsoft released Dynamics AX 2012 on August 1, 2011 and established a generational shift in powerfully simple ERP (enterprise resource planning) solutions. Streamline Systems understands equipment builders of all types (engineer to order (ETO), configure to order (CTO) discrete or hybrid, mixed mode) and provides technology solutions, helping manufacturers to optimize their business process.



**Making Manufacturers more competitive since 1994**

Streamline Systems has taken a closer look at AX 2012 to highlight these benefits for equipment builders seeking operational excellence and business improvement.

## **Equipment builders face these distinct challenges:**

- Project Manufacturing and Accounting
- Complex Quoting and Estimating
- Unique one-of-a kind products built to customer specifications
- Hybrid, mixed mode products (ETO, CTO, MTO, MTS)
- Installation and Service
- Spare or Aftermarkets Parts Sales
- Global, multi-company and/or multi-site production and distribution
- Subcontract, OEM and complex supply chains

## Enterprise Level Features

Highlights of the Enterprise level features that enhance employee productivity, reduce errors and user fatigue, and deliver timely, meaningful business intelligence in one Role-Tailored Workspace.

- Consolidate role-specific information, workflow, reports, task lists, links and KPIs (key performance indicators) on a single easily-customized Role Center to enable fast, convenient review and action; available whether using the Windows client or a web browser.
- Improve productivity with enhancements to the RoleTailored user interface such as FactBoxes, Fast Tabs, and Review Panes that allow data views from multiple sources without leaving the current form. Also permits highlighting relevant items, multitasking, and visualizing information in useful new ways, reducing accidental data changing.

The screenshot displays the MS Dynamics 2012 Role Center interface. The main content area is titled "Role center" and features several key components:

- CFO profitability analysis:** A table comparing indicators against goals and actuals.
- Sales in the past periods chart:** A bar chart showing sales trends over several periods.
- Top customers by YTD sales:** A list of customers with their respective sales amounts.
- My reports:** A section for managing reports, including "Application status by project".
- My links:** A section for managing links, including "Collections".
- Working Capital:** A section showing 61 twitter mentions and related business terms.

The interface also includes a left-hand navigation pane with "Home" and "Favorites" sections, and a top navigation bar with "File" and "Search" options.

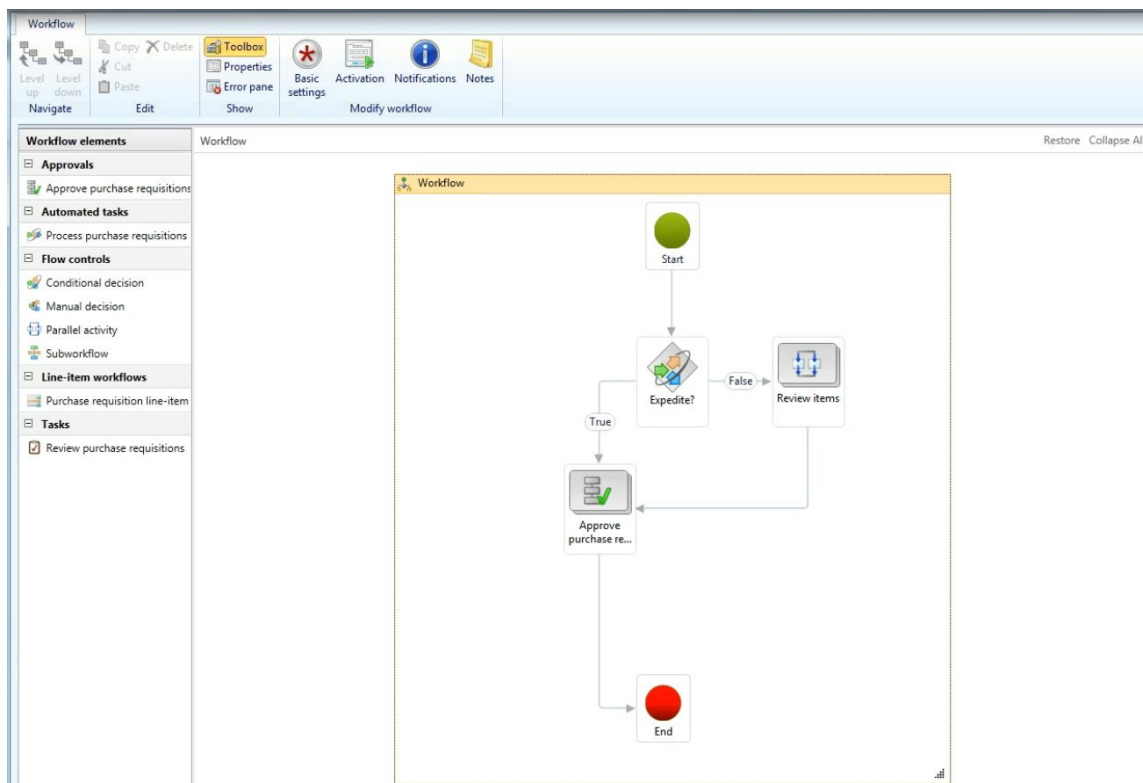
Indicator	Goal	Actual	Trend	Status
Revenue	91,350	100,500	↑	●
Expenses	46,755	61,232	↓	●
Cost of goods sold	48,724	59,982	↓	●
Gross profit	39,673	40,518	↑	●
Gross profit margin	0.46	0.40	↓	●
Net income	39,673	39,268	↑	●

Customer name	YTD sales amount
Sunset Wholesales	53,125.0
Grape Conference Center	16,800.0
Birch Company	15,000.0
River Hotel	12,000.0
Contoso Retail Boston	8,475.0

**MS Dynamics 2012 Role Center**

## Features (cont.)

- Microsoft Office add-ins, enable the use of Microsoft Word to build templates and documents that combine structured and unstructured information from Microsoft Dynamics AX. Use Excel and Word add-ins to view, analyze, and update information in Microsoft Dynamics AX. Bidirectional interoperability enables users to access and refresh data in Microsoft Dynamics AX without leaving Excel and Word.
- Use the Employee Portal and workflow tools to enforce spending and approval policies at a more granular level; enable employee self-service for performance goal management.
- Microsoft Dynamics AX production reports combine the power of SQL Server Reporting Services with the simplicity and flexibility of Microsoft Dynamics AX. Instantly identify and take action on business process issues using new cubes for workflow and environmental sustainability. Track history and current status, as well as generate performance analysis reports. Easily implement, configure, and customize prebuilt data cubes using a wizard-driven UI, which helps deploy prebuilt business intelligence solutions, when setting up Microsoft Dynamics AX 2012.



*MS Dynamics 2012 Workflow Designer*

## Enhanced features of AX 2012 highlighting benefits for equipment builders

- According to industry experts at Streamline Systems

### Engineering and Product Management enhancements

The new constraint-based Product Configurator efficiently creates, maintains, allows equipment builders to reuse product models, components, and attributes.

- The benefit for ETO and CTO companies is the elimination of thousands of hours of data entry, reduction to virtually zero of order entry and quoting errors; the ability to deliver complex product configurations to customer without advanced programming tools.

Product information management: create and maintain product definitions and master definitions for sets of products across the entire organization, and share across companies to maintain centralized product repository control.

- This benefits companies, especially multi-company/site organizations, with a single master data source and single access or control point to help eliminate redundancy and errors.

The screenshot displays the 'Constraint-based product configuration model details' window for 'Car Speaker Set'. The interface includes a menu bar with options like 'File', 'Model', 'Product configuration model', 'Duplicate', 'Versions', 'User interface', 'Configuration templates', 'Components', 'Table constraints', 'Attribute types', 'Translation', 'Test', 'Validate', 'Export product model', and 'Import product model'. The main area is divided into several sections:

- General:** Name: Car Speaker Set Rear, Description: Customizable Car Speaker Set Rear.
- Attributes:** A table listing attributes for the speaker set.
- Constraints:** A section for defining constraints.
- Subcomponents:** A section for defining subcomponents.
- User requirements:** A section for defining user requirements.
- BOM lines:** A table listing BOM lines for the speaker set.
- Route operations:** A section for defining route operations.

Name	Solver name	Description	Attribute type	Set default	Default value	Mandatory	Condition
Color	color	Color of the speakers	CarSpeakerColor	<input type="checkbox"/>		<input type="checkbox"/>	
Type	type	Type of the speaker	CarSpeakerTypeRear	<input type="checkbox"/>		<input checked="" type="checkbox"/>	
Left speaker	leftSpeake...	Left speaker item id	CarSpeakerRearLeftItem	<input type="checkbox"/>		<input type="checkbox"/>	
Right speaker	rightSpeake...	Right speaker item id	CarSpeakerRearRightItem	<input type="checkbox"/>		<input type="checkbox"/>	

Name	Description	Condition	Item number
Left speaker	Include this bom line if a ty...	UnequalType, 'none'	Left speaker
Right speaker	Include this bom line if a ty...	UnequalType, 'none'	Right speaker

### MS Dynamics 2012 Product Configurator Workspace

## Technical Sales and Program Management enhancements

**Strengthen proposal management, project quotation, and project budget control with complex work breakdown structures, milestone definitions, task assignments, and deliverable specification.**

- **Benefits from better program management tools that enhance project visibility, by reducing the overhead associated with maintaining multiple databases and spreadsheets. Staff can focus on optimizing the project, not managing the data.**

**Take advantage of Workspace Collaboration in Microsoft SharePoint Server to increase project collaboration and foster application of best practice service-delivery methodologies.**

- **The benefits from collaborative interactively increases the speed in which critical information is shared, eliminates “blind-spots” that can directly impact project delivery or completion, and ensures that everyone is working from the same “playbook”.**

**Easily convert quotations to sales orders and enhanced Sales order processes that allow users to place orders in a more productive manner; allowing faster order entry by limiting the amount of information to be entered.**

- **The benefits of having the same information pass through the entire process, errors are eliminated; time-wasting steps are purged from the process. This results directly in more accurate translation of requirements and improved customer service**

**Efficiently open, assign, resolve, and follow up customer service, collections, and similar issues using new case management capabilities.**

- **There are significant benefits delivered to the equipment builders with this new feature; the ability to provide excellent customer service is achieved throughout the life cycle of a product; provides early warning of equipment design or performance problems and enables the organization to respond quickly and effectively.**

## Supply Chain Enhancements

Establish a centralized procurement desk capability across the organization to support procurement policies and processes.

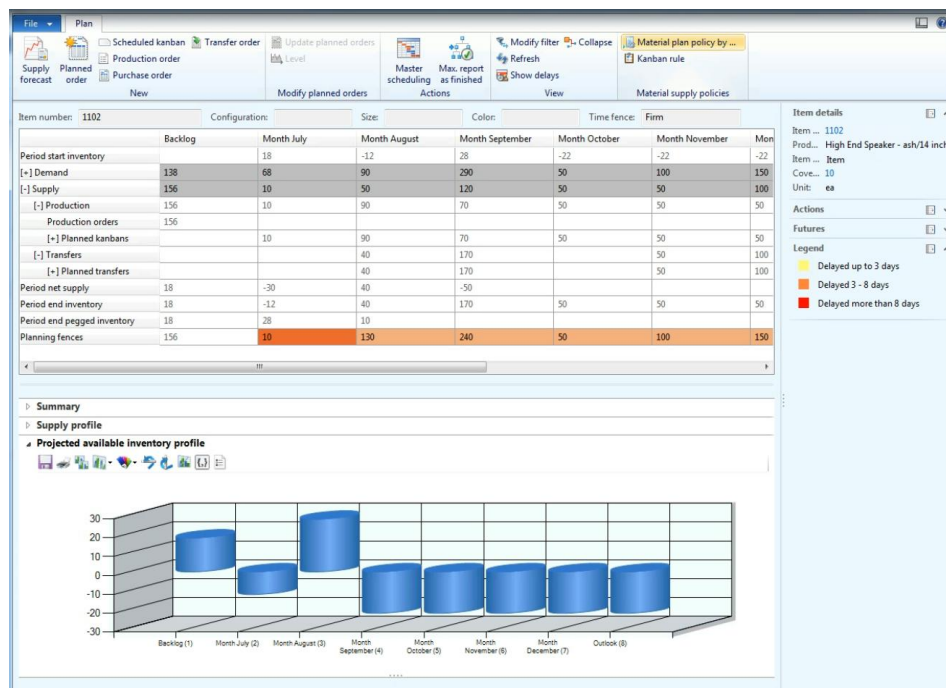
- The ability to consolidate your buying power across the enterprise delivers lower overall material cost and improved availability and quality.

Support greater quality management with a new inventory-blocking feature that works manually or automated. Greater flexibility and granularity in quality order specification results.

- The automation of quality tasks assures more comprehensive quality control, eliminates wasteful steps and lost time, tracking quality personnel to approve materials for production.

Improve supply chain planning capabilities across the organization, using new views that display all intercompany supply and demand. Planned intercompany demand is visible for upstream companies within the organization, and can be considered in master planning.

- Larger organizations with diverse and widespread operations experience significant benefits from increased visibility across the supply chain. Consolidated, bucketed views, means planners see the whole story; increasing and improving decision-making processes.



MS Dynamics 2012 Supply Chain Viewer

## Production and Shop Floor Enhancements

**Take advantage of a new operations resource model; efficiently use resources at multiple locations.**

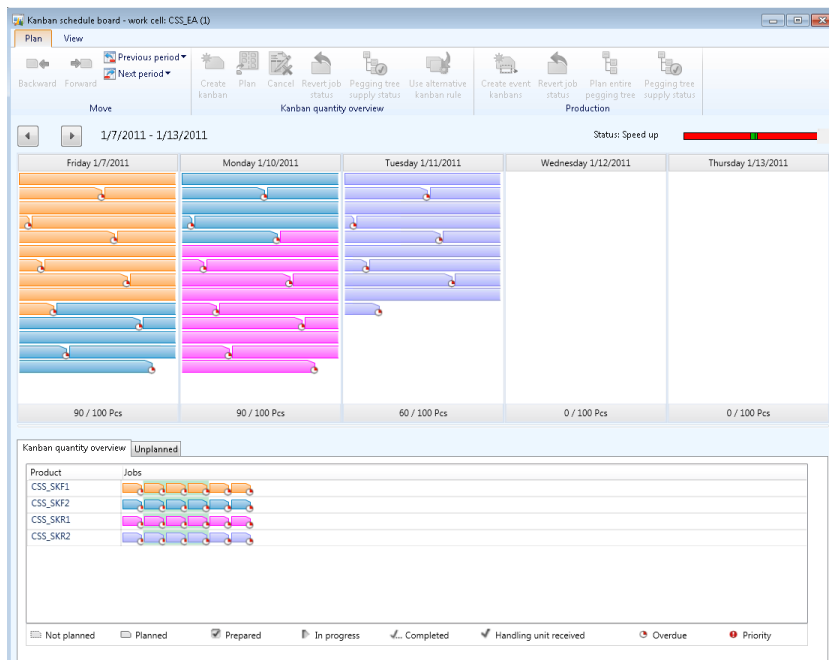
- **One obvious benefit for the shop floor is the ability to filter who works on what machine or product, based on certifications or work capabilities. This will improve quality and reduce cost of rework or scrap.**

**Shop floor workers use the touch-enabled job registration form to register time and quantities produced; this functionality allows shop floor supervisors to prioritize jobs and perform actions such as start/stop jobs.**

- **A big challenge for every shop is getting the workforce to register time and quantity accurately and on a timely basis. By providing more intuitive, easy to use touch screens, workers get back to work more quickly and can focus on production, not paperwork.**

**Improve your Lean manufacturing processes with support for Kanban and Demand Scheduling. Automatically resize Kanbans and generate work schedules directly from Sales Orders. Get enhanced visual capabilities and tie all your transactions directly to your financials.**

- **The biggest benefit is the ability to enhance your existing lean initiatives while gaining the automation and visibility that technology can provide.**



**MS Dynamics 2012 Visual Kanban Cards**

With all these improved functionalities, Microsoft Dynamics AX 2012 is the right solution for equipment builders today and into the future. Streamline Systems employs all the benefits of Microsoft's latest technology and features to optimize the manufacturing organization, especially companies competing in the global marketplace.



**Making Manufacturers more competitive since 1994**

*Interested in exploring AX 2012? Contact Larry Cohn at 720-200-0139*