

Manufacturing a big
advantage



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When it comes to manufacturing there's one sure thing, everything is changing.

Consumers are now in charge – driving what you produce and how it is delivered. Which means working smoothly and effortlessly inside your company. And outside, with suppliers who are as likely to be halfway around the world as next door. So you can please everyone, except the competition: your customers, people, partners and even regulators.

Imagine if you had the means to do all this.



Are you in the right half?

You are already. All that's needed is to tap into the way you produce your goods – with a Manufacturing Enterprise System (MES).

Then your profits can grow four times faster than rivals who haven't realized what they are missing*. And you'll be like the 'best-in-class' companies in an Aberdeen Group study, who nearly all had MES compared to just over half of other companies.

Go further and link your manufacturing systems with Enterprise Resource Planning (ERP) and you gain even more.

Using IT to help you make things faster and better means:

Work is automated – from order-to-cash – so there are fewer mistakes and lower employee costs.

Everything happens quicker – from turning over the stock you have to getting a return on your assets and doing more with them.

You move with the market – so you're not always playing catch up.

Everyone can see what's happening – all along the supply chain and throughout the product lifecycle – so it's easier to plan and **work** together and keep the regulators happy.



Services portfolio to support your key success

Effectively implementing change to your manufacturing organization and supporting information systems requires well thought-out modifications and effective implementation. Logica's services portfolio supports your key success factors in all four steps in the change cycle.

Vision

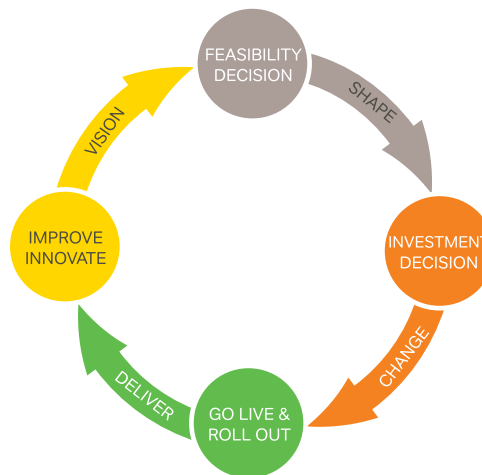
To build your vision and assess the feasibility of investing in MES, you need to:

- Build a shared vision to mobilise your organisation
- Find out where the major opportunities are
- Develop a sound benefits case relating high level financials with operational improvements

Shape

To build your investment proposal, you need to:

- Align your manufacturing and supply chain process, KPI's work and information flows
- Specify your information landscape and applications
- Evaluate what is the best software for you to use
- Develop your project portfolio and plan the program execution



Deliver

To cash the benefit of your investment you need to:

- Motivate, measure and manage your improvement to drive manufacturing excellence
- Satisfy your people's needs in application utilisation
- Safeguard regulatory compliance

Change

For successful implementation and adoption by your people you need to:

- Execute and manage software development
- Efficiently test for performance
- Make users familiar and ready to adopt
- Roll-out software across your plants and supply chains

Logica's services package covers all your required success factors

Why work with us?

Our history – and future – is deeply linked with MES.

We have the know-how to help you realize the benefits of MES, quickly and cost effectively. Our skills, developed internationally applied locally, are on show at our MES Centre of Excellence in the Netherlands.

We lead the way. In technologies old and new. In the industry, where we drive the growth of bodies like MESA in Europe. In our annual survey, which is the perfect guide to picking the best MES for you.

We support you every step of the way:

- **Benchmark** – identify compelling performance improvement options to support your business strategy
- **Establish Commitment** - create common understanding of the main factors holding back your manufacturing performance and establish support for change
- **Discover the Benefits** – focus on key business issues in your manufacturing domain and see how to profit from MES
- **Construct Transparency** - make business architecture explicit and thereby transferable across staff and suppliers to enable end-to-end business scenario development
- **Refine your Performance Framework** - identify the indicators which secure improvement of your production and correlate to improved business performance
- **Create the Blueprint** – create end-to-end scenarios that ensure implementation of vision and business strategy goals and subsequently shape the to-be architecture
- **Establish requirements and select your MES** – to make it quicker and easier to choose the right MES, using our know-how across industries and products
- **Implement multi-plant** – install MES efficiently, with help from us, our partners and new tools across your plants and supply chains
- **Train users** – “on-the-job” training of user to make them familiar with the new ways of working and MES use

- **Cash the Benefits** – ensure return on investment and establish new ways to get more value from your MES
- **Maintenance and Support** – the best maintenance and support, at the level you choose

We are helping our customers break new ground

We created and ran a number of workshops for a large automotive manufacturer to establish commitment. Once they saw the benefit of linking their existing ERP system with a new MES solution they felt confident enough to go ahead.

A Discover-the-Benefits scan of three production sites for a major chemicals firm showed where to install systems for the best returns. Initial results have been very positive.

Our Discover-the-Benefits examination for a manufacturer of specialty foods showed how MES would give valuable production information to Six Sigma improvement teams. It also led to a quick win with a big cut in intermediate stock – that is stock held in the plant between production stages.

Drawing on our knowledge of MES, one of the world's biggest brewery companies asked us to help them choose the best global solution to meet their specific needs.

Using our analysis of five test and assembly plants we developed and rolled out a common MES solution for a major electronics manufacturer in Asia. Since then the system has been installed in three extra plants in China and the Philippines.

We run and manage a global MES for a world-leading life sciences and industrial chemicals company. This includes support for its manufacturing IT systems across all production plants worldwide.

So they can get the most profit from their investment in MES, we are providing extra support to the performance improvement team of a leading copper strip manufacturer.

To give shop-floor operators a simple and effective way to access company systems, we linked a MES solution to SAP for a transmissions technology manufacturer.

The difference we make

- We have more than 20,000 man years of experience in the automotive industry, working with designers, manufacturers, suppliers and retailers
- We are trusted by automotive and aerospace manufacturers to test their complex embedded software systems, which really have to work first time
- Our annual MES guide cuts down the time involved in choosing a system, driving down your costs
- Our greenhouse gas reporting system is used by a leading global car manufacturer for its CO₂ emissions programme
- We'll help you communicate any time, anywhere just as we're doing for managers of a French food retailing giant in 29 countries
- We are an active member of MESA International and the driving force of MESA Europe
- Using our technology the world's most efficient steel plant produces 1.7 million tons of steel annually



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