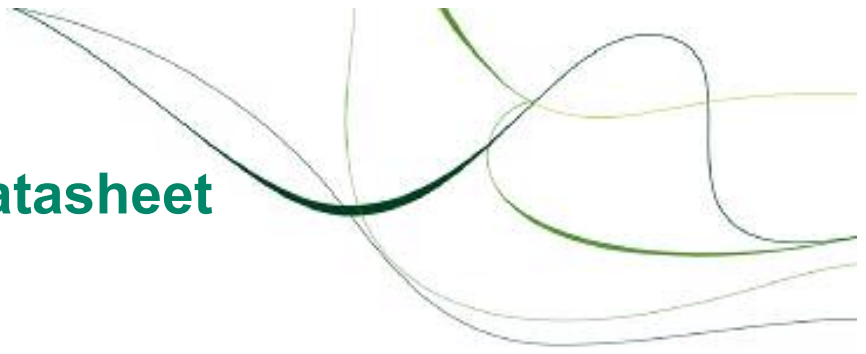


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Engineer to order – Feature Backgrounder

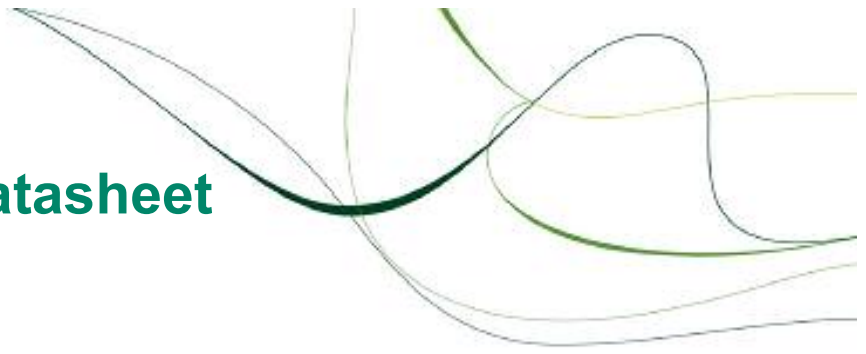
| Title | Detail |
|------------------------------------|--|
| <i>Feature description</i> | <p>With the ETO module you can organise a project* in Sage ERP X3, from quote to production managing both budget and scheduling.</p> <p>The project is integrated through all of the company's processes and fully tracks all transactions delivering visibility and traceability on the progress of costs and projects.</p> <p><i>*A project could be a product or a set of complex or non-standard products with or without installation related services</i></p> |
| <i>Market needs and challenges</i> | <ul style="list-style-type: none"> • The aim of the ETO module is to meet the needs of companies who are carrying out complex projects involving manufacturing resources and equipment along with the associated services (installation etc.). • These may be unique products or standard products which may be configured. In most cases companies design and manufacture to order with a specific project plan. These projects generate many activities in all of the company's departments: research, project planning, assessment and tracking of project costs, procurement, production and installation. Companies must also deal with the pressures of tight lead times and penalties for delays. • The success of a project requires a highly pro-active organisation to coordinate these activities and complete on time without exceeding the original budget (costs) and with the available resources, and at a low cost. • To meet these objectives effectively, companies must have the right tools to: <ul style="list-style-type: none"> ○ Monitor and track discrepancies between the initial, running and actual budget over the life span of the project ○ Identify adverse trends and anticipate project results ○ Meet their commitments ○ Improve visibility and control of the projects |
| <i>Target Market</i> | <p>Manufacturing companies with between 200 and 3,000 employees which design and manufacture standard or 'modified' equipment from standard components or specific equipment.</p> |
| <i>Key Features</i> | <ul style="list-style-type: none"> • Integrated into all Sage ERP X3 processes, the ETO module brings together all project related transactions by providing tracking and traceability on costs and project progress. • A project may be split into different areas (e.g. a batch, phase, or a project task). Each task line constitutes one or more budget types • The analytical structure is automatically generated into the cost accounting module upon creation of a task line |

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| | <ul style="list-style-type: none"> • Projects can also be broken down into sub-projects • Before-sales and after-sales processes are integrated through the workflow engine • Tracking of project progress: <ul style="list-style-type: none"> • o All the company's transactions can be assigned to the project o The running and actual budgets can be monitored in the different budget sections o The task line can be monitored in the form of a macro load • Managing a project <ul style="list-style-type: none"> o Financial view for the financial controller and operational view for the project manager o Snapshot function that freezes the project status at a specific time to enable analysis of its development o Status of a project for all transactions with the tasks remaining according to the various analysis dimensions. o Visual alerts to identify problems |
| <p><i>Key Customers</i></p> <p><i>Benefits</i></p> | <p>Improves visibility and control of the projects</p> <p>The ETO module makes it possible to manage projects simply and efficiently in a user friendly manner which aids productivity. Flexible and simple to configure, the ETO module helps companies to integrate and rationalise their processes and meet their management needs. This may include manufacturing products both configurable or standard; research and development and prototype creation. Using this module, companies can face their market challenges head on.</p> <p>Controls and monitors costs and project progress</p> <p>The ETO module helps you manage the expectations of your customers in the most effective way possible whilst maintaining your margins. Integrated into all Sage ERP X3 transactions from the quotation phase right through to production, the ETO module gives you precise budget monitoring and variance analysis throughout the project. The ETO module gives you a clear overview across all the key elements of the project in terms of costs and lead times for swift and reliable results.</p> <p>Identifies adverse trends</p> |

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| | <p>Throughout a project, companies are faced with changes to technical specifications, delayed schedules and production issues, not to mention the coordination of all the various parties involved in the project. The ETO module offers key performance indicators enabling companies to identify trends and variances and make all parties aware so that decisions can be taken quickly.</p> <p>Reduces your operating costs</p> <p>Using the ETO module is the best way to reduce costs and avoid unnecessary delays. The ETO module covers the entire value chain by using Sage ERP X3 collaborative tools such as the portal and workflow. In this way the customer is in the loop and so can obtain feedback on modifications or on the approval of parts lists. Not only does this reduce costs and time delays, but it also improves customer satisfaction.</p> |
| <i>Value proposition</i> | <p>With the ETO module, Sage ERP X3 increases your productivity, flexibility and competitiveness so you can be even more agile when managing complex projects. It's a functionally rich and extensive module which is simple to use and set up to give you a quick return on investment.</p> |
| <i>Competitive advantages</i> | <p>With the ETO module, Sage ERP X3 covers all discrete manufacturing related activities as standard.</p> <p>Sage ERP X3 has a wealth of experience in manufacturing with over 1,000 customers worldwide.</p> <p>Sage ERP X3's functional scope in the field of PLM gives a broader view of project management with complete coverage from design right through to manufacturing.</p> |
| <i>Technology summary</i> | <p>Sage ERP X3 is designed to operate with Windows, RedHat Linux and Unix, in Oracle multi-databases and SQL servers and with a multi-BP architecture in web and/or client server mode. Workflow engine, web services, business intelligence tools, Microsoft Office tools and interactive portal are integrated into the technology platform.</p> |
| <i>Product category</i> | <p>ERP, Production, Manufacturing</p> |
| <i>Distribution</i> | <p>Mix-Mode sales model: direct and indirect in America, Asia, Europe and Africa. Network of Sage partners and subsidiaries in almost 40 countries.</p> |

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| Price | Option in Manufacturing module Premium Edition : 7000 € |
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Visuals/Diagrams

ETO: a relationship and process management process built into Sage ERP X3

● A comprehensive process

- From price estimation to manufacturing and after-sales service
- Project scheduling
- Project summary

