GROW AND ADAPT YOUR BUSINESS WITH BEAS MANUFACTURING

2020

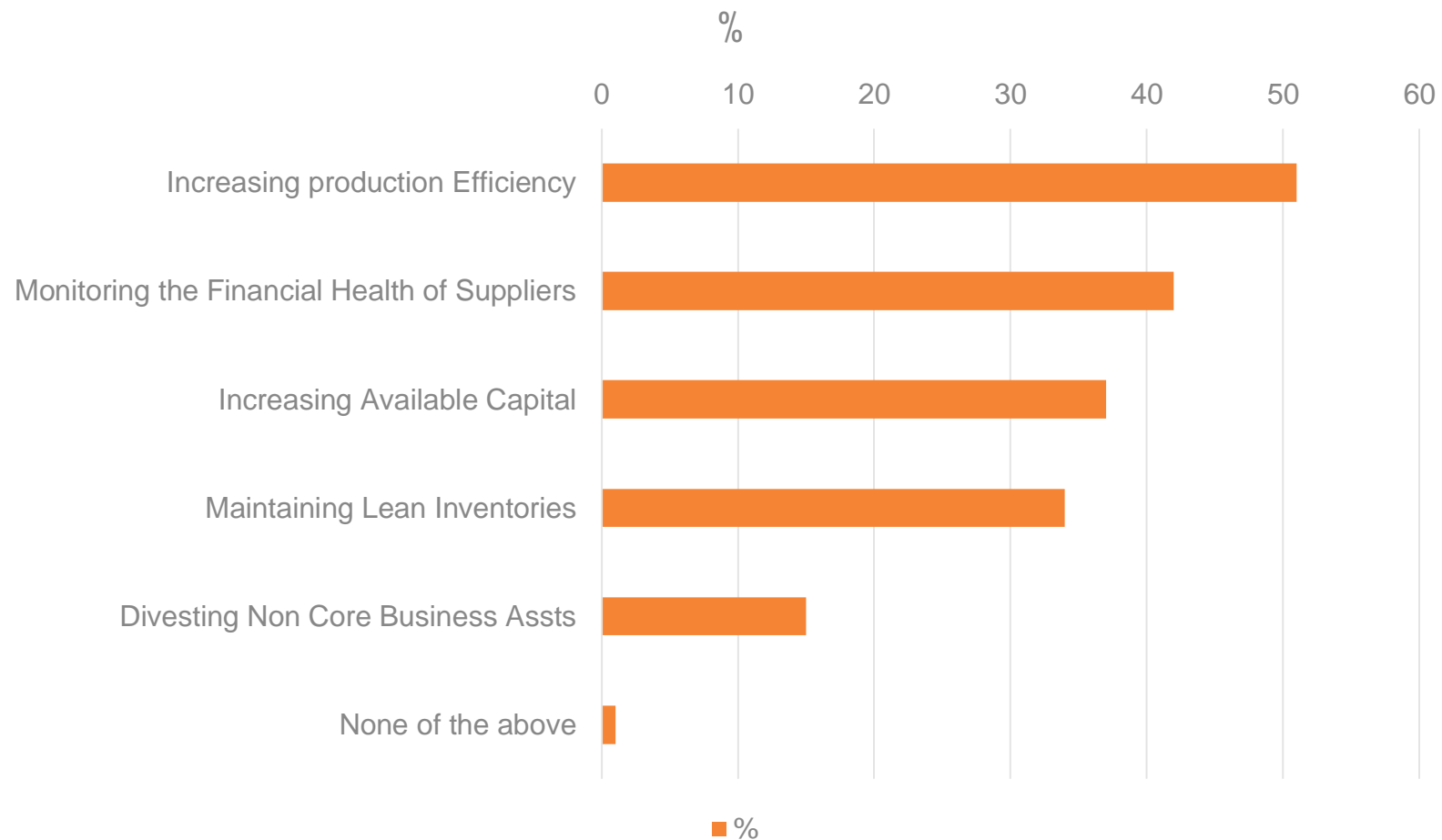TOO MANY MANUFACTURING COMPANIES ARE FACING CHALLENGES

Flexible and adaptive manufacturing practices are critical for long-term success in fast-changing markets

"CIOs need to take specific actions to increase their organization's fitness now if they want to grow stronger and more competitive after the coming turn (crisis)"

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Gartner

Recession-proofing strategies

WHAT CAN IMPACT YOUR GROWTH?

Let's dive into your world

1

Production Scheduling

Challenging to stay in control of production as it happens

When performing manual production scheduling on spreadsheets, a wide array of problems can occur, since the spreadsheet is not connected to the ERP in real time.

Time is lost when manually updating spreadsheets, and achieving the same degree of functionalities that an ERP software can provide is very difficult

Real-time data access is vital whether it is related to products, processes, or machines operating in the factory.

Without this, providing accurate delivery dates to your customers becomes an even harder task.

2

Inventory

Warehouse space is consumed with obsolete inventory

Excess inventory and obsolescence is common across all industry sectors.

Excess inventory carries a cost as it ties up a cash reserves and occupies warehouse space.

An ERP system capable of planning purchases and productions in accordance to production scheduling, forecasts and actual customer demands is key for supporting the process of reducing over-inventory

3

Product cost & Price Calculation

Potential revenue affected

Raw materials and waste costs need to be tracked as accurately as possible.

Without this it's not possible to compare an estimate of the actual product costs and sales price.

It's time consuming to perform a pricing process that considers all costs and profit variables. As you can't have this pricing strategy integrated into real-time updated cost structures for your products.

boyum it

SAP PERFORMANCE BENCHMARKING

Forecasts that manufacturing costs will be reduced by 19% with real-time monitoring of production costs and variances

4

Product Version

Challenging to control cost

Increasing product complexity means that you constantly have to deal with changes in BOMs.

Without tools that enable you to build different versions for the same product and perform a detailed authorization control, you might end up with lots of different items for handling product revisions, which turns product management into a very complicated task.

Being able to quickly compare different revisions for the same product, both visually and through reports, is an important factor to efficiently gain control over product management

5

Subcontractors

Limited view of the supply chain

The management of requests to subcontractors might involve a big amount of work and lead to errors without the correct tools:

- Group multiple subcontracting requirements into single purchase orders per subcontractor

- Manage the delivery of materials to subcontractors

- Control and register the received processed products

- Include subcontracting costs into the products' costs

6

Quality

Directly affects post-production service hours

Focus on compliance & traceability initiatives to meet regulatory mandates increased significantly.

Analysis and provision of proof of traceability for customer audits / data sharing with an off-line quality system consumes time and resources, which increases the total cost of quality.

Can severely impact revenue, brand and preferred supplier status. Regaining that trust can take years.

7

Real-time Reporting

Do you know what needs to be improved?

The lack of real-time visibility of business performance impacts your growth.

In some cases, data is stored offline and updated manually in spreadsheets which are prone to data errors.

Making timely & informed decisions is challenging as the data is already historically in the past.

You didn't start your manufacturing business to see it struggle

You took the plunge and built this company from the ground up because you envisaged it one day becoming an **industry-leading organization.**

If your business is to scale these lofty heights and reach its full potential, you constantly have to **find ways to improve it.**

The end goal is to increase your workforce productivity

The more productive your workforce, the more goods you will produce and, ultimately, the more profit you will turn over.

1

Planning

Maximize production output & ensure customer satisfaction

With capacity planning, initial delivery dates can be calculated via finite backward scheduling.

APS schedules material availability & capacity to calculate realistic delivery dates.

Production data terminals in the factory or direct connection to machine data provide a manufacturing closed loop system.

TeraTron

Specializes in OEM electronic solutions such as keyless go systems

"WITHOUT SAP BUSINESS ONE AND BEAS MANUFACTURING, TERATRON WOULD NOT BE ABLE TO PRODUCE AS EFFECTIVELY AS WE DO TODAY."

2

Inventory

Use intelligent procurement practices and drive long-term cost savings

With Beas Manufacturing supply and demand management, inventory is balanced to ensure that the right components and quantities are in the warehouse at the right time.

Reduce obsolescence related to product changes, and positively impact the financial bottom line.

3

Product cost & price calculation

Gain confidence in your pricing

Product costing quickly calculates an accurate product cost, selling price and margin calculation.

Comparison of planned vs. actual production & purchase costs to support margin & profitability analysis.

With the product configurator, quotes can easily be added by selecting features and options to create a final bill of materials.

Manufacturer of Traditional Mexican Food

"Beas allows us to grow on solid foundations, it gets rid of our bad habits, building on our good habits is the best thing that could happen to us."

"Beas manufacturing and SAP Business One help us get a clear overview of our production. The actual product cost is generated alongside the production, in real time. When the production is complete we have the corresponding cost."

4

Product Version

Adapt faster to changing customer needs

With Beas Manufacturing revision management you can effectively manage several active BOM's at the same time.

With change impact analysis from forecasting to MRP, purchasing to production, and inventory to sales order, you can manage the entire life cycle and ensure that the correct products are available to meet customer demand.

5

Subcontractors

Increased visibility and supplier production forecasts

External processes and routing can be defined within the product BOM either as buying a service (capacity) or buying an assembly.

Enhance the processes of creating purchase requirements, sending materials, controlling and receiving externally-processes products, and adding subcontracting costs to the products' costs

6

Quality

Save precious time and improve efficiency

Beas Manufacturing enables you to define what, when and how products are tested, providing full audit & electronic documentation trail.

Mitigating the risk of product recalls, and setting end-to-end quality controlling traceability processes, you can successfully reduce inefficiencies within the supply chain.

7

Real-time Reporting

Do you know what needs to be improved?

Benefit from a wide array of functions to help you keep track of every aspect of your production planning.
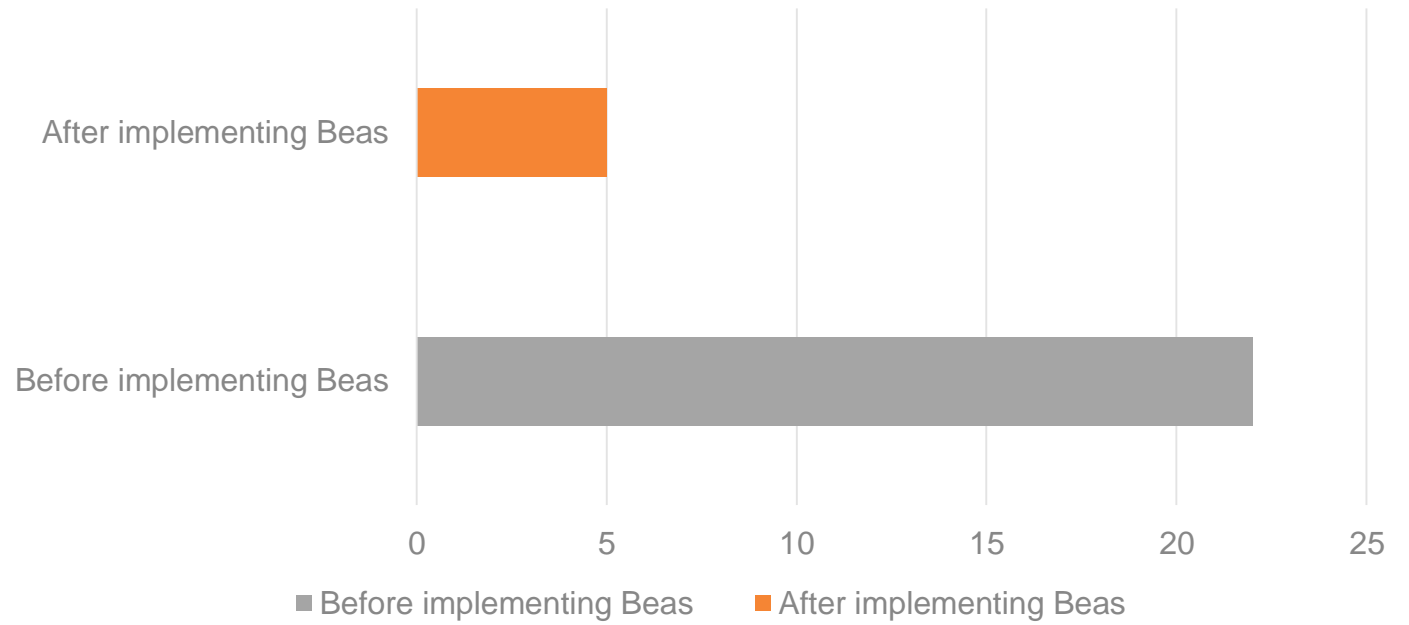
You can easily build dashboards and define KPIs that will deliver real-time information, putting you in front of your business so you can quickly adapt and maintain your competitive advantage in the market.

Data is stored centrally and online, eliminating manual data entry and increasing accuracy.

Tattile
Custom Vision Solutions

Italian camera producer

Financial KPI Reporting (In days)

After implementing Beas

Before implementing Beas

0   5   10   15   20   25

■ Before implementing Beas   ■ After implementing Beas

We understand you have a **choice**

We just need a few minutes of your time so you can get to know what we do and see if we are the right choice for you, as the customer.

200,000+
daily users

8,800+
customers

680+
reseller partners

110+
countries installed

100+
employees

7
global offices

9
main products

50+
yearly releases

We are the only SAP Business One solution provider that won both People's Choice Award & Global Industry Solution Partner for the past 4 years.

Leveraging our industry knowledge

LEADING INDUSTRY SOLUTION

- Built on industry best practice and market knowledge.
- Our consultants have deep industry knowledge.
- Solution flexibility to simplify the complexity of manufacturing.
- Meet your needs today and in the future.

- Over 17+ years of industry experience.
- Support 13 manufacturing industries.
- Largest manufacturing customer base of 1,100+ customers.
- Beas received over 16 SAP awards.

DESIGNED FOR SAP BUSINESS ONE

- Seamlessly integrated to SAP Business One.
- Follows SAP's technical standards.
- Leverage SAP Business One as a global platform.
- Certification providing technical piece of mind.

- Certified SAP Business One solution since 2002.
- Save on TCO and reduce integration costs by taking advantage of pre-tested integrations with SAP solutions.

No, we are not perfect

But we are in a constant effort to always keep improving ourselves and our partner network.

We make sure that our +650 partners have access to the best knowledge we can provide, no matter where they are located in the world, and we constantly monitor their capabilities for ensuring that our customers are well served.

They have already implemented Beas Manufacturing over 1,100 times.
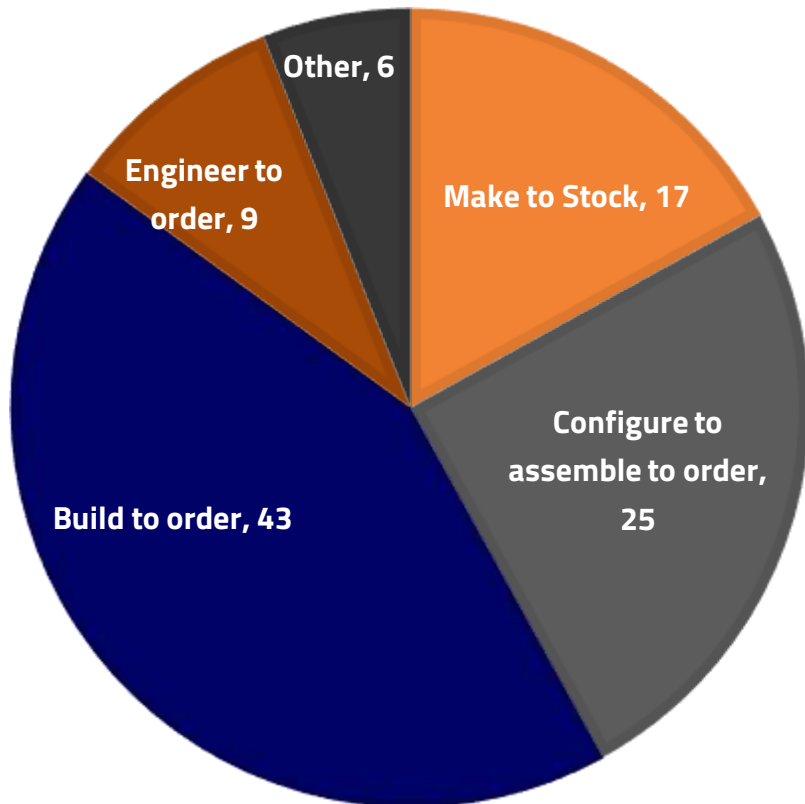
We support your current and **future** manufacturing needs

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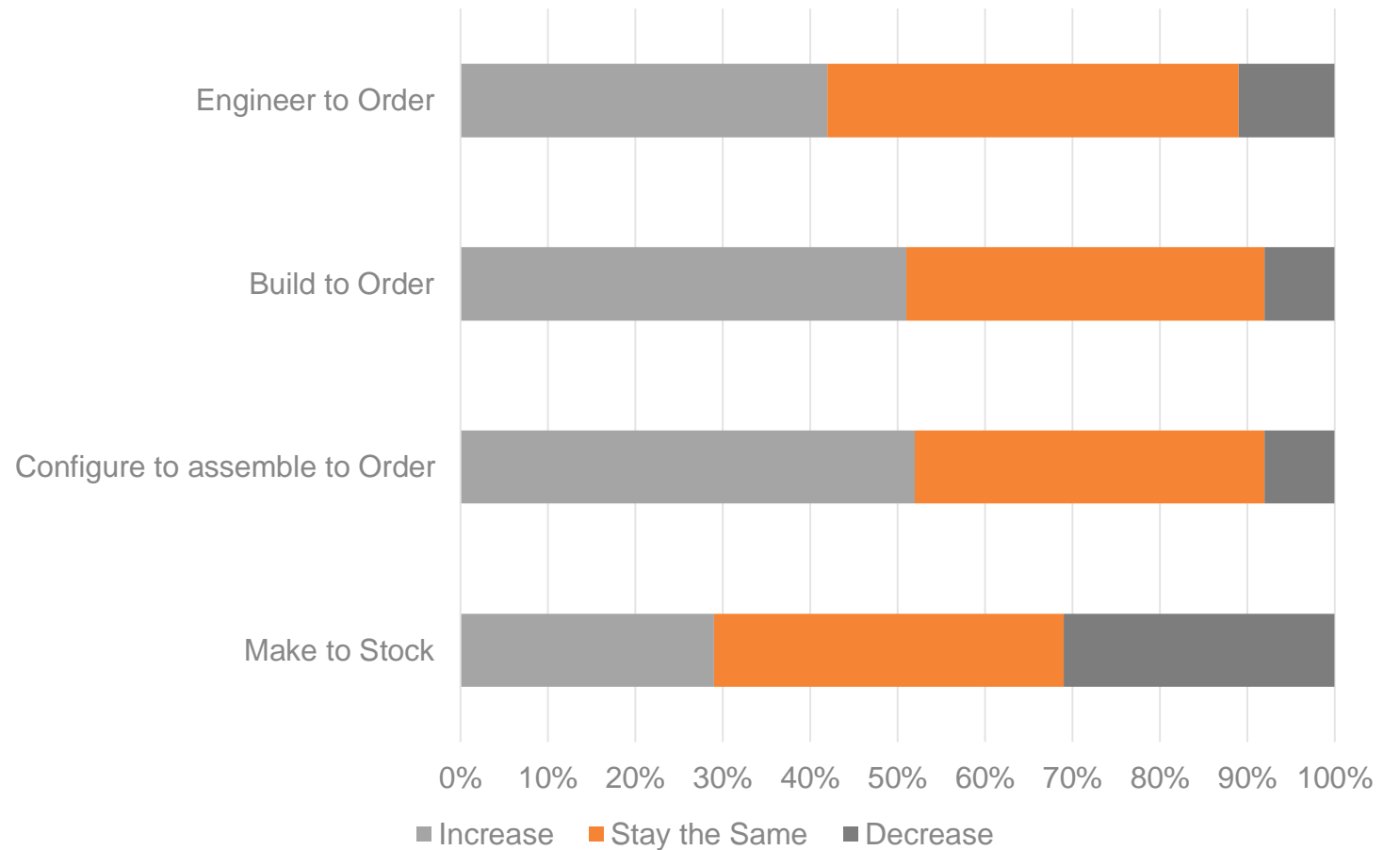And if you need to change one of the key benefits of Beas Manufacturing is its **flexibility**.

When our customers grow or change their business model we can support them, without needing to migrate to another ERP.

*"Over the **next five years**, manufacturers will continue to move away from make-to-stock and **shift towards less inventory dependent** build-to-configure and engineer-to-order fulfillment strategies."*

PRIMARY ORDER FULFILLMENT STRATEGY TODAY

CHANGING ORDER FULFILLMENT STRATEGIES

Sven Dreiling, CEO, Dreiling Maschinenbau

Company specializes in Development, production and assembly of special purpose machines

"THE REAL-TIME COMPREHENSION OF OUR PROCESSES ENABLES US TO INSTANTANEOUSLY REACT TO CUSTOMER REQUEST AND PROVIDE THEM WITH BACKED DELIVERY TIMES."

"SAP BUSINESS ONE AND BEAS MANUFACTURING ARE ABLE TO ADAPT TO EVERY NEED AND PROVIDE THE OVERVIEW AND CONTROL TO KEEP OUR EMPLOYEES ON TOP OF ALL OUR PROCESSES."

Beas Manufacturing is integrated into SAP Business One
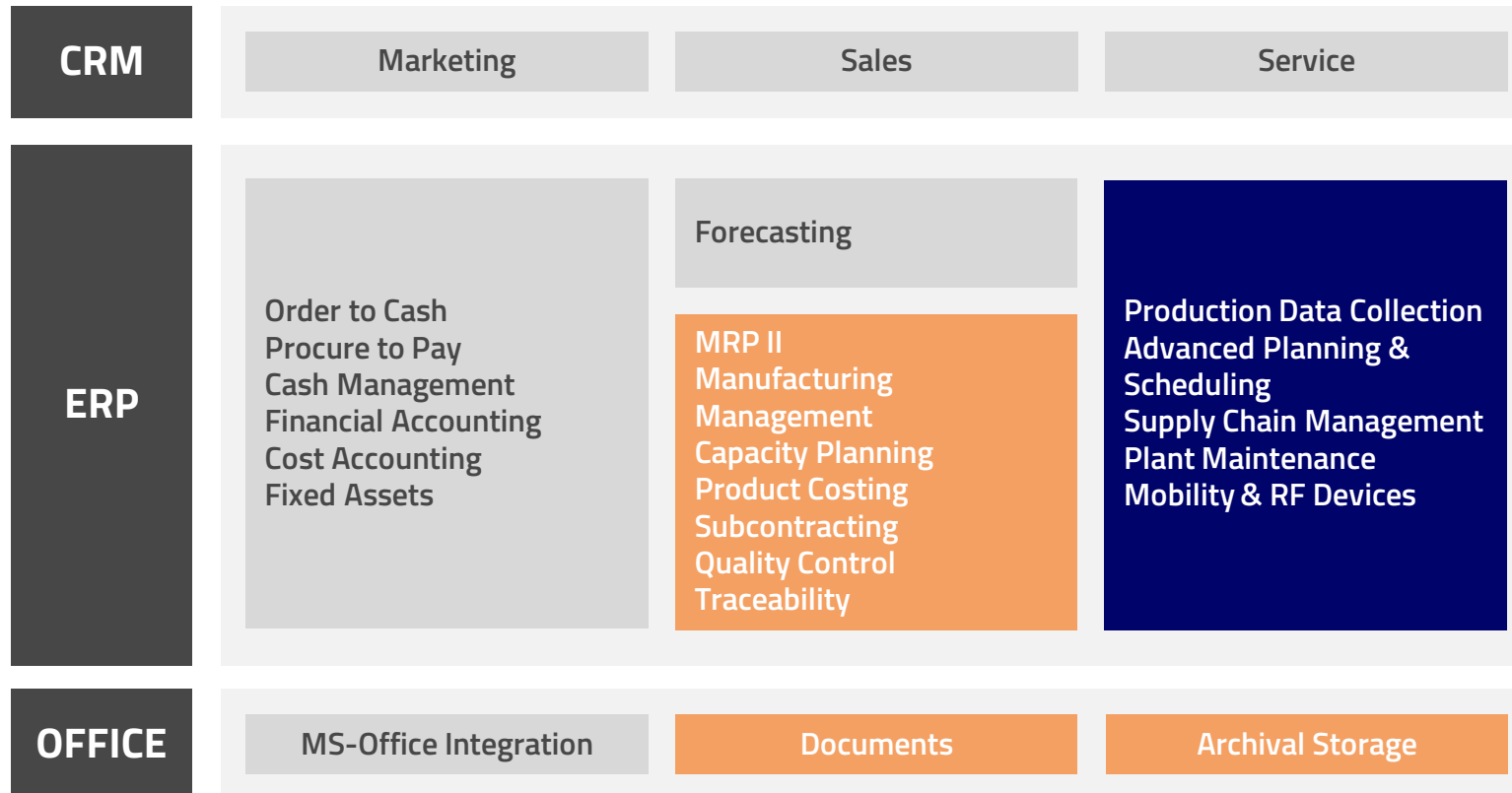
WHY IS THIS SO CRITICAL?

It is always important for the decision makers to have a complete picture of their business.

That allows them to make more informed and effective decisions.

This is only possible when all data sources such as ERPs and applications communicate with each other in a streamlined way.

SAP Business One and Beas solution: it fits together

Legend:
- SAP Business One functionality
- Beas basic functionality
- Beas advanced functionality

CRM
Marketing	Sales	Service

ERP

Order to Cash
Procure to Pay
Cash Management
Financial Accounting
Cost Accounting
Fixed Assets

Forecasting

MRP II
Manufacturing Management
Capacity Planning
Product Costing
Subcontracting
Quality Control
Traceability

Production Data Collection
Advanced Planning & Scheduling
Supply Chain Management
Plant Maintenance
Mobility & RF Devices

OFFICE
MS-Office Integration	Documents	Archival Storage

- SAP Business One focusing on accounting and financial reporting.
- Beas features, functions and processes address industry challenges which are not covered by SAP Business One.
- Beas offers optional functionality to address complex industry specific challenges.
- Beas is designed to work seamless with SAP Business One.

Our implementation path

	Project preparation	Business Blueprint	Project realization	Final preparation	Go live and support
Partners tasks	- Conduct a project handover with sales team - Create project plan - Conduct a kick-off meeting with your team - Install Beas manufacturing and demo database at your site.	- Creation of prototype - Conduct a detailed analysis of your business processes and requirements - Perform gap analysis - Creating a business blueprint	- Configuration of company database - Migration of legacy master data - System and integration testing completed - Detail training and cutover plans by role	- Training of end users - Define end date for go-live - Accounting balances and final transactions transferred to production system	- Implementation team to monitor and resolve any critical problems - Partner provides 1st level support
Your involvement	- Assign a project manager and other key team members	- Involved in the analysis phase - Sign off the business blueprint	- Perform valuation and testing of the company database - Log any issues and communicate to the partner - Sign off on this phase	- Conduct for end users training - Assess end users' ability to perform their jobs - Sign off that all the conditions for go-live have been met	- Sign off on project completion
Boyum IT tasks	- Partners have access to Beas specialists for project quality assurance and functional support.	- Boyum IT recommended implementation is based on SAP AIM methodology.	- Boyum IT responsible for product quality.	- Boyum IT to provide partner training, tools and eLearning (e.g. – recommended business blueprint).	- Boyum provides its partners with 2nd-level support for all steps of the customer life cycle management.

Standardized systems with usability and customization tools build in.

Beas offers a flexible licensing structure – you only buy what you need.

Beas is a long-term investment and is able to scale and grow as you grow.

We have **extensive experience** with 1,100+ customers

Customer Case: ACM Srl. Italy
Flexible packaging for food and pharma

BEFORE: CHALLENGES AND OPPORTUNITIES

- Rapid business growth and appetite for innovation.

- Needed better production control and customers were requesting 100% traceability of production.

WHY SAP AND BEAS MANUFACTURING

- Beas Manufacturing provides real-time visibility of every step of the production process.

- SAP Business One is internationally renowned and can be adapted to specific needs.

AFTER: VALUE-DRIVEN RESULTS

- **Real-time reporting** –we know now exactly what we have in stock.

- **Full traceability** of the production in just 2 clicks.

- **Shorter production cycle times**, improved production efficiency and quicker and better customer response time

Customer Case: Rudolf Brügger
Mechanical High-precision components

BEFORE: CHALLENGES AND OPPORTUNITIES	WHY SAP AND BEAS MANUFACTURING	AFTER: VALUE-DRIVEN RESULTS
▪ Customer requirements increasingly sophisticated & quality demands becoming more stringent. ▪ Company structure was complex – needed tighter control over production processes. ▪ Legacy software was not able to meet requirements and market demands.	▪ SAP Business One is able to integrate production modules such as Beas Manufacturing. ▪ SAP Business One is highly intuitive and user-friendly.	▪ We are able to **easily manage** diverse component production processes. ▪ Significantly **improved and simplified jobs**, strengthening the team. ▪ All data is centralized and available in a single click, **easy to locate information** for bidding or queries. ▪ Raises our profile and **credibility**.

Customer Case: Prositter SA de CV

Manufacturer of veterinary pharmaceutical products

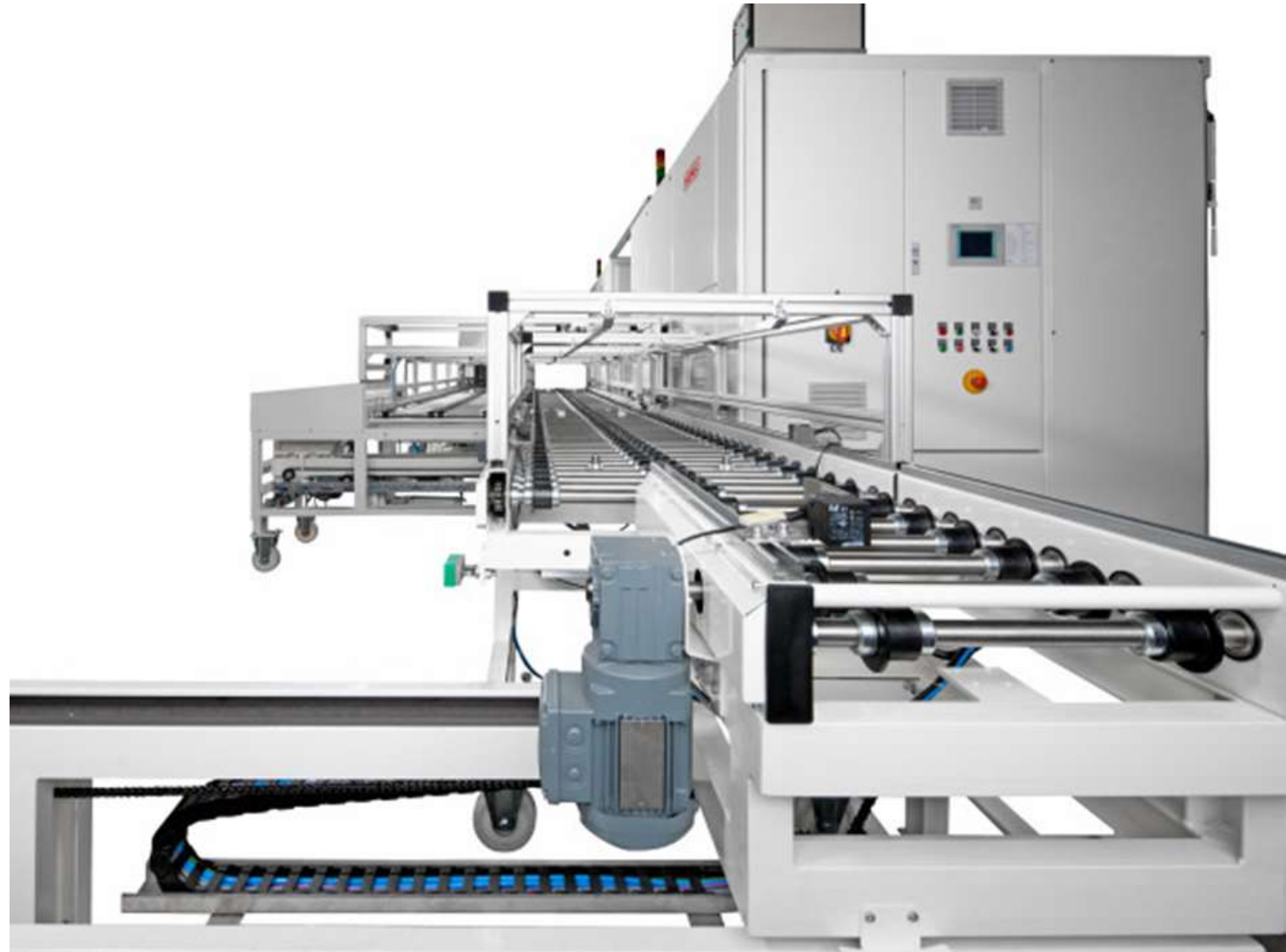| BEFORE: CHALLENGES AND OPPORTUNITIES	WHY SAP AND BEAS MANUFACTURING	AFTER: VALUE-DRIVEN RESULTS
▪ Striving for quality in both the raw and finished materials.	▪ Needed a tool to be efficient and profitable and to support the growth ambitions.	▪ All our departments are connected to one single entity and allows a complete overview of our business and how we are doing.
▪ Our plan and dream is to expand our business and export to other countries outside Mexico.	▪ Only when all departments are linked to one other, you can make best use of the data you have collected.	▪ Using SAP Business One and Beas Manufacturing helps and impact the quality they have attained.
		▪ Improved management and optimization of inventory and consumption of materials.

HÖSEL EMO
CLEANING SYSTEMS

Manufacture of system solutions for industrial parts cleaning systems.

"You can say that we save 2 FTE's per year... prior we had to enter manually in the old system between CAD and ERP, but now that is automated using the data hub."

Movex®

Design and produces customized handling components.

"SAP BUSINESS ONE AND BEAS MANUFACTURING SUPPORT YOUR GROWTH AND GROW WITH YOU."

"I WOULD DESCRIBE BEAS MANUFACTURING WITH THREE WORDS: EFFICIENCY, COST EFFECTIVE AND EASY TO USE."

Masach

Israeli metal shield manufacturer for electronics industry.

"HISTORICALLY WE WERE A SUBCONTRACTOR OPERATING IN A MAKE TO ORDER ENVIRONMENT. TODAY WE ALSO PRODUCE OUR OWN PRODUCTS ON A MAKE TO STOCK BASIS. THE FLEXIBILITY OF BEAS SUPPORTED THIS BUSINESS CHANGE."

Ready to begin your journey toward becoming the factory of the future?

Over 1,100 businesses chose Beas Manufacturing. Let us help you take the first steps along your transformation journey.

Our team of experts and extended partner network can help you identify, quantify, and realize the tangible business benefits of embracing the new paradigm.

Only question remaining: *IF NOT NOW, THEN WHEN?*