

BPM for Manufacturers

Positioning Paper

Dealing with issues tied to?

- ◇ I can't see it
- ◇ I can't find it
- ◇ I can't control it
- ◇ I can't track it

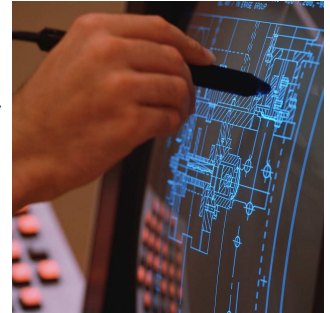
Industrial Strength Business Process Management for Manufacturers

Ingenuus Software is strong enough to handle any human-to-human business process you can throw at it, yet simple enough to be used in the front office.

Manufacturers have a wide range of business processes that span from complex [like engineering change requests] to simple [like vacation requests]. For many of them, change requests take too long to turn around and they are expensive to manage. Simple processes, like vacation requests, can get waylaid or the request can be lost all together.

Engineering Change Requests

Engineering documentation is your company's intellectual property [mission critical]. People in your company have an expectation that when they check out engineering documentation, it is the latest released version. A shared drive does not manage versions, nor does it do a terrific job of managing access.



Changes to your bills of materials is a critical part of engineering documentation. It is critical to know that you have the latest released bill of materials to work with. If the wrong one should get to the factory floor, the error could cost \$ hundreds of thousands.

Many manufacturing companies have paid consultants to come in to their company to identify their most expensive process. The result is always the same - the most expensive process for a manufacturer is the engineering change process. If you are currently managing this process manually, you can be incurring costs of \$2,500 per change request just to manage the process. Most manufacturers complain that the process is taking too long. How many of you have figured out 'work arounds' to get a change request approved in a day or two? If your engineering documentation is mission critical, isn't the process that creates, changes and manages that documentation mission critical?

Other Critical Manufacturing Business Processes

If you are a manufacturing contractor, your bidding process can determine whether you stay in business or not. You need to make sure that the widget you manufacture meets their specifications. You need to make sure that you will make a profit on the contract.

If you are a public company, you must pass a SOX audit. The SEC wants to see how you track your process from receiving an order to recognizing revenue. Is yours documented? Can you prove that your people followed that process?



Positioning Paper

All Companies want to be more Efficient

Manufacturers have many processes, other than those mentioned previously, that they wish to shorten. There are many ways to shorten a process cycle - Fewer steps in the process; Fewer people in the process; However, if you can't control how long the process takes, you may not shorten your process cycle.

Ingenuus Drives Efficiency

Ingenuus Process Orchestration Software can easily manage complex processes like engineering change control as well as simple processes.

Ingenuus provides you with the ability to link processes together where they actually intersect.

Ingenuus allows you to dictate how long a process should take and provides you with visibility into the process to make sure that you are on schedule. This results in predictable process cycle times.

Your processes and the web-based user interface are easily configured by business process owners - no coding is required.

The Ingenuus Software easily integrates with other enterprise applications.

What Efficiency means to you...

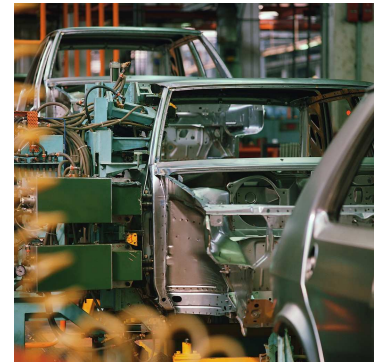
- ◇ Increased throughput reduces costs
- ◇ Getting your products to market sooner increases revenues
- ◇ Getting your products to market sooner results in a larger market share
- ◇ Lower costs gives you a competitive price advantage
- ◇ Efficiency, more often than not, results in improved quality

... And a Remarkable Return on Investment

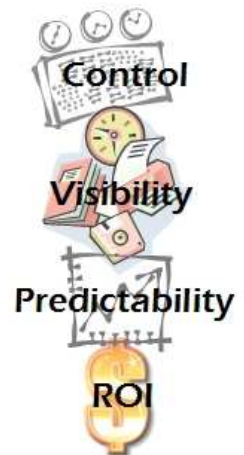
Teledyne Microelectronics, a contract manufacturer, has been using Ingenuus very successfully for more than 8 years.

The Ingenuus solution has saved Microelectronics a lot of money. "Aside from the soft dollar savings like quality improvement, user satisfaction, visibility, and predictability, we actually have hard dollar savings," Laura Ramirez [configuration management manager] explains.

Recently, they conducted a return on investment analysis and determined that the Ingenuus solution is saving them more than \$1 million a year.



**Ingenuus Active
Packet Technology
Provides:**



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