

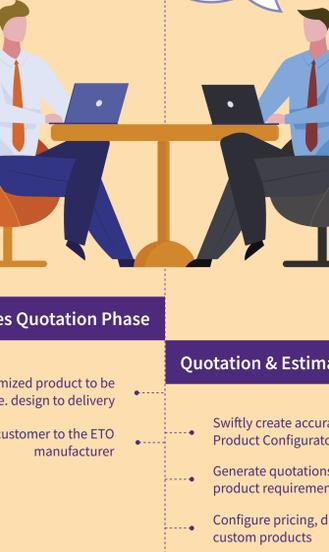


# Key ERP Features that Complement Engineer to Order (ETO) Manufacturing Processes

## Engineer-to-Order Manufacturing Process

## ERP Features that Complement ETO Process

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Hi! I need a detailed quotation for a customized product.

Of course! I will send you a quotation at the earliest.

### Pre-Sales Quotation Phase

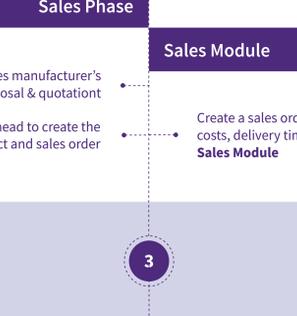
### Quotation & Estimation

Customer requires a customized product to be manufactured from scratch i.e. design to delivery

RFQ from the customer to the ETO manufacturer

- Swiftly create accurate quotations using ERP's Product Configurator tool
- Generate quotations using customer's unique product requirements & pricing options
- Configure pricing, discounts, & quotations for custom products

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### Sales Phase

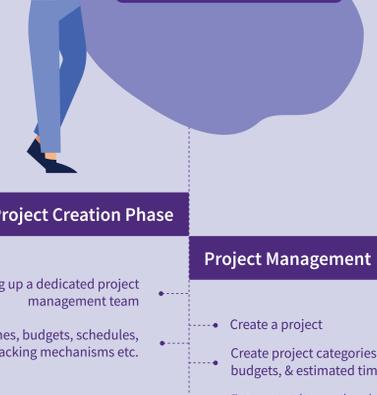
### Sales Module

Customer approves manufacturer's proposal & quotation

Customer gives a go-ahead to create the project and sales order

- Create a sales order that includes agreed upon costs, delivery timelines & WBS with an ERP's Sales Module

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### Project Creation Phase

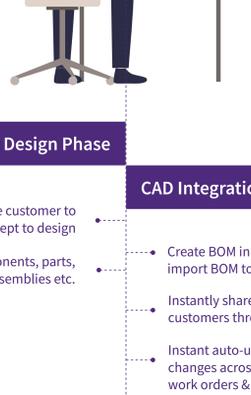
### Project Management

Setting up a dedicated project management team

Setup project deadlines, budgets, schedules, tasks, categories, tracking mechanisms etc.

- Create a project
- Create project categories, tasks, budgets, & estimated time
- Enter start date and end date for each project task

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### Project Design Phase

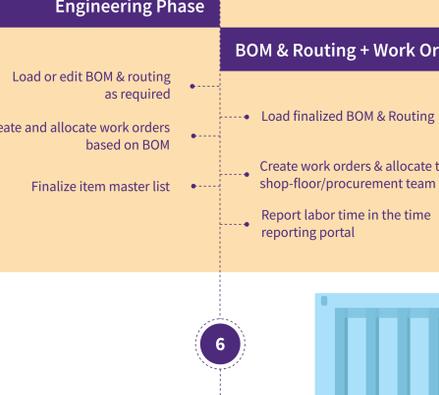
### CAD Integration

Collaborate with the customer to transform their concept to design

Design product components, parts, sub-assemblies etc.

- Create BOM in CAD software & import BOM to the ERP
- Instantly share designs with customers through EDI
- Instant auto-updates of design changes across master docs, work orders & sales orders

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### Engineering Phase

### BOM & Routing + Work Orders

Load or edit BOM & routing as required

Create and allocate work orders based on BOM

Finalize item master list

- Load finalized BOM & Routing
- Create work orders & allocate to the shop-floor/procurement team
- Report labor time in the time reporting portal

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### Procurement Phase

### Purchase Management

Purchase materials from preferred suppliers based on BOM information and item master list

Receive goods swiftly and track its movement throughout its lifecycle

- Create purchase order with preferred suppliers to procure required materials
- Receive goods & record goods info using portable bar-code scanners
- Update BOM with procured goods info

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### Production Phase

### Production Management

Finalize production schedule along with labor, machine and material availability

Initiate shop-floor operations and track work order progress

Track inventory levels, goods movement and update as necessary

Track yield quality and ensure optimum quality of end-products

Track machine, material and labor utilization

- Create production schedule using ERP's planning & scheduling and MRP
- Track shop-floor operations, machine, labor and material utilization in real-time
- Monitor material consumption and goods movement with inventory module
- Maintain equipment and tools to ensure uninterrupted production

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### Accounting Phase

### Accounting & Finances

Record and track project expenditures and overhead costs

Ensure all account payables and receivables are on track

Maintain accurate documentation and tally of time & expenses

- Carry out progress invoicing after the completion of each manufacturing phase
- Collect time and expense info for each project phase
- Collect costs for purchases, manufacturing and outside services
- Arrive at project profitability based on actual costs collected from each department
- Maintain accurate records of AP, AR and General Ledger

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### Shipping & Delivery

### Shipping & Logistics

Ship the end product to the customer's location

Track shipment and send constant updates to the customer

Generate shipping documents and invoices as necessary

- Enable shipment tracking using bar-code & RFID integration
- Track customer shipping using two-way interface with FedEx, USPS, UPS, & Starship etc.
- Generate material certifications, Bill of Lading, invoice, and other shipping documentation
- Enable customers to access shipment data, tracking numbers, sales invoices, documents via self-service portals.

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### Post-Sales Service

### Service Management

Carry out post-sales service commitments

Maintain products post-sale through repair or maintenance

Take care of product/service maintenance through AMC agreements

- Installation of product on customer's premises
- Create service tickets, assign service personnel and schedule service visits as per customer requirement
- Enter time and expense data for service tickets directly into the ERP
- Manage spare parts inventory and initiate procurement from dealers

Contact us for a detailed demo of **OmegaCube ERP for Engineer-to-Order Manufacturing**