

# Say yes to SYSPRO ERP For Manufacturing Supply Chain Management



# Supply Chain Management – more important than ever

According to Deloitte\*, eight in ten companies with high-performing supply chains have revenue growth that's well above their industry average. On the other hand, only 8% of organizations with limited supply chain capabilities manage to do the same.

Most of today's organizations are recognizing the key role that their supply chains play in their ability to garner a competitive advantage in the marketplace. Perhaps this accounts for the 11.2% growth for the supply chain management market predicted between 2020 and 2027 as recently reported by Research and Markets, a global provider of market data.

Practiced properly, supply chain management can achieve multiple objectives. For instance, controlling manufacturing processes can improve product quality, reduce the risk of recalls and lawsuits, and help build a trusted consumer brand.

At the same time, controls over shipping procedures can improve customer service by avoiding costly shortages or periods of inventory oversupply. Overall, supply chain management provides numerous opportunities for companies to improve their profit margins and is especially important for those with large and international operations.



\*According to Deloitte - Supply chain leadership - Distinctive approaches to innovation, collaboration, and talent alignment paper.



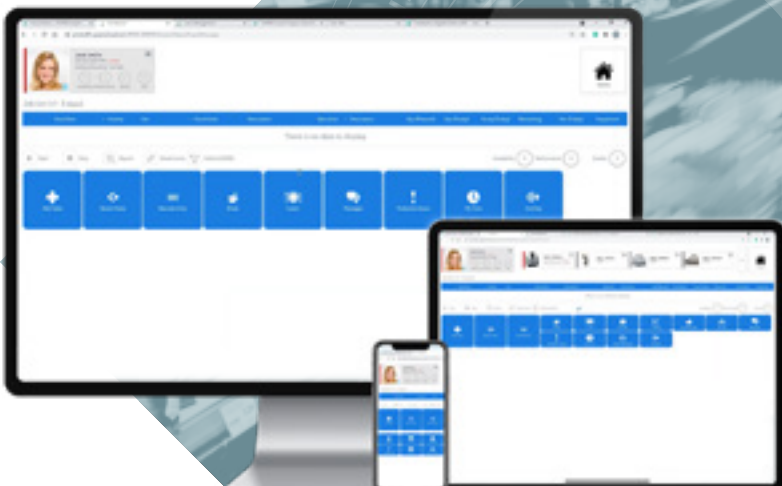
# The scale of profitability of an organization is directly proportional to the way that it manages its supply chain

**Supply Chain Management** plays a significant role in reducing operating costs and improving efficiency throughout the whole supply chain.

By managing it effectively, manufacturers and distributors can cut excess costs and deliver products to consumers faster by keeping tighter control of internal inventories, production, distribution, sales, finance, and the inventories of company vendors.

Generally, supply chain management consists of six parts:

- Planning and strategizing
- Sourcing and procurement of raw materials, parts, or services
- Manufacturing focused on productivity and efficiency
- Prompt, accurate delivery and streamlined logistics
- A return system for defective or unwanted products
- Satisfying the customer




# SYSPRO ERP – providing secure and efficient Manufacturing Supply Chain Management

SYSPRO ERP for Supply Chain Management is a secure and efficient solution for manufacturers and distributors, backed by over 40 years of industry expertise, that gives you the control you need and the experience you want along every step of your supply chain journey.

Our industry-built solutions are fit-for-purpose and provide you with the flexibility to choose the solutions that will address your unique organizational needs.

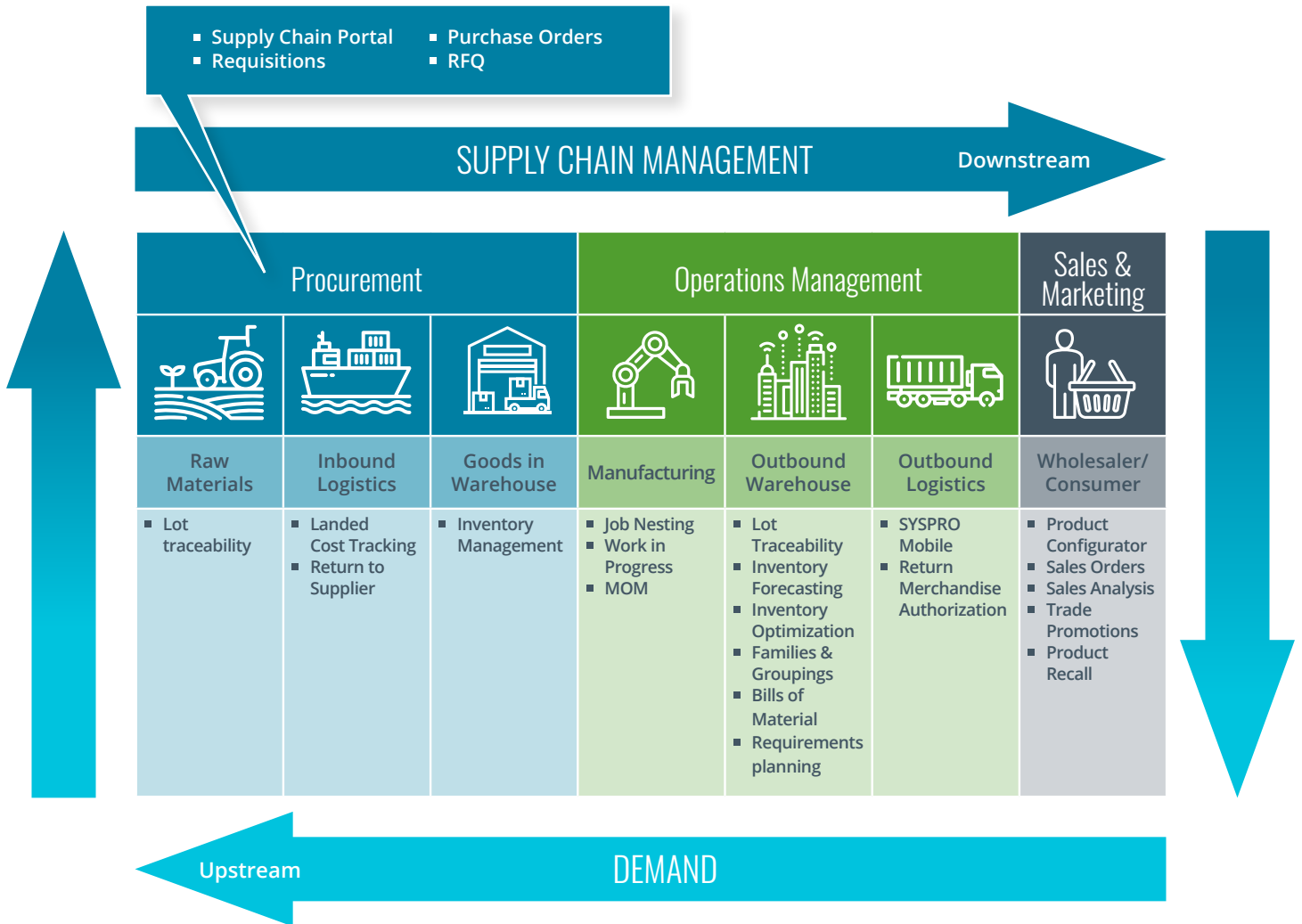
Whether you're expanding into new territories, adding new product lines or simply want to be more efficient and productive, we will empower you to take the next step by enabling you to connect both internally and with your suppliers and customers – and to easily adapt and scale as and when the need arises.



“The more we learn about what’s being done with SYSPRO 8, the more excited we get. We’ve got to find ways to show value and make our supply chain even more efficient, and AI is the key to achieving that goal so that we can be more agile, not less.”

— **Frank Patton,**  
CFO at Ruprecht

SYSPRO ERP is not a one-size-fits all solution. Designed in a modular fashion, it offers over 50 individual modules you can integrate seamlessly into your operations – giving you everything you need and nothing that you don't.



# Procurement



The art of getting the best quality materials at the best prices possible from suppliers around the world – who can be depended upon to deliver on time, every time – with a failsafe back-up plan if supply is interrupted.

SYSPRO ERP's built-in, integrated, and digitalized procurement solution provides you with a real-time, 360-degree view of your resources and assets to allow for better decision-making. It gives you the ability to strike the right balance between rapidly responding to market disruptions and ensuring the long-term growth your business needs, with the following benefits:

- A reinforced supply chain
- A hedge against the obsolescence of raw materials stock
- Improved governance and transparency in the purchasing process
- Improved on-time and in-full delivery

SYSPRO procurement solutions include:

## **Request for Quote (RFQ)**

SYSPRO Request for Quote (RFQ) provides the ability to extend a formal invitation to suppliers to tender on the supply of goods or services. It automates the creation of the RFQ from requisition and allows suppliers to access it online. This provides transparency of the tender process and improved governance—and helps your buyers make informed procurement decisions by comparing offerings from different suppliers.

## **Preferred Supplier**

This feature facilitates and optimizes the management of sourcing strategies during procurement and recommends suppliers during the purchasing cycle.

## **Supply Chain Portal**

SYSPRO Supply Chain Portal is an interactive web platform that facilitates online transactions between an enterprise, its suppliers and customers. The Supply Chain Portal streamlines collaboration between buyers and suppliers and minimizes document handling – reducing potential fraud. It automates business processes and ensures transparency of supplier and customer transactions.

## **Purchase Orders**

SYSPRO Purchase Orders is an integral part of the organization's distribution and manufacturing functions. Purchase Order provides you with the functionality to simplify your purchasing and receiving processes while ensuring greater order accuracy. It enables the monitoring of the quality, accuracy, lead times and cost of purchases, while providing comprehensive supplier performance analysis.



# Inbound



Once you have your ideal suppliers in place, your next key challenge is maintaining the correct stockholding, and balancing supply with demand.

SYSPRO inbound solutions include:

## Inventory Management

SYSPRO Inventory Management gives you immediate access to inventory balances, open purchase orders, work orders, and open sales orders at any point in the process – as well as the flexibility to cost inventory by warehouse, track inventory, and check on goods in transit.

## Inventory Optimization (IO)

SYSPRO's advanced Inventory Optimization (IO) capabilities allow you to create varying demand sources to help with needs identification in the procurement process. This ensures an increase in forecast demand accuracy, and that the stock holding on the system is up-to-date, accurate and supported scientifically.

## Bill Of Materials (BOM)

SYSPRO Bill of Materials (BOM) is designed to ensure your organization has complete control over the product structure. This solution ensures that engineering, production, purchasing and order processing are utilizing the same information, and facilitates accurate expected costs against which actual production costs can be tracked.

The Bill of Materials is defined by the manufacturing process and includes: work centers, labor, tools, dies, inserts, fixtures, raw materials, packaging, scrap rates, setup times, yields and equipment.

## Materials Requirements Planning (MRP)

This module uses projected and actual demand and supply to assist in planning and creating realistic production, purchasing and supply transfer schedules.

It also maintains optimal stock holdings in a multi-site and multi-warehouse environment, thus reducing inventory, increasing manufacturing productivity and facilitating cash flow.



## Inbound (continued)



### **Lot Traceability**

SYSPRO Lot (or batch) Traceability is designed for manufacturers who require control over product traceability to ensure compliance. Lot Traceability, also known as Batch Traceability, provides instant access to all the critical information required to track manufactured lots, batches and serialized units. It includes materials consumed, warehouse information, inspection information, quantities and control dates. Lot Traceability assists in identifying root-causes for defects, leading to effective containment and resolution.

### **Landed Cost Tracking**

Maintaining landed cost for products your organization handles can be a crucial task. As more and more organizations acquire material from overseas sources, the process of determining the actual cost of an item becomes increasingly difficult. In order to calculate landed cost, all factors beyond primary cost of material must be considered and accounted for; so that proper costs are updated and made available for decision making. SYSPRO's Landed Cost Tracking (LCT) provides visibility of imported goods through shipment tracking and enables greater control of all associated costs, resulting in accurate landed costs.

### **Return to Supplier**

Return to Supplier facilitates the return of goods or services to suppliers as a result of defects or other reasons for dissatisfaction. It simplifies the process of returns and provides an efficient method of controlling items leaving site for returns or repairs, ensuring visibility and tracking of the item until the process is concluded.





# Operations



The processes wherein products get made, assembled, checked, and packaged, with the key challenges being manufacturing on time, quality control, and meeting deadlines.

SYSPRO operations solutions include:

## Work in Progress (WIP)

SYSPRO Work in Progress (WIP) provides you with complete control of the factory floor with up-to-the minute WIP information, such as the management of production activities, monitoring and controlling of materials and job variances, and the identification of overloaded work centers.

## Manufacturing Operations Management (MOM)

A single platform to monitor and improve your factory's performance. It helps you ensure world class standards of operation for overall equipment effectiveness (OEE), total effective equipment performance (TEEP) and overall labor effectiveness (OLE). MOM minimizes losses, optimizes operational efficiencies through better workflow of core activities, and connects machines and other devices to gain critical data for business optimization.

## Job Nesting

Job Nesting is designed to support customers who typically manufacture components from the same raw materials. The Job Nesting capability allows SYSPRO to select and send multiple jobs to the nest, which integrates with machine-specific nesting software. Job Nesting manages the complexity of allocating a number of jobs to a specific raw material to optimize usage and reduce waste, maximizing output in the operation. Additionally, it assists in measuring and recording the efficiencies gained or lost, and the utilization or yield of that raw material.



## Outbound



Once the product is packaged, the outward journey begins, with the key challenges being delivering the right product to the right place, in full, in good condition, and on time. This is where SYSPRO Warehouse Management System proves its worth.

### **Warehouse Management System (WMS)**

This ensures that your goods are delivered to the shop floor just-in-time (JIT) based on demand, located where they should be, stored in compliance with regulations, and then accurately picked for dispatch to the customer. SYSPRO WMS provides significant gains in accuracy, productivity, and efficiency.

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### **Inventory Forecasting**

The SYSPRO Inventory Forecasting solution provides the capability to create accurate and credible forecasts, along with the tools for efficiently managing, monitoring and improving the forecast process. It enables manufacturers to produce forecasts based on sales history and provides the tools to measure the quality of forecasts.

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### **Inventory Families and Groupings**

Families and Groupings is an essential tool for any organization in a demand-driven environment allowing for the aggregated view, and manipulation, of both sales and forecasts and providing input to material requirements planning.



## Outbound (continued)



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### SYSPRO Mobile

SYSPRO Mobile is a solution that lets you use your SYSPRO business software on any popular smartphone or tablet. It allows you to access business processes and data as easily as if you were in the office. SYSPRO mobile apps can work any time, any place, and on any popular device, providing instant and secure access to information about your customers, suppliers, orders, inventory items and other key business information.

### Return Merchandise Authorization (RMA)

This facilitates the processing, management and analysis of returns, replacements, recalls, credits, and repairs. With SYSPRO RMA, the process of inspecting, diagnosing and correcting product defects is managed effectively, and trends can be analyzed to gain insights which can inform procurement and production decisions.





# Wholesales/Consumer Marketing, Sales and Services



The key challenge here is providing wholesalers or consumers with exactly what they ordered, at prices that allow them to make their profit targets. This last-mile component helps to provide timely and effective aftersales service, such as repair and maintenance. It also addresses aspects such as defective products, returns, complaints and recalls.

SYSPRO marketing, sales and service solutions include:

## **Pricing Engine with Trade Promotions**

This enables you to segment customers based upon buying performance and place them on a structured price list, with the ability to reward them for loyalty and timeous payment.

## **Product Configurator**

For manufacturers who want to enhance customer service and operational efficiency, the Product Configurator can be accessed via a web-based interface, enabling the efficient and accurate configuration of products. This allows companies to work smarter and eliminate the wasted effort when tracking orders, quotes, jobs, and more.

## **Sales Analysis**

The Sales Analysis system is the focal point for the accumulation of sales data generated from other modules. The solution provides insight into sales activities to improve sales profitability and provide information for sales forecasting and planning on a number of levels. SYSPRO Sales Analysis also assists in determining the extent to which a sales force has met its sales objectives.

## **Sales Orders**

The Sales Order solution enhances customer service through fast, efficient order processing and accurate, timely order fulfilment. Customer account information can be accessed to streamline the ordering process, for status, credit limits, previous orders, and to confirm the customer's billing address and shipping addresses. As customer orders are filled and completed, Sales Order information flows through the system so you can properly invoice and ship orders.

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## **Customer Complaints**

This feature allows you to capture, manage, and effectively resolve customer complaints. It enables your business to quickly review and escalate product defects and service issues to prevent their recurrence. It is a critical requirement for all businesses wanting to achieve a formal quality accreditation, which improves customer-centric behavior and drives customer retention.

## **Product Recall**

SYSPRO Product Recall is a full traceability system that allows manufacturers to perform a full product recall quickly and efficiently. It has been developed to support an organization's Recall Management System, particularly in heavily regulated industries, giving instant access to all of the critical information required to track a suspect product, throughout the value chain.

# Finance



With your entire Supply Chain supported with a strong financial foundation here, the main requirements are to have strict controls over expenditure, maintain a strong cash flow, and to take advantage of pricing and cost-saving opportunities, while better managing downside risk.

SYSPRO finance solutions include:

## Accounts Receivable

SYSPRO Accounts Receivable improves cash flow management by accumulating and managing customer activity and ensuring timely revenue collection and effective reporting. This solution enhances customer servicing, aids debt collection, and reduces risk by providing the credit department with management, control, and reporting tools.

## Accounts Payable

Improves your cash flow, provides timely, accurate and efficient control of invoice processing, the payment of bills, the application of discounts and the total expense analyses that help to maintain close relationships with suppliers. Turns a tedious and time-consuming process into a manageable piece of your corporate puzzle.

## General Ledger

The central repository for collecting and analyzing your business information to give you the critical information you need to make timely and informed business decisions. SYSPRO General Ledger produces the enterprise's financial statements including the Balance Sheet, the Income Statement, the Cash Flow Statement, and associated financial reports such as the Trial Balance.

“SYSPRO allows us to properly plan our supply chain management, from originating orders through the shipping and warehousing stages to the accounting processes in one all-inclusive system.”

“We now can track orders at any stage of the order process and make any necessary adjustments to ship dates in real-time. We are utilizing the Inventory and PO modules to cost inventories in a very accurate manner.”

— **SYSPRO Customer reviews, G2**



# Digitalization



The time to rethink how manufacturers want to do business in the future has never been greater. It is important that your ERP can seamlessly incorporate new technologies as and when they happen, thus affording you a competitive advantage.

SYSPRO digitalization solutions include:

## Enterprise Reporting

Helps your customers manage, analyze, and interpret all forms of data for decision-making within the business, without the need for third-party tools. With SYSPRO Enterprise Resource Planning (ERP) you gain full view of all business activities, including financial, warehouse and inventory management, across your entire supply chain and business operations.

## Business Activity Queries

Pre-developed Business Intelligence (BI) reports provided in real-time data for informed decision making. SYSPRO Business Activity Queries provides a low-code dataset creation tool based on business logic that solves custom dataset requirements across several areas of enterprise reporting in SYSPRO. These include:

- Business insight tiles
- Crystal Sub Reports
- Artificial Intelligence and Machine Learning Dataset Inputs
- Business Intelligence Tools

## OData

OData, short for Open Data Protocol, is designed for customers, third party software providers and systems integrators who want a secure method of accessing SYSPRO data. It provides improved data access particularly in the cloud, by connecting to the SQL database in a secure and auditable manner.

## Mobile

SYSPRO Mobile is a user-friendly mobile platform that gives you access to all your business data remotely as easily as if you were in your office or on the factory floor. SYSPRO Mobile enables you to create apps that will work on any popular mobile device, providing instant and secure access to information about customers, suppliers, inventory items, contacts, and other key information.

“The SYSPRO solution is competitive in all functional modules and has dominant functional capabilities in the inventory, purchasing and sales management areas. SYSPRO, unlike some other providers, continues to keep up with cutting-edge technologies and incorporates these into the solution.”

— **PJ Jakovljevic**,  
Principal Analyst | Technology Evaluation Centers



# Say Yes to SYSPRO

With a proven track record of digitally transforming businesses in preparation for the future, SYSPRO is recognized by analysts and influencers as one of the best mid-size ERP products in the world.

With us, you gain a team of global industry experts that help you drive maximum value through your supply chain solution.

Our evolving supply chain solutions are aligned with industry trends and leverage emerging technologies that will enable you to secure a digital future and gain a competitive advantage.

Our solutions are designed to effortlessly integrate into your existing systems and ensure that you can digitalize your business practically and at your own pace.



## Say yes to tomorrow

The supply chain of the future will be all about responsiveness and customer experience. Every step of the journey will be attuned to the needs of the customer whilst being capable of addressing factors such as sourcing, trade policies, modes of production, shipment, and more.

With a proven track record of digitally transforming businesses in preparation for the future, we are recognized by analysts and influencers as one of the best mid-size ERP products in the world.

With SYSPRO, you gain a team of trusted advisors who can help you drive maximum value from your supply chain. With a customer retention rate of 98%, we are committed to empowering you with the confidence and control to say yes to next with innovative, industry-built, and specialized supply chain solutions.

**Say Yes to SYSPRO ERP for Supply Chain Management.  
Say Yes to Next.**

# Say Yes to The AME Group

Over 25 years of experience working with clients to successfully select, implement, integrate and enhance their ERP has made The AME Group a SYSPRO elite partner.

We can be your trusted advisor – offering guidance and support every step of the way.

Learn more about the ERP and Software Development Team at The AME Group. Contact Gary Maystead Today.



## GARY MAYSTEAD

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*I have gone through this process as customer and provider several times in my career, I must say this has been one of the more enjoyable and rewarding processes I have experienced.*

*Thank you, AME, you have opened many eyes to the opportunities we have to improve our business processes and how we can harness the power of our business system to increase efficiency, profitability and take our business forward on its aggressive growth path.*

*- General Manager  
Manufactured Housing Industry*



# About SYSPRO

SYSPRO is an easy to implement, single-source Enterprise Resource Planning solution designed to minimize the complexity of your business. Our purpose is to provide companies with actionable insights that support daily decision-making, cut costs, streamline processes, and improve productivity and outcomes.

What sets us apart is our specialization in the manufacturing and distribution sectors, our simplified approach to technology and our passionate commitment to the success of our partners and our customers.

For over 40 years, our team of specialists has continued to address unique industry needs and enable customers to easily adapt and grow. The solution is scalable and can be deployed in the cloud, on-premise or both, and accessed via the web on any device to provide customers with choice and flexibility. Our evolving solutions are aligned with industry trends to leverage emerging technology that will enable partners and customers to secure a digital future. With more than 15,000 licensed companies in over 60 countries across six continents – SYSPRO offers guidance and support every step of the way as a trusted advisor.



**[syspro.com](https://syspro.com)**

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