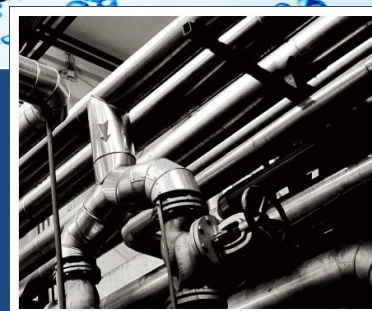


Solutions for Pump Manufacturers



Key Challenges

The impact of rising global competition within the pump manufacturing industry is an issue commonly cited by today's sector participants. Indeed, it's true to say that right across the manufacturing sector, it is easier than ever to find companies making similar products at a lower cost. And so to thrive in today's environment a lean, agile business that offers significant value-add for the customer is a strategic business imperative.

To help you achieve a smooth running operation that delivers exceptional customer value-add and improved profitability, you need the support of an industry-specific business solution that can manage your end-to-end operational requirements.

Proven Solutions, Tangible Benefits

Based upon the world's most popular business system – SAP – but uniquely tailored to give you only relevant industry functionality, we help you manage and improve your traditional business functions and processes. And because SAP from Invenio is a pre-built, pre-configured solution that's tailored to your industry requirements, it:

- Costs far less than a traditional ERP implementation.
- Can be implemented within a short timeframe.
- Will deliver just the business and operational support that you really need.

Improve customer management strategies to increase profitability

In tough economic times, the number of projects and supply tenders inevitably decreases and so companies who focus on building better customer retention programs are poised to dominate the industry. To help you offer a superior and highly tailored service to your customers, Invenio's SAP solution can help you to ensure their expectations are met. We can help you:

- Manage product configuration to enable you to offer customers the widest choice of models with every pump - but without the ensuing management complexity.
- Gain insight into your customers' requirements by accessing a history of every pump manufactured and sold - along with its components.

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Solutions for Pump Manufacturers

- Manage product configuration to enable you to offer customers the widest choice of models with every pump - but without the ensuing management complexity.
- Flexibility and control in managing both 'engineer-to-order' and 'assemble-to-order' scenarios.
- Manage the entire returns, repairs and service charge process & track every service engineer & service van
- Address milestone based billing and tracking costs for particular order without bringing the complexity of complete project management systems.
- Establish a comprehensive inventory of carbon emissions and other environmental impacts.

- Meet customer expectations by providing tight integration of parameter documents - from sales order to production - to ensure exact engineering and production specifications are met.

Streamline your production to make it lean and more efficient

In today's climate, companies must avoid being commoditised through a combination of innovative design and efficient production. There is also need to maintain a competitive pricing structure to avert the threat of cheaper overseas competitors. The sheer variety of products – and the dependence on a good supply chain to provide critical components - makes the task even more challenging. Invenio's SAP solution gives you:

- Flexibility and control in managing both 'engineer-to-order' and 'assemble-to-order' scenarios.
- Cutting edge production planning and scheduling that enables you to manage demand so that orders are produced on time and the need for large 'work in progress' or finished goods inventory is avoided.
- Intelligent MRP to plan the procurement of critical components, bought out finished goods across the locations, product lines and associate companies.

Extend and enhance downstream services to increase income opportunities

Services can be the biggest contributor to the bottom line for companies who deliver an on time and quality service offering. Increasingly, pump users are recognising that a formal partnership with pump manufacturers yields many bottom line benefits. These benefits include the maximisation of pump performance and plant output, combined with a reduction in maintenance-related costs and process interruption. Invenio's SAP solution that can help you:

- Manage the entire returns, repairs and service charge process - and track every engineer and service van.
- Improve response times to customer service calls and facilitate faster resolution times with integrated and flexible service order related purchases.
- Capture the exact costs of every service call - down to the minute – for accurate billing.
- Track and control the costs on warranty service calls and debit the costs to respective internal divisions.

Automate and control quality management to enhance corporate reputation

The administrative burden of good quality management, combined with the cost of compliance can have a huge impact on the bottom line. However, the cost of delivering inferior, defective or wrongly calibrated products can be much higher. Procurement and import of components and finished products is a critical process, and the quality management of incoming materials is vital. Invenio can help you automate and control your quality management procedures to ensure that products leaving your factory or warehouse are fit for purpose and compliant with all industry specifications and regulatory requirements. SAP from Invenio delivers:

- Stringent quality management procedures for incoming material, linked to procurement, vendor notifications and evaluation.
- Production capabilities that create inspection lots, define quality plans and reduce wastage.
- The ability to create test certificates and perform test equipment management for calibration of equipment, tools & gauges.

"We are confident that this significant investment in our business processes gives us a secure system base that will enable us to support and sustain the growth that we have achieved in the last few years". **Graham Terry – Director and General Manager – Europe, SPP Pumps**

"Invenio's project management skills are excellent and the [Invenio] team are very well matched in terms of skills and experience." **Damien Hudson – Information Systems Manager, SPP Pumps**

www.invenio-solutions.com/downloads/spp.pdf

Streamline internal business operations to control costs and reduce expenditure

Focusing on improving the efficiency operations can help achieve cost reductions and better process control. Invenio offers a range of solutions that can help to improve and enhance your operations including:

Financials

- Improve financial management, corporate governance and transparency through gaining broad support for local and international accounting standards, industry and country regulations, and improved administration of internal controls.
- Achieve faster closes by streamlining the entire accounting, consolidation, process scheduling, workflow and by improving inter-departmental collaboration.
- Improve financial decision-making by gaining the flexibility to report across business performance by multiple scenarios including by project, business unit, organisation, or cost centre.
- Address milestone based billing and tracking costs for particular order without bringing the complexity of complete project management systems.

Procurement

- Apply stringent authorisations and approval processes that tighten control across the entire purchasing process.
- Link all sourcing activities to specific projects to track results and decisions during each project's duration.
- Monitor project status, manage employee workload, and track opportunities for cost savings.
- Generate, negotiate, and manage supply contracts with a single, searchable contract repository.
- Employ a single, searchable repository to support a supplier portal in which suppliers can register, maintain and modify their own profiles.

Warehouse Management

- Manage the entire operation from inbound, put-away, outbound, planning and inventory control.
- Gain complete visibility of stock at every stage and up to bin level.
- Automate your warehouse management with RFID and carousal integration.
- Seamlessly integrate to your financial and other back office systems for full, real-time visibility across the supply chain.

Carbon Management

Although there is already a significant focus in the field in terms of producing equipment that aids environmental sustainability and energy efficiency programs, an internal carbon reduction initiative can help your business to save money and meet the requirements for incoming carbon reduction targets. SAP from Invenio helps you to:

- Establish a comprehensive inventory of carbon emissions and other environmental impacts.
- Achieve cost savings by identifying opportunities for energy, waste, and emissions reductions.
- Streamline carbon reporting, communications, and compliance.
- Evaluate reduction project and optimise efficiency investments.

Deploy highly functional reporting tools to aid accurate business decision-making

Successful companies today need to track and move extensive inventories, generate a greater and more complex range of products, negotiate with numerous suppliers, and maintain a multitude of quality standards. Invenio can help you turn your business data into knowledge, so you can develop a unique insight into demand, supply, operational and customer activity. Examples include:

- Accurately predict deferred revenue streams and capitalise on opportunities to recognise revenue as early as possible.

- Calculate profitability for projects, customers, products and divisions at a transactional level.
- Embed analytics into your financial processes to help you budget, plan and forecast with accuracy.
- Reduce costs and increase productivity by eliminating manual processes and get immediate visibility into your revenue performance.
- Enhance decision-making capabilities with key performance indicators and analytics drawn from multiple sources across the business.

Summary

Invenio offers the pump manufacturing industry a unique combination of people, processes and technology. With a solution that's aimed at bringing about business transformation through enhancing your agility, flexibility and cost effectiveness, we enable you to maximise your IT investment and successfully steer your company through today's challenging and dynamic business environment.

If you'd like to learn more about how we can help your business, please call our advisory team in the UK on +44 (0)330 440 1800 or in India on +91 (0)22 3067 9315.