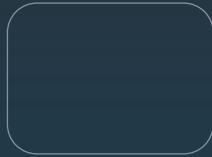
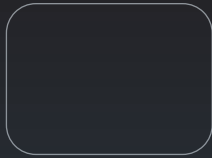


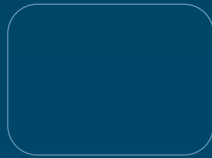
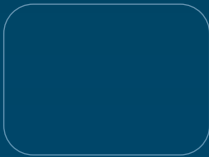
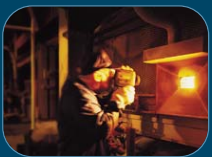
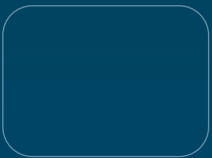
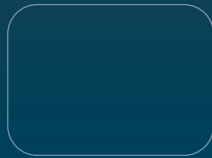
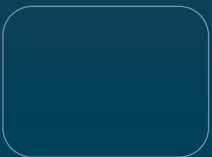
# Epicor Manufacturing Overview

Business without Barriers

**EPICOR**<sup>®</sup>



Epicor can meet your business requirements today and has the flexibility to accommodate unseen opportunities in the future.



# Epicor Manufacturing

## A Solution for Performance-Driven Manufacturers

**Epicor understands that you, like manufacturers worldwide, must identify, consider and respond to a new set of challenges and variables each day.** Some are due to the extended enterprise and globalization of manufacturing. Some are a result of internal inefficiencies that affect your ability to compete on dimensions such as cost, quality, or response time. Others arise out of the necessity to blend your business processes with those of your customers, suppliers, other plants, warehouses, and distribution channels. There is often no precedent for how to respond to new requirements and market conditions. Communication, collaboration, flexibility, agility, and innovation are the only constants.

Competing globally, bridging geographic boundaries, encouraging strategic diversity, and eliminating supply chain inefficiencies can be accomplished with the technologies to streamline intra- and inter company processes and communicate quickly and accurately. Synchronization of complex relationships which determine supply, demand, and fulfillment is the means to reaching new, industry-leading levels of business performance. Epicor Manufacturing can help you achieve maximum efficiencies within the four walls of each manufacturing plant, while providing innovative technology to span across your globally extended enterprise.

Epicor Manufacturing truly enables  
business without barriers.



## Extended Enterprise Solutions

Epicor Manufacturing is a tightly integrated enterprise resource planning (ERP) software solution for identifying and planning the extended enterprise resources you need to capture, produce, ship, and account for customer orders. A distributed, common database provides the ability to access the right information, from the right source, at the right time, empowering all users through the supply chain to make valid, informed decisions. Industry leading technology makes it possible for manufacturers of all sizes, and their trading partners, to derive the benefits of real-time collaboration from Epicor Manufacturing.

Epicor Manufacturing is distinguished by its increasingly broad focus on planning and managing all resources, both within and across location and company boundaries. This expanded scope is most strongly felt in the areas of customer relationship management (CRM), supply chain management (SCM), product lifecycle management (PLM), quality performance management (QPM), and business performance management (BPM) to name only a few. Manufacturers of all sizes have recognized the value of an integrated suite rather than trying to piece disparate solutions together.

## Manufacturing Expertise

Epicor Manufacturing is designed to support the various manufacturing processes including discrete, make-to-order (MTO), engineer-to-order (ETO), configure-to-order (CTO), mixed-mode and make-to-stock environments. Epicor continues a 20-year plus tradition of providing industry-leading solutions for rapidly expanding emerging manufacturers alongside mid-sized companies and subsidiaries of large multinationals. Epicor Manufacturing is scalable and modular with rich feature sets; which allow us to support your company's growth with rapid implementation and easy expansion no matter the size and complexity of your manufacturing process.

As a multidimensional solution, Epicor Manufacturing is uniquely positioned to manage the requirements of multiple industries with a single solution, including Industrial Machinery, Automotive, Aerospace and Defense, Medical Device, Electronics and Electrical Equipment, Fabricated Metals, Furniture and Fixtures, Rubber and Plastics, Job Shops, and more. Epicor has experience across many manufacturing industries and has developed solutions to fit the unique requirements for supplying these industries with robust functionality, including:

- Centralized customer relationship management
- Efficient sales and service management
- Rules-based product configuration
- Real-time production management
- Quality and compliance management
- Extensive product data management including product lifecycle management (PLM)
- Embedded advanced planning and scheduling (APS)
- Extensive materials management including cradle-to-grave serial and lot control
- Support for lean initiatives
- Comprehensive supply chain management
- Improved financial transparency and accountability
- Portals, dashboards, business process management and enterprise search to support business performance management initiatives
- Global deployment

Epicor Manufacturing is a powerful, yet easy to use, manufacturing solution available to manufacturers worldwide. It's fully integrated and loaded with innovative tools to synchronize supply, demand, and fulfillment as a means to reach new, industry-leading levels of business performance.

## Supply Chain Performance

Epicor Manufacturing offers a full range of supply chain management and distribution capabilities built within a single business platform. It provides the right tools to efficiently assemble, ship, and deliver so that your customers receive the goods they want, when they want them. It enables manufacturers to truly execute at peak performance.

## Lean Initiatives

With increased global competition and customer influence for product flexibility and more frequent orders, businesses are widening the scope and focus of lean principles to focus not only on manufacturing processes, but to encompass all processes that contribute to the bottom line.

Epicor is uniquely positioned with fully integrated modules and features such as customer relationship management, supplier relationship management, work orderless “Kanban” control on the shop floor, enterprise portals, and Epicor *True SOA*™ architecture to drive reduction of waste in internal processes and ultimately enhance profitability.

## Business Anywhere: Global Solutions, Local Expertise

You face intense competition—from booming multinationals to aggressive, nimble smaller companies down the street. Epicor’s solutions are tailored to meet the unique needs of companies across a broad range of industries and sectors including manufacturing, distribution, services, retail and hospitality. We have offices around the world gathering requirements, developing applications, implementing software, and helping companies deploy best practices to compete and comply in their markets.

Epicor provides a consistent, repeatable single-solution approach that integrates your corporate ERP with your divisions and operating locations. The world-class capabilities of Epicor applications enable the local, regional, or centralized deployment of standard processes within a consistent, pervasive security framework. This ensures that operational information produced locally, from forecast to financials, cascades upwards into a single consolidated view of global activities that accurately reflects your organization’s performance.



## Raising Technology to the Business Level

Epicor's architecture of industry-leading technologies is at the core of Epicor Manufacturing. It is the foundation upon which businesses execute strategies and achieve objectives, operating seamlessly and effectively in the background and enabling highly optimized business productivity.

Epicor has been a consistent leader and innovator for global enterprise resource planning (ERP) solutions built entirely on a true service-oriented architecture (Epicor *True SOA*<sup>™</sup>). Using this approach, "services" are self-contained pieces of business logic that can be mixed and matched, are platform independent, and can be dynamically located, invoked, and used to configure and reconfigure processes, and improve integration of applications.

### But what does that mean for your business?

Evaluating the benefits of SOA, analyst firm AMR Research<sup>®</sup> notes, "How can an architectural approach to software impact the bottom line of a typical company? The answer is SOA can provide a measurable impact via deeper relationships with partners and faster response to business threats and opportunities."<sup>1</sup>

<sup>1</sup> Ian Finley, AMR Research, *The Future of the SOA Market: Early Majority Rules*, February 25, 2008.



# Epicor Suite and Module Diagram

## Financial Management

- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Fixed Asset Management
- Consolidations and Elimination
- Multicurrency Management
- Tax Connect

## Customer Relationship Management

- Contact Management
- Lead and Opportunity Management
- Case Management
- Marketing Management
- Mobile Connect

## Sales Management

- Estimate and Quote Management
- Order Management
- Demand Management
- Advanced EDI
- Storefront

## Human Capital Management

- Payroll
- Human Resource Management
- Training and Recruitment
- Employee Self-Service

## Service Management

- Field Service
- Contract Management
- Returned Material Authorization



## Enterprise Performance Management

- Management Reporter
- Budgeting, Planning and Forecasting
- Operational Data Store and Data Warehousing
- Scorecards and KPIs
- Trackers and Dashboards

## Governance, Risk, and Compliance

- Risk Management
- Security Management
- Corporate Governance
- Global Trade Compliance
- Environmental and Energy Management

## Bus

- S
- M
- V
- C
- S

## Supply Chain Management

- Purchase Management
- Sourcing and Procurement
- Inventory Management
- Shipping and Receiving
- Warehouse Management
- Advanced Material Management

## Production Management

- Job Management
- Lean Production
- Manufacturing Execution System
- Quality Assurance
- Advanced Quality Management

## Planning and Scheduling

- Project Management
- Forecasting and Master Production Scheduling
- Material Requirements Planning
- Scheduling and Resource Management
- Advanced Planning and Scheduling

## Product Data Management

- Bill of Materials
- Routings
- Engineering Change and Revision Control
- Product Costing
- Product Lifecycle Management
- Product Configuration

## Business Architecture

- Service-Oriented Architecture
- Microsoft® .NET Framework
- Web Services
- Operating System and Database Independence
- SaaS, Hosted, and On-Premise Delivery

- Business Process Management
- Information Worker
- Service Connect
- Portal
- Web 2.0

## Global Business Management

- Multicompany Management
- Global Multisite Management
- Multilingual Data Management
- Master Data Management

## Focus on Manufacturers

Epicor Manufacturing is built for enterprising manufacturers, meeting the challenge to be productive with fewer resources. Innovative technologies from Epicor pave the way for today's businesses to break down barriers and streamline business processes while remaining agile for rapid response to customer initiatives.

Whether your business is emerging, mid-sized, or subsidiary of a Global 1000 company, Epicor's comprehensive experience in providing solutions for these businesses, coupled with its focus on key industries of manufacturing, minimizes the risk of adoption for your company.

Epicor Manufacturing provides a comprehensive ERP solution that enables business without barriers.

## Designed for People. Built for Change. Ready for Business.

Forrester Research has asserted that next-generation enterprise applications are not just built for change but are designed for people<sup>2</sup>, and will be transformed by the platform developments of companies like Microsoft®, by social computing design approaches and applications, and by enterprise Web 2.0 tools that drive user experiences.

Epicor's industry-leading technology framework is what drives Epicor next-generation enterprise applications and melds Epicor *True SOA*™ and Web 2.0 to not only meet business requirements today, but offer the flexibility to accommodate unseen opportunities in the future.

Epicor's next-generation applications take businesses to the next level by leveraging innovative consumer Web concepts to deliver an agile, adaptable business resource that ensures maximum business productivity with minimal overhead. A resource that will not only grow and change with your business, but is designed to help you optimize your most important resources.

## An Acknowledged Leader, a Proven Solution

Epicor Software (NASDAQ: EPIC) is a global leader delivering business software solutions to the manufacturing, distribution, retail, hospitality and services industries. With 20,000 customers in more than 140 countries, Epicor provides integrated enterprise resource planning (ERP), customer relationship management (CRM), supply chain management (SCM) and enterprise retail software solutions that enable companies to drive increased efficiency and improve profitability, and also empower global enterprises to achieve even greater success.

<sup>2</sup> *The Dynamic Business Applications Imperative*, Forrester Research, Inc., September 2007





[www.epicor.com](http://www.epicor.com)

# EPICOR®

Worldwide Headquarters  
18200 Von Karman Avenue Suite 1000  
Irvine, California 92612 USA  
Toll Free: 800.999.6995  
Direct: 949.585.4000  
Fax: 949.585.4419  
[www.epicor.com](http://www.epicor.com)

Latin America and Caribbean  
Blvd. Antonio L. Rodriguez #1882 Int.104  
Plaza Central, Col. Santa Maria,  
Monterrey, Nuevo Leon, CP 64650  
Mexico  
Phone: +52.81.1551.7100  
Fax: +52.81.1551.7117

Europe, Middle East and Africa  
No. 1 The Arena  
Downshire Way  
Bracknell, Berkshire RG12 1PU  
United Kingdom  
Phone: +44.0.1344.468.468  
Fax: +44.0.1344.468.010

Asia  
238A Thomson Road #23-06  
Novena Square Tower A  
Singapore 307684  
Singapore  
Phone: +65.6333.8121  
Fax: +65.6333.8131

Australia and New Zealand  
Level 32, Northpoint  
100 Miller Street  
North Sydney NSW 2060  
Australia  
Phone: +61.2.9927.6200  
Fax: +61.2.9956.8976

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