

# Sikich IEM Configuration Solution

## Powered by Microsoft Dynamics 365, Enterprise edition

**The Sikich IEM Solution provides equipment manufacturers, and other manufacturers of discrete and complex products, with a preconfigured solution and business process models based on Microsoft Dynamics 365, Enterprise edition.**

An Industrial Equipment Manufacturer (IEM) that produces discrete, complex products where multiple configurations of the products are available, can quickly leverage this pre-configured solution based on Microsoft Dynamics 365, Enterprise edition. The IEM Configuration Solution is designed to improve financial results, provide good internal tracking and costing of actual production and outsourced activities, and provide accurate delivery to customers. Project Management tools are available to track both production and non-production activities where required. In addition, this solution enables Industrial Equipment Manufacturers to offer post-sale support and service for their equipment and products, as well as spare parts sales.

The Sikich Dynamics 365 team, with our IEM Configuration Solution based on Microsoft Dynamics 365, Enterprise edition, will support the following key business processes for Industrial Equipment Manufacturers:

- › Quote or proposal generation for prospect or customer (both project quote or sales quote)
- › Configuration of product or equipment based on a variety of rules and options as needed
- › Upon acceptance, conversion of quote to sales order or project
- › Flexibility for generation of linked production orders, MRP processing, or hybrid
- › Production planning and control with clear status visibility
- › Complete and traceable serial or batch control for those items/parts that are required
- › Purchasing per MRP plans, to specific production orders, or to projects and WBS activities
- › Fulfillment, shipment, warehouse management
- › Standard and project accounting
- › Power BI analytics on premise, in the cloud, and on mobile devices

The Sikich Dynamics 365, Enterprise edition team has a reputation for serving multiple vertical markets, with particular emphasis on the industrial equipment (IEM) vertical. Sikich provides deep knowledge of these verticals, offering veteran consultants that have worked in the industry.

IEM manufacturers produce discrete, complex products, where multiple configurations of the product are offered, where progress and cost tracking is very important, and where accurately projecting delivery to the customer is critical. These types of manufacturers often offer post-sale support and service for their equipment as well as spare parts sales. Depending on the type of equipment, refurbishment and overhaul is often part of the service.

*Sikich is a Professional Services organization that includes divisions for Technology, Accounting, Advisory and others. In business for over 30 years, with 800 employees working from 21 regional offices, Sikich supports the Microsoft Dynamics suite of products; including Dynamics 365, Enterprise edition.*

## EXPERT SERVICES

### Selection & Business Process Review

Insightful advice for ERP readiness and selection

### System Design

Understanding and connecting your specific needs to the solution

### Implementation & Upgrades

Best-practice tools and methods for strong project management and collaboration

### Customization & Integration

Expertise with SQL Reporting Services, Web Services, .Net and SharePoint

### Training

Classroom and on-site Microsoft Dynamics 365, Enterprise edition courses for your team

### Dedicated Support

Our dedicated support desk is ready to help

### Webinars & Events

Educational events to help you get the most out of your solution help you get the most out of your solution

### Cloud

You don't have to choose between a cloud partner and a Microsoft Dynamics solution partner. Have all the support, guidance and expertise you need for your Dynamics software solution and cloud environment with Sikich

### Supply Chain Services

Expert guidance on supply chain solutions, including distribution network design, lean manufacturing and warehouse and plant design, as well as supply chain systems design, selection and implementation with Sikich.



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