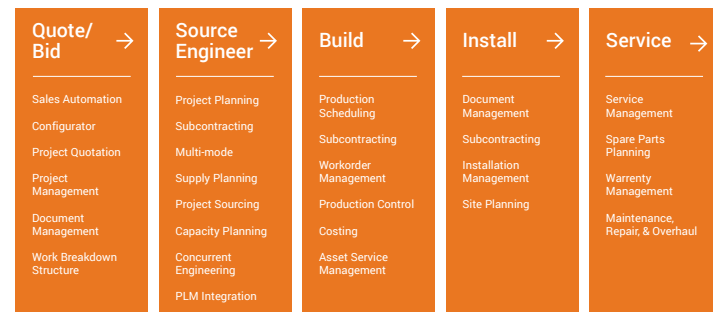# Advanced Discrete Manufacturing
for Microsoft Dynamics 365 for Operations

All advanced discrete manufacturers juggle long sales cycles, complex cost structures and supply chains, rising material and transportation costs, and demanding compliance obligations. Equally important, the business model for many discrete manufacturers has evolved from delivering machinery and components to becoming single-source providers for a products' entire lifecycle.

The To-Increase Advanced Discrete Manufacturing Solution for Microsoft Dynamics 365 for Operations offers proven capabilities for meeting specific industry needs. The solution enables agile change management, enterprise wide collaboration, data management and re-use, and other internal procedures that create a truly lean environment. Flexible capabilities support integration with engineering, flexible quotations (bid/tender), cash business flow in a project-based environment, and the ability to turn after-market service into a profit center for your organization.

Quote/ Bid →	Source Engineer →	Build →	Install →	Service →
Sales Automation	Project Planning	Production Scheduling	Document Management	Service Management
Configurator	Subcontracting	Subcontracting	Subcontracting	Spare Parts Planning
Project Quotation	Multi-mode	Workorder Management	Installation Management	Warrenty Management
Project Management	Supply Planning	Production Control	Site Planning	Maintenance, Repair, & Overhaul
Document Management	Project Sourcing	Costing		
Work Breakdown Structure	Capacity Planning	Asset Service Management		
	Concurrent Engineering			
	PLM Integration			

Sustaining Processes

Marketing | Product and Process Definition | Engineering Change Management | Product Lifecycle Management

Analytics, Human Resource Management, Financial Management

Built on the Microsoft Dynamics 365 platform, this end-to-end solution integrates smoothly with proven Microsoft products and technologies to facilitate smooth deployment, a familiar user experience, and tight connections with existing IT investments.

Benefits

→ **Protect margins, quality, and timelines with expert ECM.** Make the right decisions using a fully integrated ECR and ECO process that delivers clear views of on-hand and open orders, as well as running production and purchase orders.

→ **Meet customer demand for on-time and complete delivery.** Optimize the Quote-to-Cash process by quickly and accurately creating estimates. Predict and schedule capacity and requirements for a flexible and lean construction phase. Monitor cost, progress, and fulfillment with dashboards and flexible analysis tools.

→ **Improve operational performance with a project-based approach.** Gain a complete overview of work-to-execute phases, along with the ability to manage concurrent engineering and procurement for items with long lead times. Reduce inventory levels and associated cost with access to real-time information for work in progress and planned service calls.

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Features

Product Lifecycle Support	Manage the entire product life cycle, from early design until obsolescence. Everyone works with appropriate information drawn from one version of the truth. Dispersed data, projects, and processes come together in the right order. For example, you'll know which teams and stakeholders work with prototypes, execute production, and sell products and parts.
Integration with CAD and PLM/PDM	Create design and engineering documentation automatically by seamlessly integrating with existing CAD and PDM systems. To-Increase offers complete integration with PLM applications based on strategic partnerships, including Windchill 10.0 from PTC Software and Teamcenter 8.3 from Siemens Software.
Engineering Change Management	Manage product versions and product information change by implementing an ECR and ECO management process. Design and optimize workflows and flexible business rules for your organization. Integrate with PLM/PDM systems to gain insight into the logistical impact of engineering change.
Fast and Complete Quotations	Create estimates (quotation, bid, tender) quickly and accurately, using a variety of business templates. Apply concurrent engineering when building your quotation. Design easy-to-use work breakdown templates for your organization.
Sales and Product Configurator	Implement modular manufacturing with a built-in product and sales configurator. Configure products via Web browser using graphical tools and flexible rules.
Project-based Manufacturing	Manage the contract lifecycle with a project-based manufacturing approach. Create full visibility across the entire process, including planning, costs, and progress.
End-to-End Project Planning	Manage the full range of planning activities across the supply chain, including: → Availability (ATP) and lead time for standard, one-off, spare parts, and nonstandard materials to ensure accurate inventory → Capacity (CTP) for equipment, tools, employees, and sub-contractors to optimize scheduling and delivery → All phases of project planning
Product Readiness	Ensure accurate data setup before product release with automated data checks for inaccurate pricing, missing labels—any data-driven roadblock to product readiness. Define checklists that become automated readiness checks of soft data.
After-Sales Service	Improve maintenance and repair capabilities with company-wide access to product information, warranties, service contracts, returns, and service calls. Plan and schedule service calls, preventive maintenance, and spare parts delivery.
Enterprise Asset Management	Efficiently monitor and maintain all shop floor equipment and tools. Incorporate plant maintenance into production planning.

Empowering Innovation