

A detailed close-up photograph of several interlocking metal gears, likely from a precision manufacturing process. The gears are made of polished metal, showing fine details of their teeth and shafts. The lighting creates strong highlights and shadows, emphasizing the three-dimensional structure of the gears. In the background, more gears are visible but slightly out of focus, creating a sense of depth. A semi-transparent white box with a blue gradient is overlaid in the top left corner, containing the 'prodware adjust' logo and the text 'DISCRETE MANUFACTURING'. A large blue diagonal shape is in the bottom right corner, containing the 'prodware' logo.

prodware  
adjust

DISCRETE  
MANUFACTURING

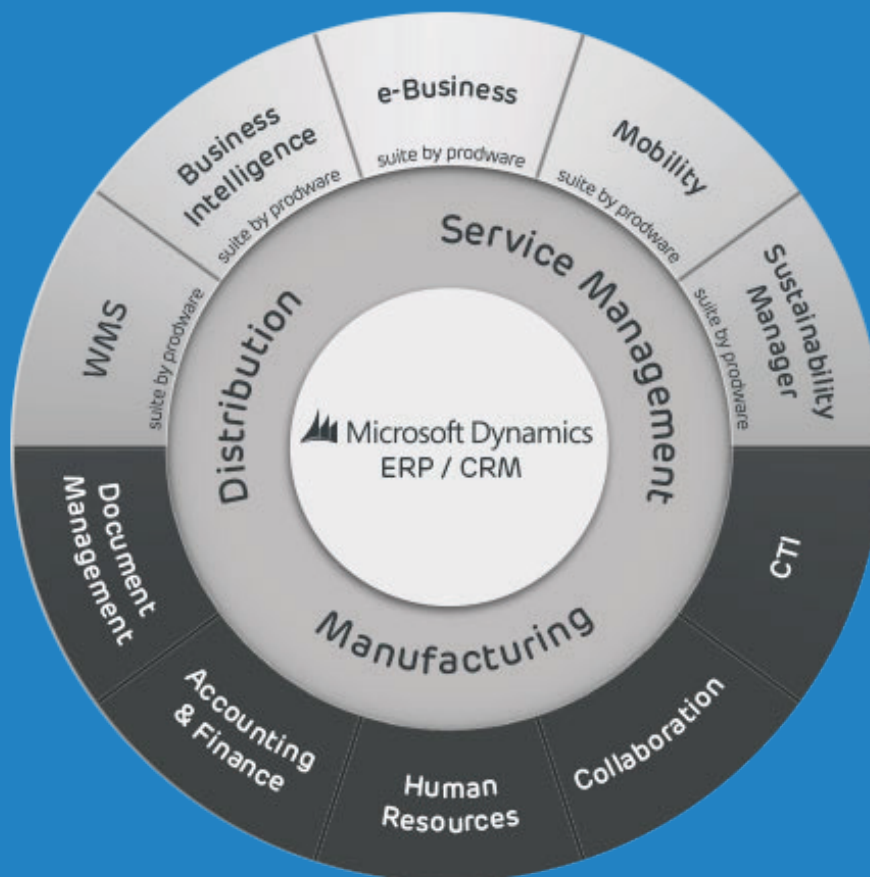
 Microsoft Dynamics

prodware<sup>TD</sup>

# Our research and development strategy: to be the most innovative IT solutions integrator

“Prodware’s software development strategy is centred around the leading ERP platform, Microsoft Dynamics, enhancing it with innovative solutions to fulfil business requirements and the needs of specific industries.”

Alain Conrard  
General Director - Prodware  
CEO - Prodware Group



\* ERP (Enterprise Resource Planning) or IMS (Integrated Management Software) is a software suite enabling a company to manage its whole range of operational processes, by integrating all of its systems such as commercial management, logistics, operations, sales, marketing and customer relationship management (CRM), regulations, its website and, also, human resources management, accounting and financial management.

\*\* The solutions Certified for Microsoft Dynamics (CfMD) are subjected to rigorous testing proving their accordance with the highest standards, established by Microsoft for its partners.



The days when industrialists would “push” products into a market and customers would buy them more or less as they were, are now gone. Customers are now “integrated into their global environment”.

Customers often say that what they need is full customisation, as opposed to the principles of standardisation and long product runs which used to guarantee economies of scale.

Manufacturers need to keep listening to their customers so as to; satisfy customers’ needs more effectively, design customised products quickly and optimise their supply chain. Many manufacturers are committed to complicated joint quality-based approaches, aimed at supplying products at the expected level by ever-tighter deadlines. To achieve this, it is vital to set up an Information System which helps optimise innovation processes, including the innovation process for products, production (design, manufacture, cost control etc.) and the whole supply chain.

Going further than just product delivery, more and more manufacturers are adopting “customer support” policies, designed to generate additional recurring revenue. Manufacturers have very quickly developed a full range of services (preventive maintenance, on-site auditing and proposals for upgrading). Industry-based solutions must revolve around bringing this vital aspect of their work (issuing estimates, drawing up contracts etc.) under control, to ensure that the commitments they make bring in a profit.

Taking full control of the supply chain is vital if manufacturers are to react rapidly to price erosion,

variations in deliveries by suppliers and sudden downturns in demand. Every aspect of supplier outsourcing has to be supervised:

- > Research and identification process for new providers
- > Direct integration of reliable partners (surface treatment, skills subcontracting etc.) in the production process
- > Operational monitoring (delivery, quality control, costs, deadlines)

Manufacturers increasingly need relevant and readily available performance indicators in all fields. They have to have proper oversight of the development office, production, finance and service aspects. Better oversight of these areas has a direct impact on cost containment and responsiveness to developments.

#### Prodware adjust rounds off Prodware’s product range:

##### + Core Solutions

Incorporation and adjustment of Microsoft Dynamics.

##### + Innovative Solutions

Designing ground-breaking, high value-adding solutions for specific trades and industries to enhance the performance of existing platforms.

##### + Service Solutions

Advice and support in integrating, hosting and financing solutions with proactive management.

## Your six selection criteria

To guide you towards the right solution for your business

### ✂ Functional Coverage

There is a wide variety of business software solutions but each company has different characteristics and needs. It is important to check that your Business Solutions partner meets your requirements through its industry solutions and industry know-how.

### ✂ Technology

Choosing the right platform is an important consideration. There are more choices than ever; Microsoft, Oracle, Apple and even Google/Linux. Considerations include familiarity, longevity, innovation and security.

### ✂ Innovation

Cloud, mobility, collaborative portals and social networks have become essential to business productivity and market penetration. They allow you to communicate with customers, suppliers, partners and employees in a simple, intuitive, seamless and secure environment.

### ✂ International availability

Only some ERP solutions are specifically designed with the requirements of international companies in mind. You should check that your geographical and linguistic needs are available in the packages you evaluate.

### ✂ Application structure and data

Application solutions vary technically in many respects. It is important to understand the principles and constraints if you want to fulfil your requirements, for example: single instance, multi legislation, multi-company.

### ✂ Project methodology

Recent surveys show that ERP and CRM projects generally fail; they are late, run over budget and do not achieve the users original vision. Understanding the main reasons behind the lack of success, and having a methodology that tackles those challenges head-on will ensure your project is one of the successful ones.

# Prodware adjust Discrete Manufacturing

Prodware adjust Discrete Manufacturing is a solution which tailors itself to your business and responds perfectly to market requirements: designing, manufacturing and delivering products in the shortest possible times while incorporating often complex supplier networks. Prodware adjust Discrete Manufacturing enables you to provide your customer base with recovery services. Prodware adjust Discrete Manufacturing maximises profits by speeding up product release and minimising costs. Discover all the advantages of an industry-based software, while benefiting from the technology and rich functionality of an ERP leader.



## ✍ Major Prodware adjust Discrete Manufacturing functions

- > Technical data management: articles, ranges, nomenclature, expense items, with index management and approval flow.
- > Scheduling and planning
- > Manufacturing Execution System (MES)
- > Sales management (prospects, customers, sales force, orders, prices)
- > Purchase management (suppliers, subcontractors)
- > Production management: planning, launches, follow-up
- > Logistics chain management (stocks, transportation)
- > Quality monitoring, checks for non-compliance
- > After-sales service and customer support
- > Financial management
- > Management control
- > Electronic Data Interchange
- > Decision-making tools
- > Link to design tools

## ✍ Comprehensive industry software

Prodware adjust Discrete Manufacturing covers the key production activity functions, from sales (quotes, orders), to the full supply chain (from design to fine scheduling), by way of financing and quality support functions.

With Prodware adjust Discrete Manufacturing, companies have the advantage of a comprehensive industry solution which means they can meet all the challenges they face, making the day-to-day work much more operational. A powerful, flexible, easy-to-use solution which fits perfectly into your existing Information System.



## Digital mock-up

The CAD design solutions include all simulation software and techniques.

- > Design, view and simulate your projects
- > Create more innovative designs and research more accurate digital prototypes
- > Optimise designs by simulation
- > Design associated technical documents
- > Develop eye-catching, realistic visualisations before producing them
- > Make reliable manufacturing data available



## PLM - Product Lifecycle Management

PLM – Product Lifecycle Management, which is gaining ground as a strategic factor in value creation, helps manufacturers manage the development processes for their products effectively and synchronise the work done by split teams in order to create the best possible products.

- > Speed up innovation
- > Optimise processes (design, manufacture, warehousing, transportation, sales, after-sales service, recycling etc.)
- > Facilitate collaborative working and capitalise on know-how
- > Boost competitiveness
- > Boost your profitability and capture a larger share of the market



## WMS suite by prodware

Comprehensive physical management solution for logistical flows integrated natively into your ERP.

WMS Suite is a module which physically manages logistical flows in the warehouse and is multi-company, multi-depot and multilingual.

From delivery to storage, from order preparation to dispatch, WMS Suite manages and optimises locations and siting and enhances traceability by radio frequency.

WMS Suite uses barcode printers, embedded computing and EDI.



## Scheduling

When speeding up the roll-out of ERPs in manufacturing companies, collaborative scheduling and planning make it possible to incorporate industrial performance optimisation within the Information System.

- > Finite capacity scheduling subject to constraints
- > Interactive graphic planning
- > Detailed planning analysis
- > Incorporation of pop-up screens

There are many advantages:

- > Better customer service rate
- > Increased productivity through optimisation of capacity and adjustment times
- > Reducing the time taken



## MES

The Manufacturing Execution System (MES) delivers real-time production monitoring on workshop terminals and Industrial PCs. It supplies answers to the problems facing today's manufacturers in terms of monitoring manufacture, scheduling, traceability, monitoring of logistical operations and production management.

Main aims:

- > To optimise and enhance performance by production teams
- > To assist in preparing tasks
- > To streamline internal processes
- > To react rapidly to variations in production
- > To monitor production in real time with variance analysis
- > Automated data entry

## The Services we offer

Implementation methodologies adapted to your requirements



USE PROVEN BUSINESS APPLICATIONS.  
OPTIMISE COSTS AND IMPLEMENTATION  
TIMESCALES



Business applications  
Deployment Methodology



DEPLOY A CUSTOMISED SOLUTION  
BASED ON YOUR INDUSTRY'S BEST PRACTICES



Project Deployment  
Methodology



DEPLOY BUSINESS SOFTWARE INTERNATIONALLY,  
CONSOLIDATING YOUR INFORMATION AND  
KNOW - HOW



International Deployment  
Methodology



SIMPLIFY YOUR UPGRADE AND BENEFIT  
FROM THE LATEST FEATURES TO INCREASE  
YOUR PRODUCTIVITY



Upgrade  
Methodology

Choose the help, training and service levels which suit you

✂ **Training and Help** to make your workforce more productive and support their skills enhancement - Online or on site.

✂ **Application Management** to steer your workforce towards value-added tasks with a guaranteed minimum security level.

✂ **Financing**  
Prodware offers you tailored financing contracts which satisfy individual needs and constraints.

# Manufacturing Customer Story



VES Andover Ltd designs and manufactures a wide range of commercial heat recovery and ventilation products for public, commercial and industrial buildings in the UK.

## Solution

The solution that was implemented covered all areas of the business from sales, manufacturing, inventory and distribution, project handling, through to finance and reporting.

Paul Tarrant remarks, "We were very pleased to implement Microsoft Dynamics AX which has now improved our productivity and given us greater visibility of the operation." He continues, "The key requirement of successfully analysing and tracking our inventory and purchase costs is being monitored as well as providing better control of projects throughout their life cycle."

## Platform for growth

In 2003, VES needed to prepare for growth and to keep its competitive edge within the manufacturing and service contracts market. The company also needed to provide information for business decision making and to establish a technology platform from which it could better service its customers.

VES was using a legacy system to run its business which was putting the company at risk due to its inflexible and cumbersome way of working. In addition, the system had not been designed to handle the management of projects which had become a key part of the VES operation. Paul Tarrant, IT Executive, VES Andover Ltd explains, "We needed a complete Enterprise Resource Planning (ERP) solution that would also include the ability to analyse the financial performance of our often complex product and project requirements, so we could compare costs, resources consumed and revenue earned for each product or project." In order to keep ahead of the competition, the company therefore decided to search the market and purchase a new ERP system.

## Long term partner

Initially, the Microsoft partner involved with implementing the solution was Watermark who has since been acquired by Prodware. Paul Tarrant explains, "Thanks to Prodware's way of working, we have seen significant strides in how we are supported and the level of cooperation offered." He adds, "This has given us more confidence that Prodware is the right long term partner and that it has the desire and capability to support us, as we adapt to meet our own commercial challenges."

## Next steps

As a growing company now operating from a head office, fabrication plant and two regional offices in Manchester and Glasgow, VES needs to take the next steps in keeping ahead of the competition. The company is now looking to upgrade to the next release of Dynamics AX (2012), which is a major investment programme. Paul Tarrant concludes, "With its new user interface, improvements in manufacturing, finance and workflow, AX 2012 will support the changing nature of our business by enabling better decision making and improving supply chain visibility, thereby maintaining our mission of total customer service".





## Prodware in figures



174,8 M€  
TURNOVER



1,425  
EMPLOYEES



N°1  
MICROSOFT DYNAMICS  
(EMEA)



+19,000  
CUSTOMERS



15  
COUNTRIES



LISTED ON ALTERNEXT  
(ALPRO)



42  
OFFICES

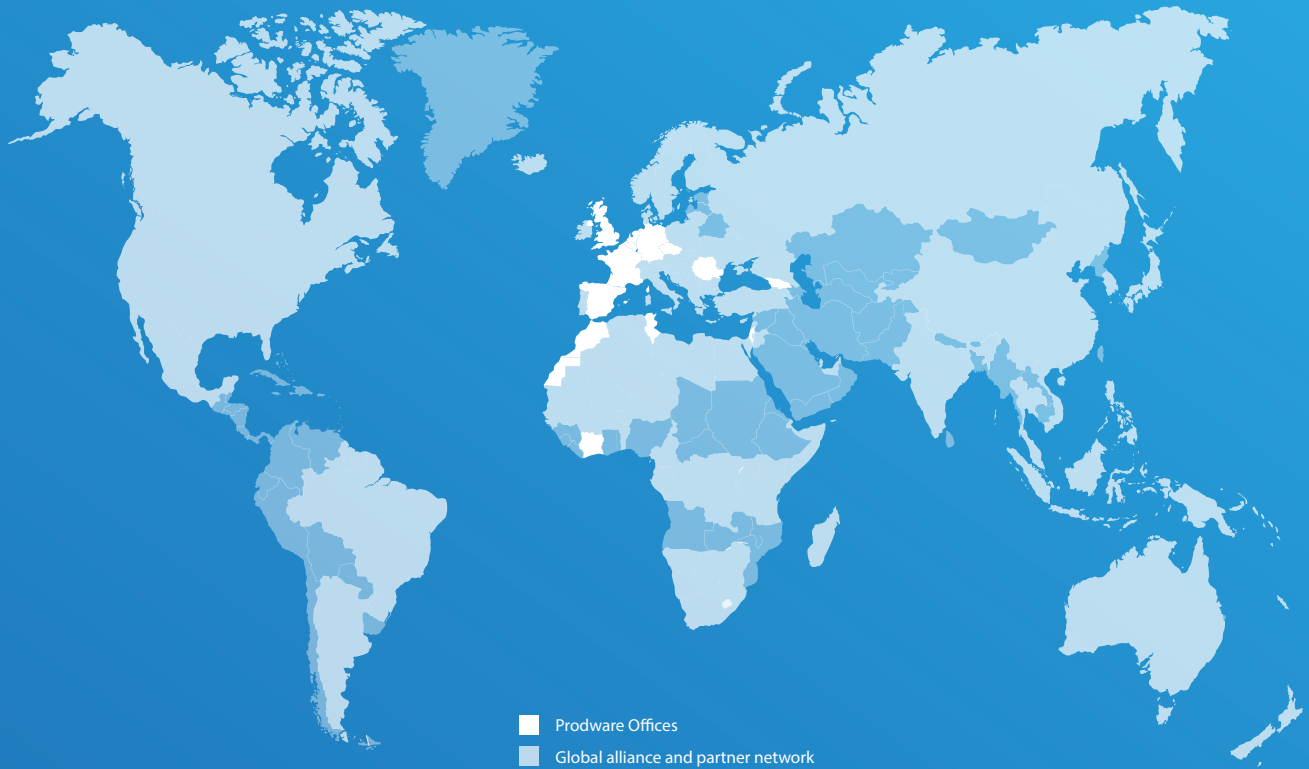
Founded in 1989, Prodware Group is a major player in IT services integration. It is located within a specific niche, tightly combining IT mastery and business management expertise. Its directors, themselves from management and IT backgrounds, have made it clear from the very beginning that they want to assist company managers by providing high-value-added service and advice.

Faced with constant technology changes, the Prodware teams are ever ready to suggest a global services offering to meet your requirements. However large or small your company is and whatever requirements you have. Prodware has grouped teams of professionals together to bring you exactly the right answers.

PRODWARE HAS ESTABLISHED AN INTERNATIONAL DIVISION TO DELIVER THE SAME HIGH-QUALITY SERVICE ACROSS THE WORLD. OUR INTERNATIONAL SUBSIDIARIES AND OUR GLOBAL ALLIANCE NETWORK ENSURES THAT YOU CAN DEPLOY YOUR SOLUTION IN MORE THAN 75 COUNTRIES.

- Work with one partner across many countries
- Use Prodware's technical expertise everywhere
- Benefit from Prodware's Quality Assurance
- Take individual country specifics into account (taxation, laws)
- Have applications supported locally (cost effective, close proximity)
- Deploy consistent procedures and solutions
- Control your costs with an international contract with Prodware

# Prodware's global coverage



[www.prodware.co.uk](http://www.prodware.co.uk)

UK Information : +44 (0) 161 705 6000  
International Information : +33 (0) 979 999 795



## Prodware (UK) Limited

Prodware House, Waterfold Business Park, Bury,  
Lancashire, BL9 7BR - [info@prodware.co.uk](mailto:info@prodware.co.uk)

