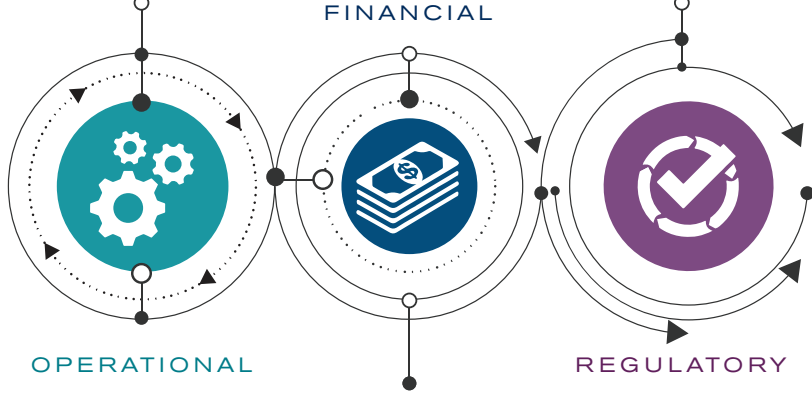


Top 9 System Challenges for High-Tech Manufacturers

High-tech companies struggle with a wide range of operational, financial and regulatory issues. These nine areas show how an industry-specific ERP solution enables manufacturers to overcome these challenges.

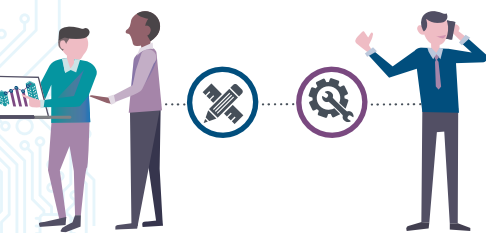


1 Supports M&A Activity



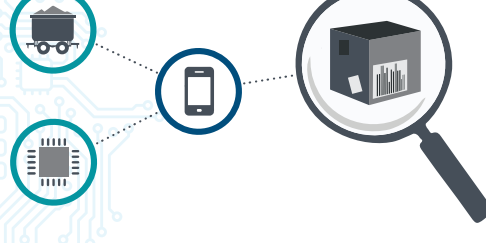
Growth through acquisition is a hallmark of the high-tech industry. The right integrated technology platform can make these transactions easier from organizational, reporting and operational standpoints, whether you're making an acquisition or planning the sale of a business unit.

2 New Product Introductions



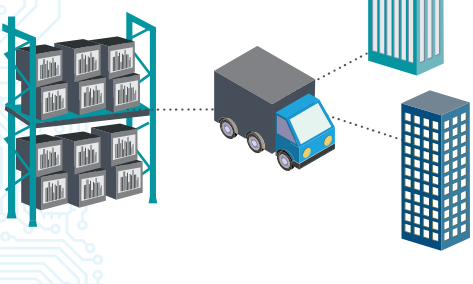
Achieve a more streamlined method for forecasting trends. Gain visibility into your market and gain insights that can influence decisions from a design and engineering standpoint.

3 Complex Lot/Serial Traceability and Inheritance



Mitigate risk and achieve comprehensive traceability with the ability to assign lot and serial numbers that are inherited from the raw material lots, through assembly, to finished goods.

4 Sampling and Evaluation Units



Use sample-specific order types to enable better control of the sample distribution process. This process allows manufacturers to set the quantity and pricing for test samples and ensure that physical inventory is updated and accounting segregation is maintained within the general ledger.

5 Supplier Performance Monitoring



Strong reporting is necessary to help you understand performance on a supplier-by-supplier basis and see how individual suppliers perform based on nominal expectations.

6 Export Compliance / Regulatory Controls



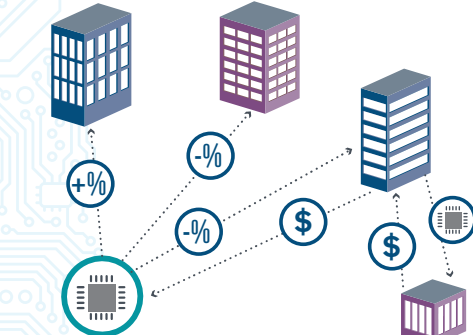
Institute compliance controls around regulated products, jurisdiction exclusions or inclusion lists, the country of origin and ever-evolving regulatory reporting requirements.

7 Integration with PLM Systems and MES



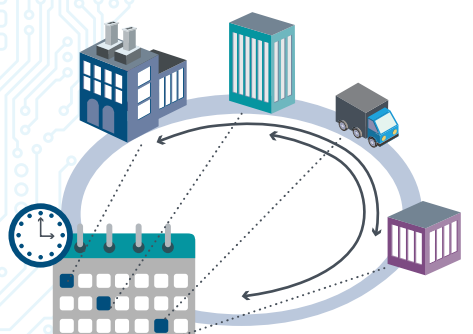
Integrate your ERP with PLM and/or MES without extensive development and testing, and enable your company to evaluate errors and rectify any issues. This simplifies the physical integration process and provides you with a centralized "single system of truth."

8 Pricing and Distribution Complexities



High-tech companies need to maintain pricing based on a complicated mix of tiered pricing, special pricing agreements and discounts that may be negotiated with the distributor or with the end customer. Some may also need distribution sell-through management capabilities to recognize revenue only when a unit is sold to the end customer.

9 Supply Chain Integration and Real-Time WIP Visibility



Enables integration with supply chain partners, allowing you to receive electronic updates for near real-time work in progress (WIP) visibility. View the status of items and yields in real time, move them through WIP, split lots, request lot changes, see if an expected out date moves up or down, see when products have left one supplier and arrived at another, and receive updates from 3PLs.

Armanino's High-Tech Industries for Microsoft Dynamics 365 solution delivers the robust enterprise resource planning (ERP) capabilities of Dynamics 365, plus extended functionality to help high-tech manufacturers overcome regulatory, quality and business challenges.

Learn more at: armaninollp.com/industries/manufacturing/high-tech/

ABOUT ARMANINO

Armanino is a Gold Certified Microsoft Dynamics 365 ERP and CRM Partner with a reputation for developing innovative solutions for high-tech manufacturers. Let us bring industry knowledge, Dynamics 365 expertise and business strategy to your next project. At Armanino, we deliver the tools you need to focus on your customers and grow.