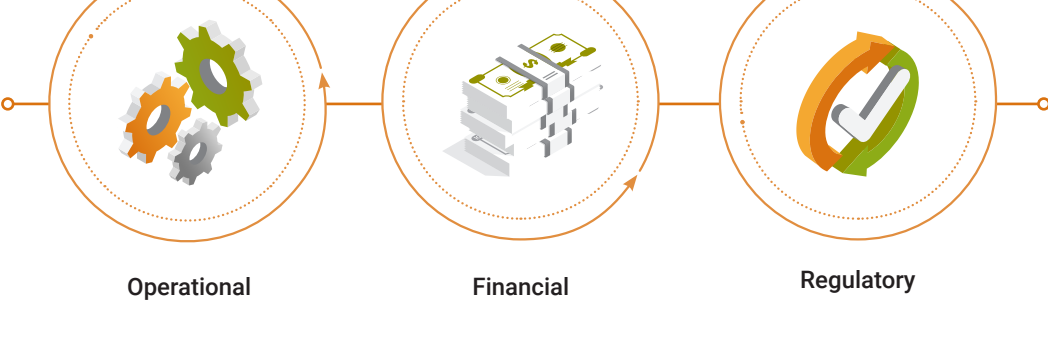# Solving the Top 10 System Challenges for High-Tech Manufacturers

armanino

High-tech manufacturers struggle with a wide range of operational, financial and regulatory issues. These ten areas show how an industry-specific enterprise resource planning (ERP) solution enables manufacturers to overcome these challenges.

Operational

Financial

Regulatory

1 M&A Activity

The right ERP platform can make transactions easier from organizational, reporting and operational standpoints, whether you're acquiring or planning the sale of a business unit. System flexibility and agility enables rapid migration of newly acquired entities as well as value creation through shared services models.

2 New Product Introductions

Achieve a more streamlined method for forecasting trends. Gain insights into your market and gain insights that can influence new product 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, finished goods, returns and service or repairs.

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

ERP

PLM
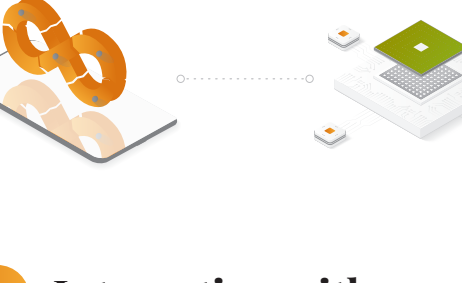
Integrate your ERP with your PLM system using a standardized API framework and enable your company to manage your product lifecycle through engineering, release to manufacturing, changes and phase out with master data in alignment. This simplifies the physical integration process and provides you with a centralized "single system of truth."

8 Integration with MES/MOM Systems

ERP

MES/MOM
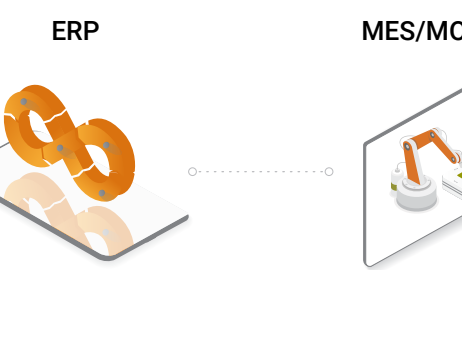
Integrate your ERP with your specialized MES or MOM system to align the inventory control and costing in your ERP solution with your purpose-built manufacturing systems. Achieve real-time integration through modern APIs and a live dashboard to track integration event history and error handling.

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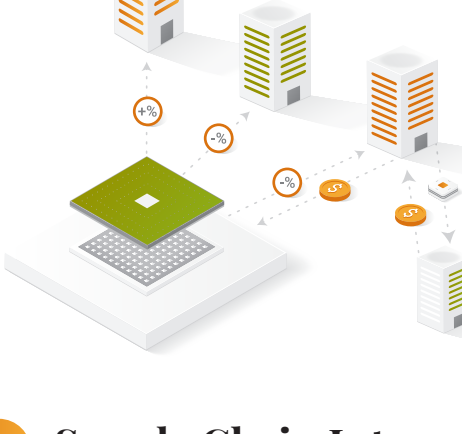
High-tech manufacturers need to maintain pricing based on a complicated mix of tiered pricing, special pricing agreements, rebates and discounts that may be negotiated with the distributor or with the end customer. Some may also need distribution sell-through management capabilities to recognize revenue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

10 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 ERP capabilities of Dynamics 365, plus extended functionality to help high-tech manufacturers overcome regulatory, quality and business challenges.

Click here to learn more

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.