



IFS APPLICATIONS™ FOR

PROCESS MANUFACTURING



IFS APPLICATIONS DELIVERS

TRUE BUSINESS AGILITY

The most successful enterprises are those that are best equipped to adapt to change and the challenges in the market. That's why we created IFS Applications™ —to make our customers so agile they would view change not as a threat but as an opportunity.

IFS APPLICATIONS:

- delivers **true business agility** and the flexibility to work the way you want
- lets you **capitalize on change**, enabling you to move quickly, act globally and benefit from innovative technology
- is **easily configured** to match the specific requirements of our customers. It reduces the need for customization and can easily be modified by those closest to the process
- is **built on industry standards** so customers are not locked into a particular technology
- can **easily be implemented, extended and upgraded** thanks to its component-based and layered application architecture
- is arguably the most **user-friendly** enterprise software on the market
- **brings you closer to your business**, giving you unprecedented vision so you can turn opportunities into revenue

IFS APPLICATIONS™ TICKS ALL THE BOXES—AND BAGS, BATCHES, TINS, ETC

PROCESS MANUFACTURERS FACE A NUMBER OF CRUCIAL QUESTIONS.

Can you imagine seamless supply chain communication with subsidiaries, suppliers, partners, and customers—whether they are across town or across the globe? And monitoring processes across geographical and departmental boundaries? Or easily sensing and responding to changes in demand to strike a balance between customer service and cost of supply?

What would it be like to have a single integrated system with functionality broad enough to support quality management, quality assurance, product development, document management, forecasting and CRM—with data instantly available to all who require it? What if your enterprise software matched the needs of your industry, including recipe management, batch balancing, batch tracking, multiple units of measure, and shelf life and expiration date management? And offered integrated eco-footprint management?

IFS APPLICATIONS™ HAS THE ANSWERS.

If you're in the chemical, food & beverage, life sciences or paint & coatings industries, IFS Applications supports your value chain, from product development, marketing and sales to demand management, manufacturing, distribution and after-sales services—all integrated with financials and human resources. IFS Applications combines industry-specific functionality with the strength of an agile suite of enterprise software to give you the agility you require to turn challenges in process manufacturing into opportunities.



FINDING THE RIGHT MIX

Process industries transform raw materials into intermediates and products; commodities become customized, user-specific solutions. But how do you maintain quality amid increasing variation in raw ingredients, recipes and packaging? How do you ensure that your supply chain is swift, while retaining complete control over every single item that goes through it? And how do you handle demand planning and material management?

SEEING IS ACHIEVING

Process manufacturers today are likely to operate in a multi-site set-up with local distribution centers networked with specialized, large-scale production plants. Moreover, the raw materials and products they handle—foodstuff, chemicals, pharmaceuticals, etc.—are highly sensitive and in many cases, extremely hazardous. What they need to retain quality while remaining efficient and profitable is complete traceability in the supply chain, and a single, scalable view for inventory transparency, product coding, and re-allocation of products within the network.

RETURN ON CAPITAL ASSETS

While capacity utilization and high-volume production are major goals, demand for low-volume, high-margin specialty products must be met. Do you need more effective postponement strategies that allow you to mix efficient make-to-stock manufacturing with responsive make-to-order?

Return on capital is enhanced with effective preventive and corrective maintenance. Support from an enterprise applications provider with strength in asset management is important to process manufacturers. Close integration between maintenance and production capacity planning functionality confirms the value of a single integrated system.

CORPORATE SOCIAL RESPONSIBILITY (CSR)

The role of CSR has increased dramatically over the last decade. One reason is the growing complexity of complying with international and national regulation of process industries. Standards such as REACH, HACCP and ISO 14 000, and FDA GMP are examples of regulations or recommendations where compliance monitoring is rigorous. The coming years will bring even more regulations, more data requests along the supply chain, and a greater focus on data sheet content and quality.

But CSR has another dimension—as a value creator. By innovating and promoting a sustainable business model, you can raise your image as a responsible, ethical organization. This can create a competitive advantage in the marketplace that is important from an investor's point of view. Successfully implemented CSR and sustainability efforts will have a positive impact on the value of your company and its earnings, and better integrate your business with the community.

PRODUCT INNOVATION = PRODUCTION COMPLEXITY

Market-oriented strategies lead to diversified product lines based on customer specifications and often produced in smaller quantities than is typical of commodities. To catch early, generous margins, build brand identification and create value, product innovation paired with quick time to market is important. The existing product portfolio must adapt to changing raw material specifications, while quality is maintained and unnecessary costs avoided.

Best practices require enterprise integration. True market-driven innovation follows from close collaboration among sales, product marketing, key customers and suppliers. This proves the value of broad ERP support for all core processes across the supply chain.

MADE TO MEASURE

IFS Applications gives you the agility to strike a balance between the efficiency of make-to-stock production and the responsiveness required by seasonality, campaigns and other causes of fluctuating customer demand.

IFS’s global capability and native support for multi-language, multi-currency and multi-site functionality is a platform for achieving meaningful change through support extended into new geographies, markets and channels.

IFS Applications includes mixed-mode production

capabilities that allow you to mix responsive make-to-order with efficient make-to-stock as well as batch process manufacturing with line-based repetitive manufacturing.

Industry-specific functionality begins with formulation and recipe management, batch balancing and multiple units of measure (MUoM), all native to IFS Applications, as are full traceability and genealogy tracking. IFS Applications is a single integrated enterprise solution for process manufacturing—whether your concern is ingredients or parts; formulas or bills; bulk or units.

BUSINESS PROCESSES



APPLICATION SOLUTIONS



IFS Applications addresses industry-specific issues to increase competitiveness, raise quality standards and minimize costs.

ALL THE INGREDIENTS YOU NEED

IFS Applications is a flexible, integrated enterprise solution for large and midsize production plants, distribution sites and sales offices in the food & beverage, chemicals, life sciences, and paint & coatings industries. Its rich functionality supports your business processes from recipe creation through sales and marketing, production, distribution and after-sales services.

FOOD & BEVERAGE

IFS Applications supports industry requirements that include production-line balancing, traceability and catch-weight, shelf-life and expiration-date management. Advanced management of prices, discounts, rebates and charges mediates complex relationships with suppliers, partners and customers. And the often complex world of commissions, campaigns, and promotions is made much easier by the fact that all the information you need—and all the exceptions—is stored in a single location. In the food & beverage industry, IFS Applications is used mainly by large and mid-sized companies.

CHEMICAL INDUSTRIES

IFS Applications supports specific needs for product development—including simulation and history tracking of formulations and recipes—as well as advanced formula management, production sequencing, calculation-of-environmental-footprint, multi-channel sales, multiple units of measure and multiple package options. In the chemicals and paint & coatings industries, IFS Applications is used by international, multi-country, multi-site, multi-language, large and mid-sized enterprises involved in the manufacture, sales and distribution of chemical products.

INSTANT INSIGHT INTO YOUR BUSINESS

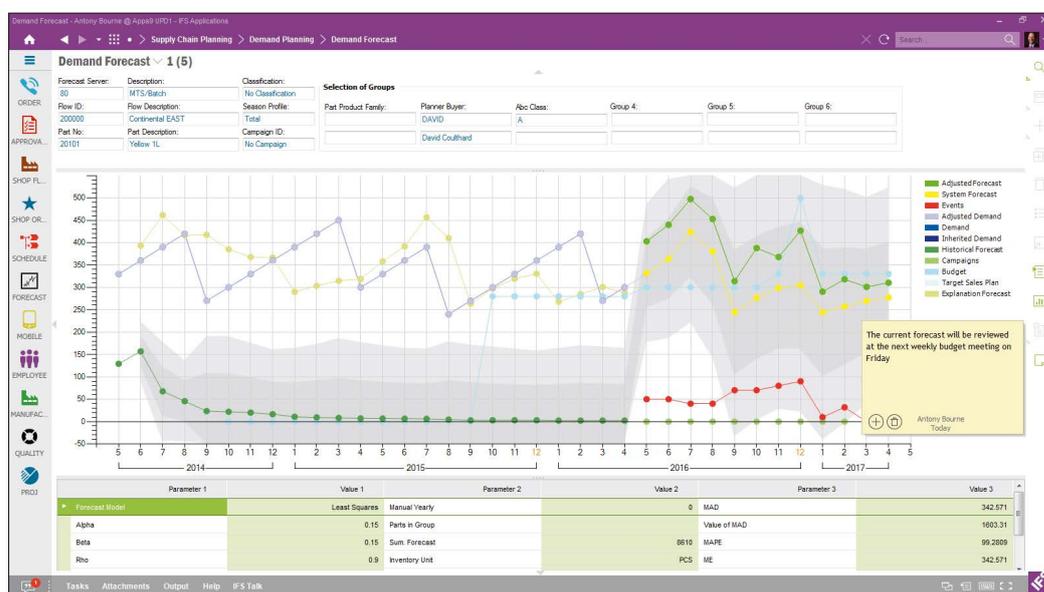
Imagine yourself with a digital dashboard that gives you instant visibility of all the key areas of your business—and which also lets you zoom in on critical details. IFS Enterprise Operational Intelligence™ (IFS EOI™) is just such a tool. IFS EOI lets you map, monitor and manage processes and performance so you can attain intelligent business operations by combining data from multiple sources. You get predictive and prescriptive analytics ranging from strategic visual insight down to influencing operational decisions to enable better and faster decision-making—in line with established strategies.

Combined with IFS Lobby, which enables graphical, role-based views, and can easily be created for anyone in your enterprise—regardless of role—you can let everyone in your organization access the real-time information they need, when they need it, no matter where they are.

QUALITY ASSURANCE AND MATERIAL COMPLIANCE

Quality management in IFS Applications includes failure modes and effects analyses (FMEAs), control plans, statistical process control (SPC) charts, and capability indices. IFS's comprehensive product data management (PDM) application and integrated





IFS Demand Planning™ is a statistical forecasting tool, including support for seasonality, events and promotions.

document management system support secure review and approval processes. IFS Process Models™ describe and document work done. Monitoring and prevention increase efficiency and cut costs.

For chemicals industries, the recipe functionality includes material breakdown capabilities that enable substance content to be calculated. For food & beverage, IFS Quality Management™ supports HACCP.

MAKING THE MOST OF ASSETS

Enterprise asset management in IFS Applications combines calendar-based maintenance with event-based, condition-based and predictive maintenance strategies. Mobility solutions capture work orders, fault reports, preventive maintenance routes and report times, spare parts and measurements on equipment—wherever you are.

REGULATORY ISSUES

The European Food Safety Authority (EFSA) and the U.S. Food & Drug Administration (FDA) are the major influences on global legislation bearing on food safety. REACH is the European Union's framework legislation for the management, control and use of chemicals. In the U.S., the federal Toxic Substances Control Act (TSCA) gives the EPA

authority to regulate new and existing chemicals.

In most countries, product recalls of some type occur nearly every week. Quality failures, major recalls or a poor response to a needed recall can do great damage to a brand's reputation.

IFS Applications has the product traceability needed for a swift, cost-effective response, achieved through lot-number tracking for all inventory. Traceability starts with the batch through to finished goods and the distribution chain.

A SINGLE AGILE SOLUTION

IFS product development is market-driven and based on the changing needs of industrial manufacturers. IFS Applications' inherent agility, based on a robust technical platform, leaves its industry users ready to respond to market and technology changes that can't as yet be fully anticipated.

A worldwide network of offices and partners ensure support is always local. Implementation, consulting and maintenance are offered via IFS offices or partners with experience within the process industries and with our solutions.

We support our users and ongoing business development through customer communities for knowledge sharing that include industry advisory councils and the openIFS forum.