

SSA enterprise resource planning

introducing the next – generation ERP solution

How can you be an industry leader?

Whether you're looking for a new enterprise resource planning system to manage your operations or migrating from a previous one, you'll benefit most from a flexible, modern solution that is capable of delivering core and extended value, backed by an experienced software company that supports its customers for life.

Enterprise Resource Planning (ERP) is that solution, and **PRO INITIATIVE** powered by SSA Global with a 20+ year history of working with the world's leading organisations is the solution. Our clients include industrial equipment and machinery, high-tech and electronics, general and contract manufacturing, aerospace and defence, automotive, consumer packaged goods, chemicals, process manufacturing, medical products and equipment, and pharmaceuticals, finance, government and retail

— we know what you need to be a leader.

Our solutions are used by more companies to actually run their business than any other ERP system. And we have thousands of satisfied customers around the world to prove it.

Based on this record of excellence, **PRO INITIATIVE** and SSA Global is proud to introduce SSA ERP, the next- generation ERP that provides a solid, scalable foundation for efficient cross-enterprise and cross-supply chain business processes so you can excel now and evolve as market conditions change. ERP is also optimised to meet the specific requirements of your industry for higher value and a faster return on your investment.

No other ERP solution can beat the support Pro Initiative offers for your operation.

Pick what's critical.

To ensure tangible results, ERP incorporates four pillars of value designed to:

- Improve productivity with information visibility, easy navigation, and fewer steps to complete business processes. The result? Empowered employees who react faster and make better decisions with fewer errors.
- Control work in process and reduce costs through resource productivity with built-in agility and support for lean manufacturing. The result? The ability to do more with less while fully meeting customer demand.
- Increase interoperability and extend core manufacturing systems by building strong bridges with your supply chain and delivering full access to ERP data, complete support for web services, comprehensive service management, and more. The result? The lowest cost, easiest way to interact with customers, suppliers, and other business applications.
- Deliver low TCO through advanced architecture and web UI that make ERP easy to install, implement, integrate, maintain, and upgrade. The result? A more cost-effective infrastructure with fewer customisations and reduced expenditures.

Benefit from four critical pillars of value:

Greater employee productivity,
Greater resource productivity,
Greater interoperability,
Lowest total cost of ownership.



» move forward faster with the next-generation ERP.

Find the right solution.

By helping you improve employee and resource productivity and integrate cross-enterprise and cross-supply chain business processes, ERP delivers the high value necessary to keep your operation running at optimal velocity. It has everything you need to accomplish critical, industry-specific goals and move your organisation forward faster™.

- Planning
- Manufacturing
- LeanWare™
- Finance
- Warehousing
- Freight Management
- Procurement
- Sales
- Enterprise Service Management
- Project
- Quality Management
- People
- Extended Solutions

Take a closer look at how ERP can make a critical difference in your organisation. Then pick the components that are right for you.

Planning

Planning helps you meet customer expectations with sophisticated tools like Master Planning, which consolidates multiple planning methods into one application. The solution also controls planning flow and facilitates demand planning for increased forecasting accuracy. Plus, it provides full ATP and CTP functionality for configurable and customised items, alerting operations when customer requests cannot be met and pinpointing bottlenecks. Cumulative order lead time calculations and planning horizon updates, resource order planning, automatic rescheduling, fixed delivery times, and both scenario-dependent and batch-generated aggregation relations are enabled. You also get seamless integration with other components of ERP, and with the planning modules of Supply Chain Management to facilitate planning and production control across your supply chain.

Manufacturing

The core of ERP, Manufacturing supports a wide range of manufacturing typologies including not only common modes, but also lean manufacturing utilising just-in-time material control, assembly control, and LeanWare. It also offers complete engineering data management capabilities including unit effectivity, which allows standard products with slight variations to be configured, planned, and produced with full tracking through manufacturing. The ability to register the configuration structure of products across the complete product lifecycle using serialised numbers is also offered, as are product configuration without project control, object data manufacturing, change/document management, and date effectivity on item type. You also get total control for BOMs and routing, as well as integrated tooling and maintenance so you can meet customer demand without interrupting production. In the area of cost control, access to extensive information helps you identify cost drivers and reduce product costs, with multiple inventory valuation methods that let you choose the best costing method for your business. Rely on Manufacturing for total shop floor, assembly, manufacturing, and quality control along with lower labour, materials, and overhead costs.



LeanWare

LeanWare is a stand-alone execution layer, providing a true order-less Kanban execution system for production, procurement, ordering, replenishment, and web-based supplier collaboration. Interactive visual graphical boards and advanced alerts for exception messaging are included, and integrated lean and traditional environments and hybrid execution are enabled.

Finance

This multi-currency, fully integrated financial solution meets global GAAP standards and allows for reconciliation of balance sheets, profit and loss statements, and cash flow figures at all times over different entities. It provides a solid financial foundation with flexible, user-defined general ledger, accounts receivable, and accounts payable components that automate and streamline your key business transactions, including reconciliation of financial transactions to corresponding logistical transactions. Business unit accounting by division across financial companies is also enabled, as are cash management, financial budgeting, cost accounting, fixed assets management, and collection of general ledger and budgeting data for financial reporting purposes. Central invoicing compiles billable data from all ERP modules into an invoice, then creates an open entry in accounts receivable and posts revenue and costs of goods sold to general ledger.

Warehousing

Warehousing facilitates inventory planning and tracking with serial tracking of high-volume serialised items, using barcoding and the latest radio frequency identification (RFID) technology. It also enables just-in-time material supply from warehouses, suppliers, and production; time-phased order point transfer orders; order-controlled single and batch supply transfer orders; and multi-company warehouse transfer orders. It provides visibility of available stock across multiple warehouses by allowing you to define warehouse operations by type, zone, and location. In addition, Warehousing offers support for handling units (packaging and content) for shipping and receiving, as well as cross-docking capabilities. You also get lot control for receipt and issues transactions, easy load and shipment configuration, adjustment prices on

“SSA ERP enabled us to gain maximum ROI, deliver real-time information on the state of our business, and reduce costs through increased efficiency and improved service levels. The modern architecture of SSA ERP is a platform for our future growth and collaboration with suppliers and customers.”

TONY WILLIAMS, GLOBAL ERP/IT MANAGER, TELAIR

cycle counting and adjustment order line, and cycle counting adjustment orders for project warehouses. Complete reporting and analysis capabilities are offered as well.

Freight Management

This component reduces costs by allowing you to manage your own transportation needs with transport-planning and freight-rating for the inbound and outbound flow of goods. You can select carrier and service levels at the time of order entry, based on anticipated freight cost levels and transportation lead times. You can also operate your warehouse based on your transportation plan (for example, wave-picking based on destination and/or truckload type). And when delivery is complete, Freight Management handles the matching and payment of carrier invoices and related financial bookings.

Procurement

Procurement facilitates direct materials purchasing and is designed for both single-site and multi-site operations. It provides centralised and decentralised order/contract management capabilities, smoothly handling requisitions, requests for quotations, purchase contracts/schedules, purchasing order control, returns management and consignments, and procurement statistics and history. You can combine different purchase requirements into one purchase order, define multiple manufacturers by item using an approved manufacturers list, and utilise rules-based automatic approval for buyers, partners, and

Pick the components that are right for you.

planners. Usability enhancements and vendor rating functionality are also included.

Sales

This fully integrated solution helps you manage sales strategy and execution, on both a daily and long-term basis. It handles quotes, order tracking and acknowledgements, contracts, pricing, discounts, promotions, scheduling, and product configuration. It streamlines the order management process by allowing you to customise order entry procedures for different items or customers, and provides support for handling and releasing of schedules, cumulatives, FAB/RAW authorisations, release types, material releases, shipping schedules, and more. It helps you assess customer need for guaranteed manufacturability of custom solutions and increased cross-selling and up-selling, and provides accurate insight into market dynamics, customer behavior, and sales orders for more targeted sales opportunities. You can also utilise “what-if ” planning and evaluate sales performance based on current and historical information. Complete commission/rebate control and partner management are also included.

Enterprise Service Management

This component offers the comprehensive functionality needed to manage the “as-built” to “as-serviced” transition with base and field-based repair, maintenance, and installation services. Included are service order control, configuration management, contract and sub-contract management, call management, problem resolution tools, preventive

maintenance, inspections management, RMA and depot repair, and a robust planning engine. The sales of service contracts and tracking of warranties are also handled by the system. You get efficient, cost-effective management of service resources and customer lifecycle management support that allows your customers to grow while protecting your revenue streams.

Project

Project management and manufacturing resource management are brought together in a single environment with Project. The solution provides real-time control for all aspects of project management/manufacturing, from estimates and bids through site installation and maintenance. It enables the use of one estimate for multiple bids, accommodates multiple customers and alternatives, and provides the ability to launch an estimate of an approved bid as a project. Integration with MS Project™ and MS Office™ facilitates scheduling and contracts, while integration with Enterprise Service Management aids in the management of large service jobs. Commercial and internal project management activities are supported, along with project invoicing for a variety of contractual agreements. Planners gain the ability to define activity networks, allocate resources, and evaluate different scenarios.

ERP Quality Management

Providing a parameter-controlled interface with sales, purchase, and production orders, as well as with inventory, location, and lot control, ERP Quality Management facilitates the automatic or manual creation of inspection orders, and blocks inventory and order procedures until inspection results are received. It also provides sampling and test requirements related to user-defined inspection needs, records calibration data of test instruments, and offers extensive user text capabilities. The results are improved productivity and better quality control.

ERP People

Helping you better manage your workforce, ERP People enables centralised hours and expense accounting (budgeting and registration) for Project, Manufacturing, and

Get cross-enterprise, cross-supply chain control.



Enterprise Service Management. It supports hours accounting based on assignments, which allows for automatic creation of hours.

Extended Solutions

In addition to the strong ERP capabilities you need to manage your core operations, ERP offers seamless integration with Extended Solutions that span the entire value chain. These include: Customer Relationship Management, Supply Chain Management, Supplier Relationship Management, Corporate Performance Management, Product Lifecycle Management, and Collaborative Order Management, among others. Benefits of this seamless integration include improved customer, supplier, and channel partner relationships; greater supply chain visibility and forecast accuracy, shorter lead times, and streamlined distribution and transportation processes; better alignment of execution with corporate strategy; improved product data management from concept to retirement; and faster, more efficient order and returns processing.

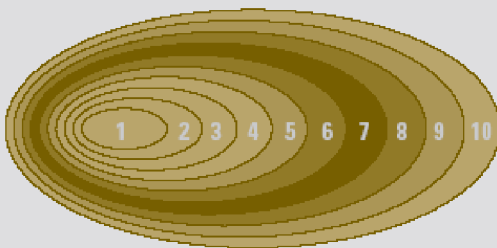
SSA ERP at a glance

- Greater productivity
- Dynamic enterprise modeling
- Fewer screens, fewer clicks, greater usability, reduced errors
- Streamlined order-to-shipment process
- Lean manufacturing for shop floor efficiencies
- Improved material supply, warehousing, and freight management
- Enhanced product lifecycle management
- Configuration registration across complete product lifecycle
- Manufacture of simple product variants without creating fully customized products
- Total enterprise service management
- Complete, fully integrated solution for all your aftermarket needs
- Increased profitability and customer satisfaction
- Flexible financial management
- Business unit accounting
- Reconciliation of financial and logistical transactions
- Optimized industry solutions
- For industrial machinery and equipment: aftermarket profitability, global alignment, and the ability to win new contracts
- For high tech and electronics: lean operations, spare parts, and online ordering
- For general manufacturers: ability to choose the best manufacturing typology
- For contract manufacturers: expert estimating and bidding, contracts, scheduling, and project management
- For aerospace and defense: superior aftersales service and spare parts management, shorter lead times
- For automotive: support for EDI and release accounting, self-service supply chain
- Advanced integration architecture
- Web UI, browser-based application access

» move forward faster with rapid implementations and lifelong support.

7 ways OnePoint Support moves you forward faster:

- Complete support and service from a single, expert source
- Rapid results with a single interaction
- Intuitive, high-speed, Web access
- Flexible service level options
- Timely product enhancements and updates
- Remote application diagnostic capabilities
- Economic product extension and migration paths



OnePoint Support consultants' average length of service with SSA Global: 7 years.

- » forward faster means working with people who understand what you need to succeed.

Implement it fast.

With ERP, robust functionality that provides high value for organisations is a given. But that power is of little use if it takes an undue amount of time to become effective - or if the costs of implementation are too high. That's why **PRO INITIATIVE** focuses on faster starts and shorter implementations that deliver an immediate impact while keeping your expenses low.

We do this with applications, like our flagship solution, ERP, that can be installed, configured, and integrated quickly - typically in months, not years - thanks to their plug-and-play modularity, advanced integration architecture, support for multiple operating systems and databases, and flexible localisations.

We do it by employing a highly skilled Professional Services team that knows your unique operational, geographical, regulatory, and competitive requirements, no matter whether this is an in-house, ASP or BPO delivery. These experts have years of on-the-job business experience in organisations just like yours, and follow a proven methodology based on decades of keeping projects on target, on track, and within budget.

To keep ERP running at peak performance following implementation, we put you in the good hands of OnePoint™ Support - a single, powerful resource built on guaranteed support responsiveness that integrates the answers to all your service and support needs.

Plus, we deliver timely upgrades to ERP - following customer-driven road maps - that allow you to take advantage of new functionality and new technologies, stay current with new regulatory requirements, and evolve. It's the best way we know to protect your investment with **PRO INITIATIVE** and SSA Global - and ensures we fulfil our promise to keep you as a customer for life.

Make it pay.

ERP is ideal for companies in the service sector, retail, industrial equipment and machinery, high tech and electronics, general manufacturing, project manufacturing, finance, government and other sectors that seek a modern, flexible, web-based ERP solution from the world's leading provider of extended enterprise solutions.

Benefits include:

- Support for multiple production typologies, including lean processes
- Ability to handle an extremely high number of transactions
- Cross-enterprise, cross-supply chain integration through advanced architecture
- Increased employee productivity through ease of use and native web dashboards and portals
- Increased resource productivity through WIP control
- Faster deployment and lower total cost of ownership
- Quick payback on your technology investment
- Proven ROI across all service, retail and manufacturing sectors
- Easy migration/upgrade path
- Platform for growth and change
- ASP and BPO deployment – enable your organisation to focus on core competencies that add value.
- Greater competitive advantage

When your enterprise won't wait for the next-generation ERP, move forward faster with **PRO INITIATIVE** powered by SSA Global.

“Heimer Concept has implemented the deep functionality and technical architecture of the SSA ERP system as an early adopter. The tools layer has allowed heimer to embed the system into our operation. Our customers can now enjoy new levels of service and more online information.”

WOLFGANG HAKE, HEIMER CONCEPT GMBH

About SSA Global.

SSA Global™ is a leading developer of ERP solutions. In addition to core ERP applications, SSA Global develops a full range of integrated extended solutions including corporate performance management, customer relationship management, product lifecycle management, supply chain management and supplier relationship management. Headquartered in Chicago, SSA Global has 60 locations worldwide and its product offerings are used by approximately 13,000 active customers in over 90 countries.

About PRO INITIATIVE.

Pro Initiative distributes the SSA Global product range throughout the Pacific Region. Pro Initiative was formed by a consortium of former SSA Global staff and Business Process Outsourcing specialists. To meet the changing demands of business today **PRO INITIATIVE** delivers solutions to clients based on traditional in-house deployments as well as via ASP and BPO, this provides clients the ability to focus on your clients and not worry about IT infrastructure.

For additional information on **PRO INITIATIVE** and the innovative range of products and services please call us on +61 2 9460 9799 or email info@proinitiative.com.au

PRO INITIATIVE

