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SOFTWARE AND TECHNOLOGY IN MANUFACTURING

* Presented by Palitto Consulting Services, Inc. and Intelligent Systems Integration, Inc.



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TODAY WE WILL:

- Learn how small and mid-sized manufacturing firms utilize ERP (Enterprise Resource Planning) software to make effective business decisions.
- Discover how manufacturing operations adopt wireless, voice over IP telephony and mobile computing to drive productivity.
- Find out how manufacturers select the appropriate technology for their unique needs.



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AGENDA:

- Introduction
- ERP
- Wifi, VoIP, Mobile Computing
- Software Selection



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BRYON PALITTO

- Programmer
- Network Engineer
- Leader
- Guy who does presentations





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RON PALITTO

- Business Process Specialist
- Business Leadership Mentor
- Team Building Mentor
- Brainstorming Facilitator





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RICK LANE

- Programmer
- Network Engineer
- Certified Implementer of ERP
- Certified Enterprise Architect
- Guy who does not do presentations





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ERIC MILLER

- Certified Public Accountant
- Accounting System Specialist
- Business Process Specialist
- Implementation





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DENNIS GALADA

- Programmer
- Application Designer
- Business Process Specialist
- Implementation Project Manager
- Sales Engineer





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OTHER TEAM MEMBERS



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Allen



Bill
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Colin
Mitchell



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Rybka



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Yard



Mike
Brumfield



Laura
Gasser



Joe
Miller



Michael
Schneider



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ERP

Enterprise Resource Planning

- Prospect / Client Relationship Management
- Quoting
- Materials Purchasing
- Production
- Invoicing
- Reporting



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ERP IS USED EVERYWHERE

- Nearly all industries have ERP available
 - Insurance
 - Pharmacy
 - Automobile sales
 - Manufacturing
- Manufacturing companies were the pioneers
- It is a software system that automates and simplifies business process. It tracks all information to enable accurate decision making.





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ERP HELPS WITH EFFECTIVE DECISION MAKING

You can effectively improve what you have not measured.

- Which policy holders generate the best ROI?
- Which pharmacists are the quickest at filling prescriptions?
- Which car features generate the most profit?
- Which salesman delivers the most accurate quotes?

Decision making with data at finger tips verses digging through mountains of old printed reports.



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Many employees probably spend a great deal of their time searching for information. Mountains of paper reports, Excel spreadsheets, and even Access databases (for the truly sophisticated) are a normal part of the routine for many 21st century employees. And since these tools are *likely* all fragmented into silos and aren't talking to one another, there is *likely* a great deal of redundant effort trying to manage and find any needed information. No wonder staff members spend a lot less time making sense of and analyzing the data than they could and should be — they're too busy trying to track it down.

But after organizations implement new ERP software, employees typically have access to a single repository for operational information not only in their own worlds, but also for departments and functions that they perhaps had very little visibility to them before. This transparency is generally a good thing in the long run, but it can be overwhelming to employees if they don't understand what to do with all of this newfound organizational knowledge. So end-user training that is focused simply on software transactional training isn't enough. Even if they understand how to use the software the way the ERP software vendors described it, it is arguably more important they understand how to deal with the mountains of data and information that they are about to have access to.

* Excerpt from an article by Eric Kimberling, May 31, 2011.



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WIFI IN MANUFACTURING

What is WiFi?

- Network connection using radio waves.

What devices use WiFi?

* Laptops, Tablets, Smart phones, Zero clients, Thin clients, machine centers, VoIP telephones, product location tracking and Video surveillance cameras



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VOIP IN MANUFACTURING

What is VoIP?

- Dial tone over a data circuit
- A service which provides customers a cloud base PBx
- A hardware platform that provides customers with a premise based PBx.

How is VoIP used in manufacturing?

- Enables integration with business process, CRM and ERP.
- Allows for IVR.



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MOBILITY IN MANUFACTURING

What is mobility?

- A laptop, tablet or smart phone.

How is mobility used in manufacturing?

- Enables computing from the floor, during travel, from customer sites, from vendor sites.
- Provides more rapid reporting, monitoring and data acquisition.



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TECHNOLOGY SELECTION

How does a manufacturer select the appropriate technology?

- Understand the business processes and the people
- Talk to other manufacturers
- Attend trade shows and trade conferences
- Ask experts
- Employ appropriate selection strategies



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Q & A

Several white lines of varying thickness and length are drawn diagonally across the bottom right portion of the slide, creating a sense of motion and design.



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Thank you

Bryon Palitto

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