

SOLUTION FOR STRENGTHENING DISCRETE MANUFACTURING

Make smarter decisions, redesign business processes faster, improve customer experience, and fuel business growth with the best from Microsoft Dynamics®

Your digital transformation will enable you to:

- Engage your customers
- Empower your employees
- Transform your products
- Optimize your operations

With Wipfli's industry expertise to guide you, use technology to:

- **Reinvent productivity.** Modern manufacturing productivity creates great digital work and life experiences in the most personal, intelligent, open, and empowering ways.
- **Deliver transformative, connected customer experiences.** The emergence of consumer Internet of Things (IoT) and smart, connected products fundamentally changes how manufacturers design, deliver, and service their products. In response, deliver context-specific, rich consumer experiences and services by taking advantage of advanced technology innovations around IoT, big data, social, cloud, mobility, and natural user interfaces.
- **Provide a 360-degree view of the customer and unify data across silos.**

Don't just keep up, use technology to get ahead

Better materials, innovative processes, and intelligent machines are combining to provide exciting opportunities for discrete manufacturers. Manufacturers that innovate faster, increase agility, reduce costs, and embrace customer-centricity are the ones who will move forward in today's fast-paced, competitive environment.

Every day, manufacturers are challenged to:

- Drive innovation based on customer needs and find new ways to add value.
- Address rapidly evolving, emerging, and developed markets, as well as the industry's accelerated innovation.
- Create a new level of agility as organizations pursue the ideal state of producing in batches of one.
- Achieve transparency across business and social ecosystems that does not hinder community development.
- Achieve competitive production and ongoing cost reduction.
- Enable people to work where they want—in the office, on the go, and at home—and make it easy for them to collaborate with colleagues, partners, and customers around the world.

- Use technology—virtual experts, online interactive training, and other methods—to provide employees and agents with access to expertise to get their work done when skills are short.

Wipfli helps you outperform the competition with Microsoft solutions that let you:

- Deliver value to all customers
- Drive new revenue streams
- Transform sales and services
- Improve profit margins
- Create demand-driven operations
- Reduce inventories
- Simplify operations
- Reduce costs
- Accelerate growth and expansion

Get the actionable insights you need to win customers and move orders through your plant

Microsoft Dynamics lets you identify and measure key performance indicators (KPI), from marketing and sales to your factory floor and shipping to financials.

Key KPIs and Metrics

- Customer satisfaction
- Efficiency by work center
- Equipment utilization
- Estimate to actual profitability
- Labor utilization
- Lead time
- Profitability by customer
- Profitability by job
- Sales by customer
- Unit production cost
- Utilization by work center overall equipment effectiveness (OEE)

Get intelligent tools to help you work smarter than ever

Microsoft Dynamics, available on-premise or cloud-based, is an integrated solution that helps you run your business and grow your profit. As your organization thrives, you can add functionality to complement your growth objectives and strategy.



IN THE CLOUD

No investment for infrastructure. Subscription-based model. Makes control and growth affordable.



ON-PREMISE

Infrastructure managed by you or a service provider. On-premise, license-based model.

Get a partner who knows and understands your industry

The fully integrated Microsoft Dynamics platform for the discrete manufacturing environment is delivered to you by the manufacturing technology experts at Wipfli.

We're in it for the long haul. At Wipfli, we're not "software sellers." We are strategic partners with the capabilities to support you through growth. We are ready to understand your needs and help solve your business problems. And when your implementation is over, the relationship won't be, because we provide ongoing support and value long-term client relationships.

We're local. We're your business neighbors, just down the street, in your backyard, and at your doorstep when you need us. That's accessibility our

clients value, both in the peace of mind it offers and in the bottom-line benefits it brings. We'll be here to help celebrate all your successes for years to come.

We're knowledgeable. We know your industry, we understand the software, we implement it, and we provide ongoing support.

We know manufacturing. At Wipfli, we know manufacturing. The manufacturing and distribution industry is Wipfli's largest and longest-standing practice area. We've spent decades working in your industry, and many of our team members previously worked for manufacturers and distributors. They not only understand the challenges you face, they've lived them. Today Wipfli helps over 2,800 manufacturers and distributors of all sizes meet their business goals.

Ready to capture a smarter competitive advantage?
Take 30 minutes to discover your untapped potential.

Contact Wipfli to learn how we can bring the power of Microsoft Dynamics to fuel your growth.

WIPFLI
CPAs and Consultants
wipfli.com/manufacturing