



IFS APPLICATIONS™ FOR

INDUSTRIAL MANUFACTURING



OUR SOLUTION'S DNA

When we first set out to create IFS Applications over 25 years ago, our goal was to make the most usable business software on the market. And to help us achieve that ambition, we put simplicity at the forefront of everything we did.

We still do.

We decided that we would make only one product, which can be easily configured to match the specific requirements of a broad range of industries.

We still do.

We decided that we would build IFS Applications on standards so our customers would not be locked into any particular technology.

We still do.

We decided to design IFS Applications as a component-based structure so it can be easily extended and updated.

We still do.

We decided that each software component must be totally compatible with every other, yet capable of running independently.

We still do.

We decided to build a product that could handle change and long-term evolution.

We still do.

And, that we would make the most user-friendly business software on the market.

We still do that, too.

IN THE MIX

Success is all about getting the right mix: of standard, custom, services and parts orders; of inventory levels; of sites, languages and countries; of supply chain and distribution partners; and of enterprise business software components that fit your particular business mix.

At IFS, we have more industrial manufacturing customers than any other kind. They face the same complex challenges you do, in industry segments that include:

- Machinery and equipment
- Fabricated metal products
- Plastic products
- Shipbuilding & maritime equipment
- Offshore oil and gas facilities equipment

IFS Applications™ supports medium-sized to large manufacturers involved in complex order-driven and mixed-mode manufacturing across the extended enterprise. The solution gives you the power to choose from a rich mix of best-of-breed solutions for manufacturing, project, service & asset and supply chain management, combined with a complete suite of enterprise resources planning (ERP) software.

You will benefit from IFS' lifecycle management solution, for integration and management of three critical business areas—products, customers, and resources. This is essential functionality for manufacturers that take responsibility for their products from design through obsolescence.

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 time, spare parts and measurements on equipment—wherever you are.

IFS' component-based business solutions help companies improve quality, contain costs, and enhance their competitive position.

MIXING IT UP

Industrial manufacturers focus on service-driven and complex-product segments, leaving labor-intensive manufacturing sectors to migrate round the world pursuing low costs. Globalization means meeting developing-world demand for facilities and equipment; replacing aging infrastructure in the developed world; and supporting continuing field investment in the oil & gas and energy & utilities sectors.

By definition, all manufacturers have some in-place structure for planning and executing orders. But in today's world that's not enough.

ERP's origins are in resource planning for manufacturing. Professionals know ERP-based integration of major business functions delivers significant benefits. Moreover, you look forward to—and may have a vision for—achieving contextual integration with supply chain partners, and higher levels of integration with engineering, project, asset, and service management.

LIST OF CHALLENGES

With a mix of standard, custom and project jobs, it's a challenge to understand demand, provide accurate order promising, get the price right for orders, source expeditiously, and use the appropriate manufacturing mode to deliver on time.

You want to leverage outsourcing where appropriate and are increasingly dependent on suppliers' technology expertise.

You need to support global services deployment. Profits associated with servicing field equipment are more generous than for most products sales. Yet many OEMs compete against nimble third-party providers of parts and services. Unfortunately, equipment makers

lose a natural advantage if they face challenges in documenting as-designed, as-built, and installed products. To command a price premium, you need to have the right answer right away.

It's not always easy to do. If stored in multiple systems, complete documentation is difficult to gather and reconcile. You need a system of record that persists through design, engineering, manufacture, installation and service.

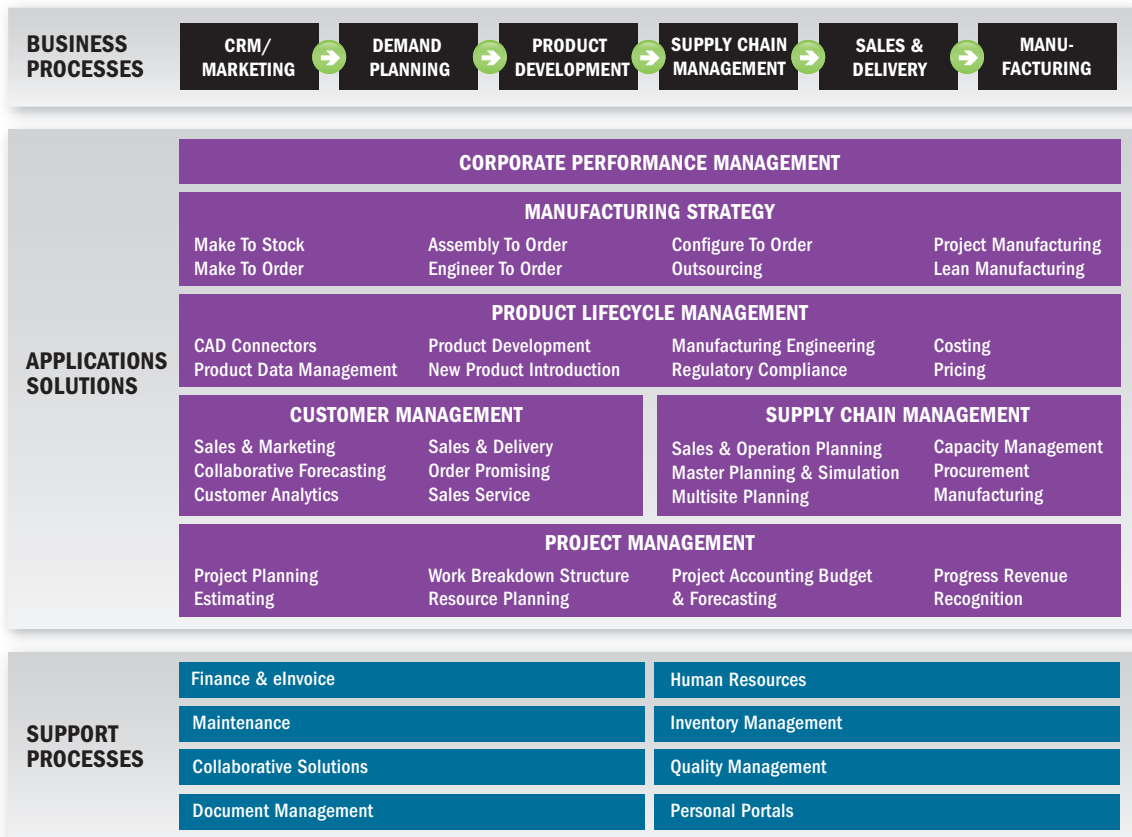
We at IFS are ready to help. We have a solution that matches your mix of challenges.

MIX AND MATCH

Besides the core ERP of financials, human resources, manufacturing and distribution, IFS Applications encompasses solutions that include enterprise asset management (EAM), product lifecycle management (PLM), and customer relationship management (CRM). In addition, IFS Projects, IFS Document Management, and IFS Quality Management are in themselves substantial solutions.

IFS offers full enterprise-suite functionality—it's a one-stop shop. IFS Applications is a single solution based on a common integrated platform with a well-defined strategy going forward. We have a broad customer base in the industry, focusing on medium-sized to large manufacturers that need support for complex order-driven and mixed-mode manufacturing across the extended enterprise.

For industrial manufacturers with needs for multi-mode, multi-language, multi-country enterprise capabilities, IFS Applications is a platform for achieving meaningful change that can support new products, services and channels. Our component-based solution is easy to implement, support and upgrade.



This diagram illustrates the depth of the functionality that makes IFS Applications such a powerful business tool. A focus on solutions that address industry-specific issues increases competitiveness, raises quality standards and minimizes costs.

A POTENT MIXTURE

Mixtures gain potency given the right ingredients and appropriate spices. You need to incorporate new business partners in far-flung corners of the world; develop better ways of organizing work; and think long-term about the products you build. But will your customers be delighted with a “sauce” concocted using competing systems with overlapping functionality?

IFS Applications has the flexibility to handle the engineering requirements found in to-order industries and the planning and detail scheduling requirements of make-to-stock. Multiple production environments can run simultaneously or alternate. These include:

- Make-to-stock in an integrated planning environment
- Make-to-order supported by lean manufacturing capabilities
- Engineer-to-order supported by product life-cycle management
- Configure-to-order using base products and hierarchical structures for configuration on several levels
- Assemble-to-order based on Japanese Seiban philosophy

Advanced planning board (APB) allows modeling of multiple scenarios to create contingency plans and adapt quickly to changing markets and customer demand.

For environments where a number of standard product structures are built up from common, in-stock components, Dynamic Order Processing creates a multi-level structure for planning, purchasing and manufacturing, with pegging at any level in the structure. Below that level, material resource planning (MRP) manages the remaining parts.

SUPPLY CHAIN MANAGEMENT

IFS Applications supports the informational supply chain of industrial manufacturers, including global sourcing and lean manufacturing. Integrated management of procurements, inventory and vendors means better availability of goods and services associated with forecasts of planned and unplanned work. Goods makers with far-flung operations can benefit from multi-site agreements and common purchasing processes. Costs can be cut through reducing capital tied up in inventory. Knowing global availability of spare parts supports your customers' efforts in a meaningful way.

PROJECT MANAGEMENT

Project management coordinates the engineering functions with operations and the business. It includes applications for project forecast, planning and tracking. Projects become the principle around which work information is organized and profit or loss assigned. Post shipment, this system of record is at the core of the asset lifecycle and service provider processes by means of which IFS extends the enterprise. Project-enabled manufacturing contributes to better time management and cost control, as well as continuity with engineering and services.

ASSET LIFECYCLE MANAGEMENT

While CAD and CAE are used for design work, IFS Applications serves as the system of record for product design, planning, data management and engineering change management, furnishing stakeholders with consistent, accurate information regarding products and projects.

Engineering components make it easier to specify and configure design elements, assemblies and products. By streamlining document administration, everyone

within an ever-widening circle of collaboration sees the latest information. Integration among engineering, purchasing and manufacturing proves especially productive.

Also of interest:

- The single biggest factor driving productivity increase in manufacturing is IT-based automation. IFS was the first ERP vendor to integrate with process automation systems using OPC, today the dominant means for achieving such integrations.
- Experts predict that within several years there will be 35 to 50 billion devices on the planet. With IFS mobile solutions, executives and field service personnel securely access the system of record from wherever they are.
- Finally, IFS integrated eco-footprint functionality tracks and reports on regulated substances moving through the supply chain.

A SINGLE, FLEXIBLE SOLUTION

IFS' product development is market-driven and based on the changing needs of industrial manufacturers.

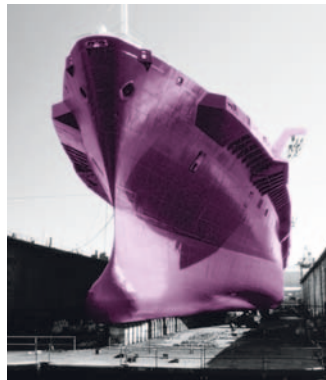
IFS Applications' inherent flexibility, based on a robust technical platform, leaves its industry users ready to respond to market and technology changes that can't as yet be fully anticipated.

Service-oriented architecture (SOA) and the proven benefits of components and object orientation allow other application solutions to access data and invoke functionality in IFS Applications through fully exposed business objects.

IFS places a high priority on its user interface and workflow improvements that make its applications accessible, highly usable and fun. By doing so we are addressing issues related to an aging workforce and a new generation of computer-intensive users.

A worldwide network of offices and partners ensure that support is always local. Installation, consulting and maintenance are offered via IFS offices or partners with long experience, both within the industrial manufacturing sector and with our solutions.

We support our users and their ongoing business development through customer communities for knowledge sharing.



ABOUT IFS AND IFS APPLICATIONS

IFS is a public company (OMX STO: IFS) founded in 1983 that develops, supplies, and implements IFS Applications™, a component-based extended ERP suite built on SOA technology. IFS focuses on agile businesses where any of four core processes are strategic: service & asset management, manufacturing, supply chain and projects. The company has more than 2,000 customers and is present in 50+ countries with 2,700 employees in total.

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