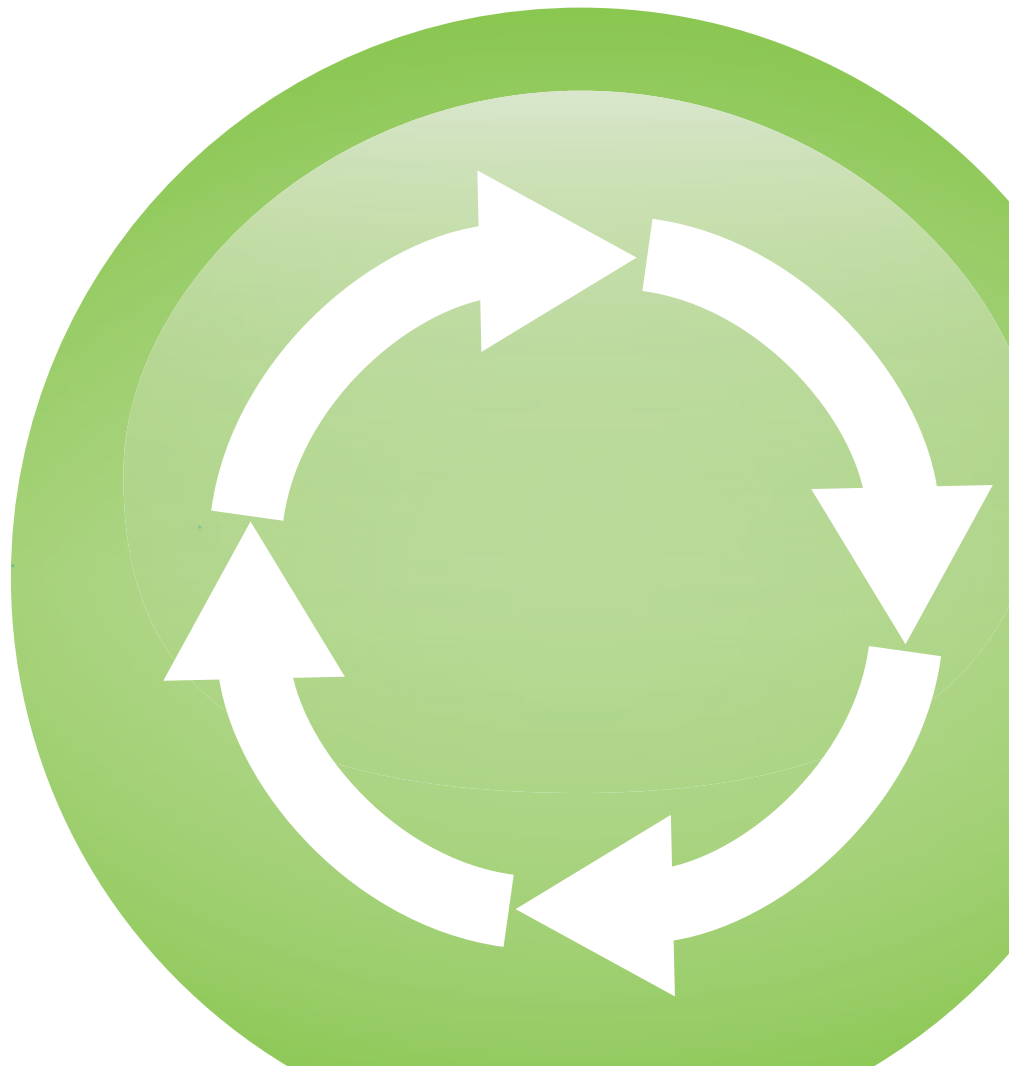




IFS APPLICATIONS™ FOR

PRODUCT LIFECYCLE MANAGEMENT



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.

MAXIMIZING PROFIT—FROM DESIGN TO DISPOSAL

Product lifecycle management (PLM) is more than just a buzzword in the business. It's also more than merely managing your program and project processes. PLM is a **strategic** approach that applies a **consistent** set of business solutions to the processes required to **design** and **manufacture** the product or plant, **operate** it in the field, and dispose or decommission it at the end of its useful life.

So if you've changed your mindset and moved on from the belief that manufacturing is just about making things and are taking a broader lifecycle approach to your products, then IFS Applications is the ideal ERP software to run your operations with. IFS takes an **integrated** approach to PLM that enables you to overview every step of the life of the product or plant you manufacture—from the drawing board to disposal. With **overview** comes **information**; with information comes control. And with control comes the ability to fine-tune your engineering and design processes, optimize manufacturing, streamline maintenance and service procedures, and ensure that disposal is taken care of with the environment and sustainability in mind. IFS Applications lets you focus on **product lifecycle profitability (PLP)** by facilitating a **design-for-service** approach from the very beginning.

IFS Applications—designed, developed and delivered to be the only PLM software you'll ever need.

DESIGN FOR SERVICE...BUT HOW?

SERVICEABILITY QUALITY MANAGEMENT
 CHANGED MINDSET
 SUSTAINABILITY FEEDBACK LOOP
 SERVICE PERFORMANCE
 REMOTE SUPPORT
 MODIFICATION OPTIMIZATION

LIFECYCLE OVERVIEW IS THE MAIN CHALLENGE

Margins that are constantly being cut; growing competition from an increasingly globalized market; and higher expectations in terms of length of life and service from customers. These are some of the issues facing manufacturers at all levels in the business world today. Successful manufacturers have realized that having the capability to monitor and control the entire lifecycle of the product is key to greater customer satisfaction and retention—and, ultimately, to higher profit. But the route to product lifecycle management is often strewn with obstacles.

INACCURATE INFORMATION

Which version of a particular document is up to date? The one used by engineering? The manufacturing version? Are they aligned? The key to any business operation is access to correct, timely information. If there are errors in the data available, or if the information is not up to date, decisions based on it are likely to be sub-optimal. Companies using discrete solutions for areas such as engineering and manufacturing run into a variety of problems. Crucial data might need to be entered into different systems, thereby increasing the risk of error. And even if each transaction is accurate, the extra time required each time data is entered can have a critical effect on planning and operations. With separate solutions comes the additional risk of lack of revision control. How can users be sure they are working on the right BOM, for example?

LACK OF COORDINATION

Companies might think it wise to run niche solutions for their engineering, manufacturing and service

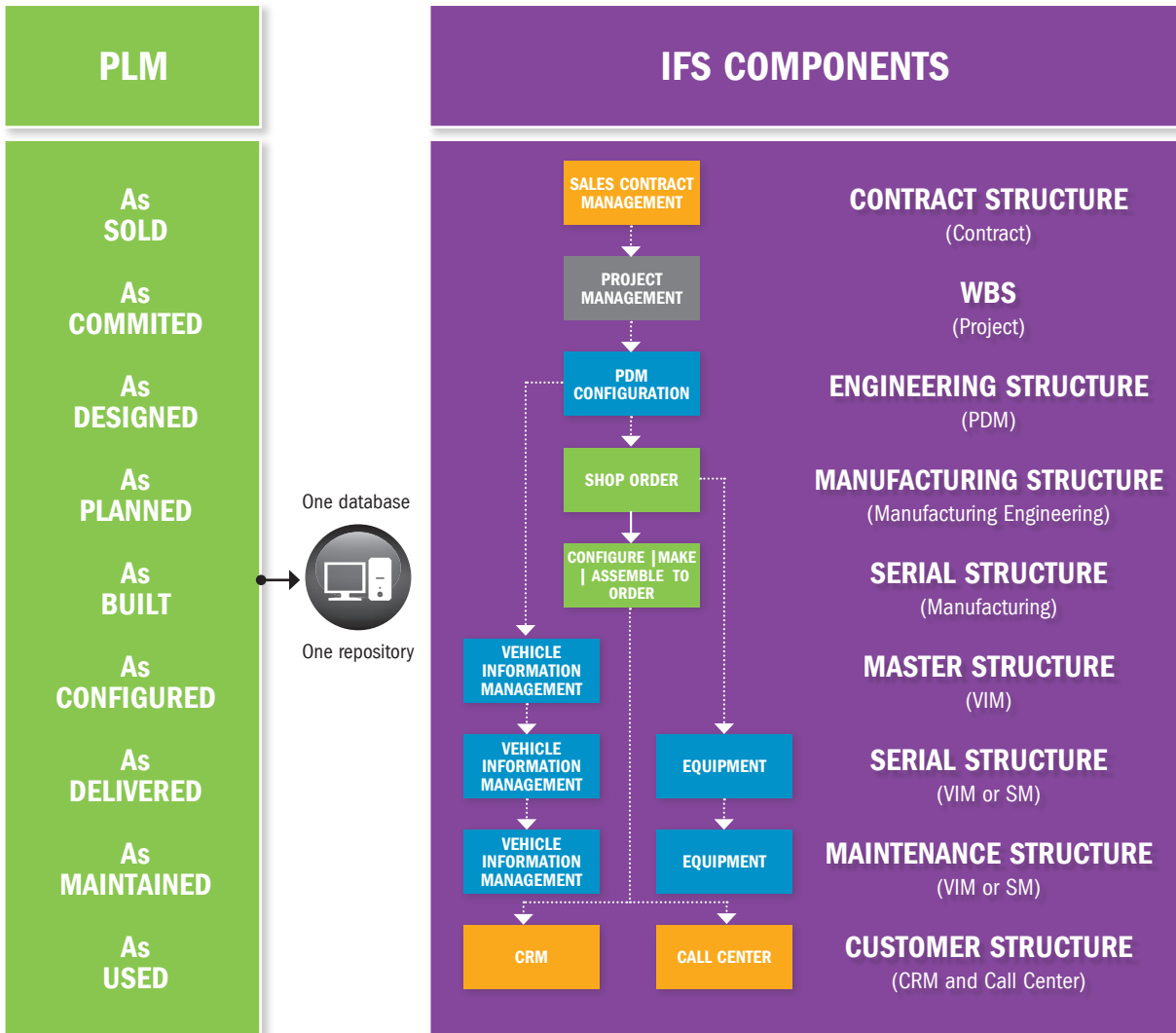
operations. The main benefit is that they are assured that what they have bought will do the job it has been bought for: engineering listens to marketing, it designs a product that is manufactured and sold, and the service organization takes care of the after-market. In an ideal world, this is the way things work.

But we know the reality is different. Designs turn out to be difficult to manufacture or may not be what was requested in the first place: they are returned for re-engineering, before re-entering the manufacturing process once again. All of this takes time and valuable resources. Moreover, if engineering has been outsourced, there is often no direct link with the suppliers, causing further delays that may ultimately increase time to market. There is also the likelihood that important information that should be shared will end up buried in one system—or even worse, in the heads of a few key employees.

Lack of coordination also means that many vital steps, such as design validation and quality control, take more time and may not be as efficient as they could be. Poor quality and design will affect market share and increase returns, leading to lower profits on sales and less revenue from service operations—not to mention the effect on the brand.

INTEGRATION IS KEY

True product lifecycle management can only be achieved if, instead of a range of systems, companies use a single integrated ERP package that is designed to cover all their needs, from engineering through manufacture and sale, to service and disposal—a solution like IFS Applications.



PLM—AS YOU WANT IT

IFS Applications gives you integrated, comprehensive support through every step in the design, engineering, manufacture and service of a product. The focus is on collaboration between the various divisions and processes that make up the product lifecycle. IFS Applications enables you to eliminate dangerous gaps in data access and prevents the build-up of information islands. Put simply, it ensures that regardless of which phase of the product's lifecycle needs to be monitored, the information you require is available, in real time, to all those who need to access it, and in the same ERP software.

COVERING THE PRODUCT LIFECYCLE ...

IFS Applications supports your operations throughout the lifecycle of any product—from oilrigs and aircraft to household appliances and other consumer goods. Whether it's as-designed, as-built or any other 'as-' combination, you can organize all your information in one system for easy access to product data and full visibility throughout the product's life. With full support for project management and external suppliers, IFS Applications is the most complete product lifecycle management (PLM) software in the market.

FROM SALE TO SERVICE

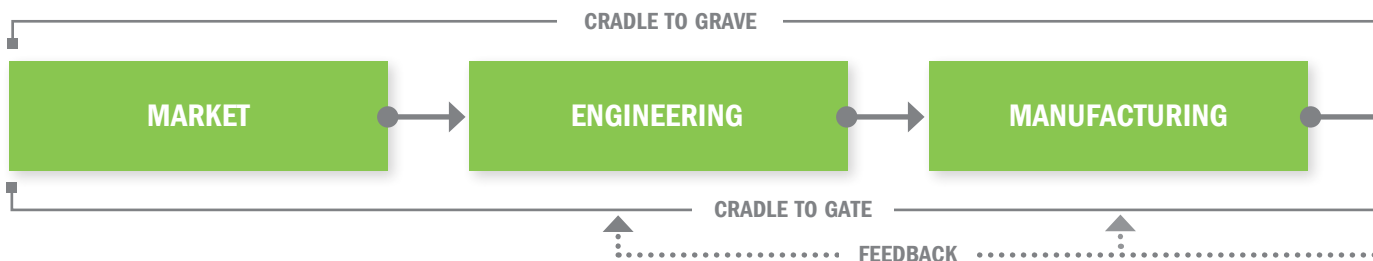
The sales contract management component in IFS Applications enables you to record the specifications of what you have sold. When the contract is signed, you and your customers have an exact record of the product specifications, deadlines, milestones and other critical details. Both of you know precisely what you have committed to.

You also get full support for work breakdown structures based on the terms of the contract. Other components cover processes such as product data management and engineering change management to take you efficiently through the engineering phase. Once again, all the data generated in these processes is stored in a single location—IFS Applications. Having a common view of your production

processes also means that the transition from engineering to manufacturing is easier. With fewer changes needed, costs related to reworking and scrapping can be minimized, if not eliminated. The result is better product quality and more efficient use of resources, which means that maintenance, repair, overhaul and other service operations can be carried out more efficiently—based on accurate, real-time information from a common database.

BETTER PROJECT CONTROL

IFS Applications gives you complete project control for every phase of PLM: engineering—in the form of development resources and change management; manufacturing—in the form of purchase orders and shop orders; and maintenance—in the form of the work order process. It also lets you follow up costs and time consumption. This way you can stay on budget and within your time constraints. As information is constantly updated, you can track project progress more or less as it happens to resolve issues along the way rather than trying to catch up at the end of a milestone—or worse, when the project has been delivered. In addition, project templates enable you to learn from previous projects so that you can make more accurate assessments and submit realistic tenders—or none at all if you estimate that the project would cost you money.



... FROM DESIGN TO DISPOSAL

With all your data coming from one source, you've already saved money by reducing the time spent on entering data—and by reducing the potential for errors associated with re-entering information. You also get total configuration management, so that you know what you have delivered, to whom and when. Moreover, with constant feedback from the different BOM views, you increase the chances of getting everything right from the start. Integrated change management, for example, makes it easier for you to analyze issues and requests, faster and with greater certainty.

COLLABORATION AT ALL LEVELS

With the collaborative design capabilities that come with IFS Applications, you remove organizational boundaries, providing your employees with greater visibility and understanding of each others' roles. It makes it easier for them to share ideas and facilitates concurrent development and parallel processes, which cuts time to market and speeds up revenue flows.

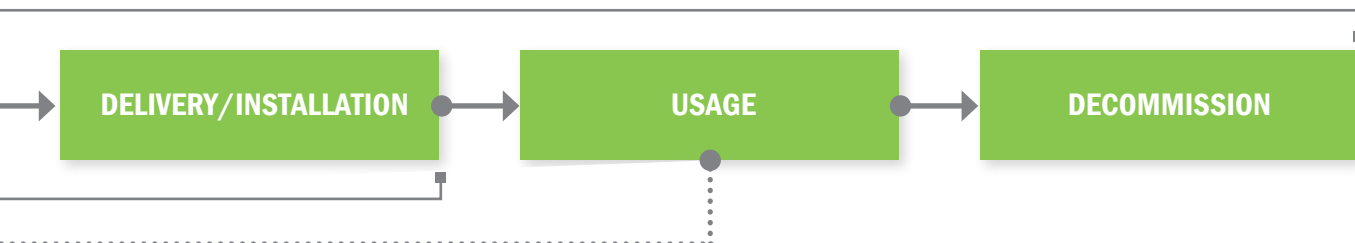
Collaboration extends to suppliers and customers. They have only one point of contact and you have only one source of information to operate and update. This makes it easier to fulfill customer-specific requirements faster and with higher quality. The result is more satisfied customers and increased customer retention.

MAINTENANCE, SERVICE AND DISPOSAL

On delivery, you have the complete history at your fingertips, from the initial specifications in the contract, through all the changes and modifications to production or assembly so you can generate maintenance plans even before the engineering phase is complete. This means you can plan maintenance with greater confidence and efficiency, while offering a wide range of service levels to increase aftermarket revenue from day one. You also get feedback from your service operations—from your own technicians, subcontractors and customers—that can be used to improve the product.

Finally, when the product has reached the end of its useful life, IFS Applications makes it easier for you to plan and execute disposal. Because the solution is completely integrated, IFS Eco-footprint Management™ allows you to measure the environmental impact of the product down to the smallest component. This enables you to take whatever measures you require to safely dispose of it in compliance with local, national or international regulations—and easily prepare the reports that might be required.

The lifecycle is complete, and your company—not a department or individual employee—owns and can utilize every detail, every phase in the life of your products.



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.

If you are interested in further information, e-mail info@ifsworld.com or contact one of our regional offices or visit our web site: www.IFSWORLD.com

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