



IFS APPLICATIONS™ FOR

DISCRETE 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.

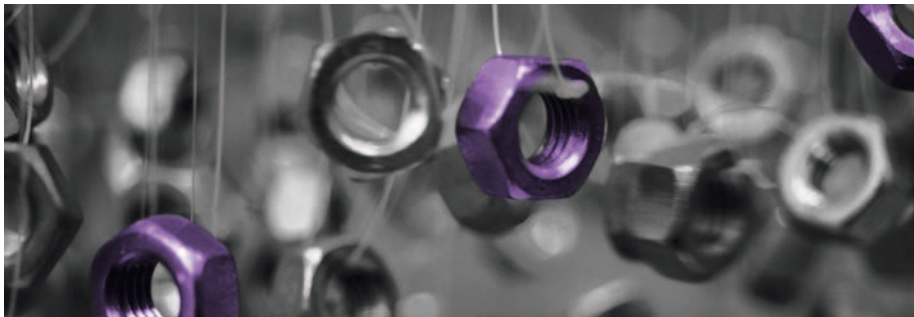
We still do.

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

We still do that, too.

IFS APPLICATIONS MANUFACTURING PROFITABILITY

IFS Applications turns manufacturing challenges into opportunities and removes the hassle from your day-to-day business. Whatever mode—or modes—of manufacturing you employ, user-friendly IFS Applications increases productivity and helps you keep an eye on the bottom line. With the experience and advice of manufacturing customers in 45 countries at our side, we've found that listening is the key to doing. That's why IFS Applications is not just designed for our manufacturing customers—it's also to a great extent designed by them.



YOU CAN'T CHOOSE THE WAY YOUR INDUSTRY WILL CHANGE...

Some things remain constant. For discrete manufacturers, the ability to control labor and material costs is as important today as it always has been, as is the need to maximize revenue. Equally so is your capacity to respond in a timely manner to urgent customer requirements. Let's not forget the need to keep stock at a reasonable level; or your ability to control work in process (WIP) in a given plant; or the manner in which you handle various lot sizes. And compliance with regulations and legislation is not exactly a new phenomenon. Nor is the need to manage your products throughout their lifecycles.

CHANGE IS CONSTANT

Yet probably the greatest constant is change. Time to market and product lifecycles, for example, are getting increasingly shorter so you have less time to make a profit on each product than you had in the past. Customer specifications are also increasing, putting pressure on your business to be extremely agile in its response.

CHANGE IS A CHALLENGE

With growing public awareness of the ecological impact of manufactured goods and the call for greater sustainability, environmental legislation is more stringent and more detailed than ever before. The growing demand for eco-accountability means that being seen to be green is a must—but also a potential differentiator—in the market today. And

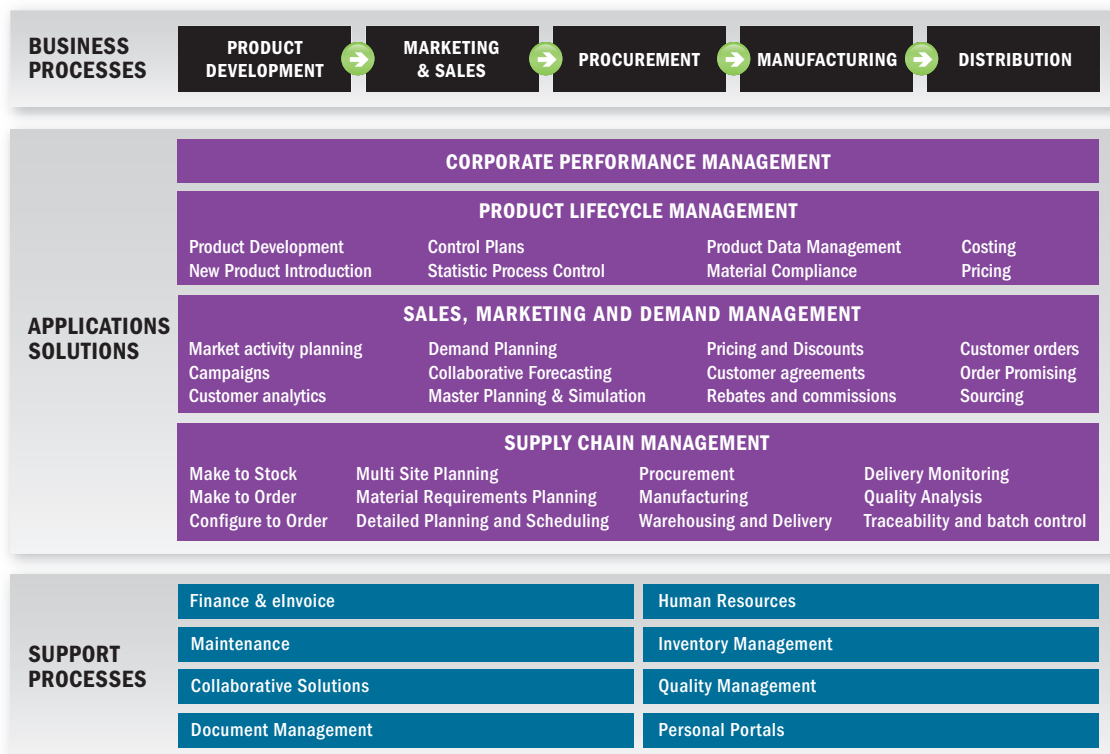
then there's globalization, with access to bigger markets, but added competition; with cheaper production via outsourcing, but lengthier, more complex supply chains; with a wider choice of suppliers, but greater difficulties in assuring quality and consistent supply. Indeed, just when the industry was getting used to 'outsourcing' and everything the term entailed, 'insourcing' is now very much on the table. Another emerging challenge is the size of your footprint in the value chain. Are you satisfied as a pure-play manufacturer, or would you like to grab a bigger slice of the cake by offering value-added aftersales services?

CHANGE IS AN OPPORTUNITY

Change is constant—bringing tough challenges but also enormous opportunities. Helping you to meet and beat the challenges while building a robust, but agile, business is IFS Applications, the only component-based suite of ERP software that's built for change.

As one of the four core processes on which IFS focuses, manufacturing has figured prominently in the success of IFS over the years. With manufacturing customers in more than 45 countries worldwide, IFS Applications has not just been designed for manufacturers—it's been shaped and honed by them as well. Many of our key solutions have been developed as a direct response to customer needs, fine-tuned, proven in the cut and thrust of everyday life, and then included in the core solution for everyone to benefit from.

...BUT YOU CAN CHOOSE HOW QUICKLY YOU ADAPT



IFS Applications covers all your manufacturing needs, from product development through marketing and manufacture to distribution. Whatever mode of manufacturing you apply—or whether you run a mixture of modes depending on customer or market requirements—IFS Applications meets your needs. And as a full-suite ERP solution, it also covers your entire back-office and other business requirements.

LEAN, AGILE, PROFITABLE MANUFACTURING

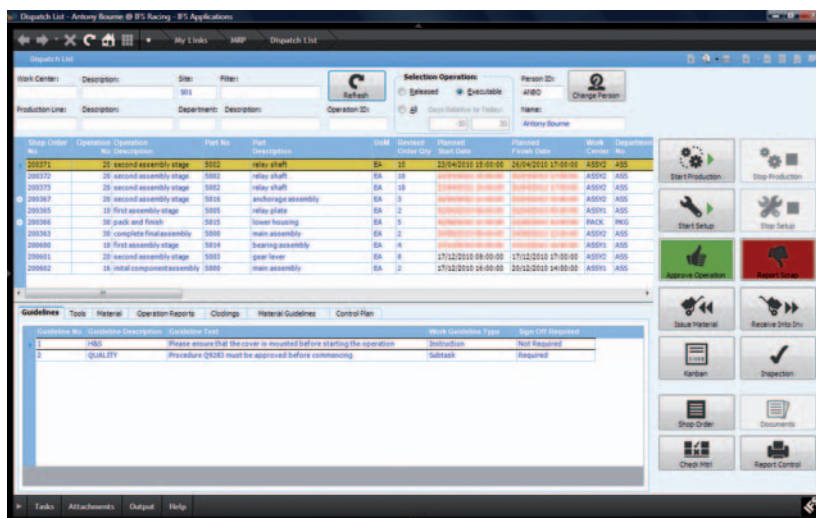
IFS offers discrete manufacturers a range of enterprise applications that covers every requirement—and helps turn challenges into opportunities. For example, to help you ensure that the products your customers ordered arrive on time and to specification, IFS Applications includes a set of planning and forecasting tools that enable you not only to meet customer expectations but even to anticipate them. In addition to the integrated tools for cost control and analysis, you can meet schedules at the same time as you reduce costs and optimize your pricing. We didn't invent 'lean'—but we do make it a reality. As a result, your CFO is as satisfied as your customers.

MIXED-MODE MANUFACTURING

If there's a key to success in today's manufacturing industry, it's agility—the ability to accurately anticipate and swiftly respond to changing market demands.

More and more companies are accomplishing this by pursuing a mixed-mode strategy, with different production environments for different product lines. No matter what production environment—or combination of production environments—your company uses, IFS Applications helps you streamline your operations for maximum profitability. Add multi-site, multi-currency and multi-language capabilities and you realize that IFS Applications makes it so much easier and makes you more agile when deciding where you choose to locate your manufacturing resources without compromising on capability to deliver.

IFS Applications has the agility to handle both the engineering requirements found in to-order industries and the planning and detailed scheduling requirements of make-to-stock companies. You can run multiple production environments simultaneously or switch from one to another quickly and smoothly, without disrupting your business operations.



DISPATCH LIST replaces paper-based orders so all the information operators need to do their job is on a single screen.

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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