

o p t i m a l

Industrial Machinery & Components



o p t i m i z e
MACHINE one

Industrial machinery and components companies face some of the toughest challenges imaginable — customers who want their products faster, designed to exacting specifications, defect-free and efficiently delivered across the globe, and, of course, at lower costs. To meet these and other demanding expectations, you need software that keeps pace today and as your needs change.

Optimize MachineOne, a qualified SAP® Business All-in-One solution, gives you all the advantages as well as the implementation flexibility to rapidly and methodically address key requirements.

Built on the proven SAP NetWeaver® technology platform, MachineOne enables complete visibility across your entire organization, with streamlined core business processes from marketing, sales and services to procurement, planning, production, financial management and business analytics.

Your business deserves the Optimal foundation ... affordable, scalable and secure with world-class ERP, CRM and business intelligence functionality. Simply the best from all perspectives.



Transforming Industrial Machinery & Components Companies

The world's best companies never stop looking for ways to improve. At Optimal, our focus goes a step further — by squarely focusing on helping midsize enterprises and public sector organizations actually transform their operations. If you're in the Industrial Machinery & Components industry, the answer is Optimize MachineOne.

This qualified SAP Business All-in-One solution is based on proven best practices that translate into fast ROI, more efficient sales and lower costs. No other solution covers the full range of needs specific to IM&C companies:

- **New-product development and introduction** – Launch innovative products more quickly and cost-effectively
- **Quote and sales cycle management** – Improve front-line efficiency and effectiveness, streamline processes, and rapidly respond to changing business and customer needs
- **Flexible manufacturing processes** – Optimally execute all aspects of your manufacturing processes, whether make-to-stock or make-to-order
- **Operational procurement** – Purchase quality materials and services efficiently and cost-effectively
- **Warehouse management** – Automate key warehouse activities and improve visibility into inventory
- **Service operations planning and execution** – Streamline the processes involved in service planning and execution
- **Enterprise management and support** – Support and improve critical business functions, including financials, enterprise asset management, and analytics

Proven Technology that Users Can Easily Learn and Adopt

MachineOne provides a flexible and scalable foundation for your business, built on the proven SAP NetWeaver technology platform — an ERP solution that can be extended with pre-integrated customer relationship management and business intelligence functionality. An intuitive interface and role-based navigation make MachineOne easy for any user to learn and adopt.

Whether you leverage all supported best practices during initial implementation or start with what you need and add more later, MachineOne quickly puts you on course to excellence. Our team works with you to address your most pressing needs, leveraging pre-configured settings that simplify installation and step-by-step advances. From the back office and shop floor to front-line product sales and service, MachineOne does it all ... your way — the Optimal way.

Phone: 972.915.1023 | www.optimalsol.com

Industrial Machinery & Components

Product Development	Collaborative Engineering • Document and Records Management
Sales	Quotation and Sales Order Management for Configurable Products • Credit Management
Supply Chain	Logistics Planning • Warehouse Management • Operational Procurement
Manufacturing	Engineer, Configure, and Make-to-Order Manufacturing • Make-to-Stock and Repetitive Manufacturing • Outsourced Manufacturing • Quality Management
Service	Quotation and Service Order Management • Returns, Warranty, and Maintenance Processing
Finance	Financial Accounting and Reporting • Cost Accounting • Cash Management

Optimal: The Gold Standard in Industry Excellence

As an award-winning SAP consulting partner, Optimal works seamlessly with SAP to provide our clients with optimized SAP solutions based on a unique combination of SAP expertise and deep industry experience. Our exclusive SAP focus makes Optimal the partner of choice for a growing number of Fortune 1000 companies, midsize enterprises, small businesses and government organizations worldwide.

You'll find that Optimal lives up to its reputation for delivering comprehensive, fully integrated SAP solutions on-time, on-budget and on the platform best suited to your needs. That means giving you flexibility and options that make it easy to evaluate, purchase, implement and grow with the Optimal solution designed for your unique industry demands and opportunities.

Optimal's entire organization is dedicated to helping you realize the greatest possible near- and long-term value from your SAP investment — an investment that we are confident will pay off for you now and for many years to come.



SAP, SAP NetWeaver, SAP BusinessObjects and all SAP logos are trademarks or registered trademarks of SAP AG in Germany and in several countries.

Get it ALL — in One Affordable Solution that Grows with You!

Whether you're looking to accelerate or improve product development, better manage multiple product lines, automate fulfillment processes or streamline supply-chain management, MachineOne is the ideal solution for midsize companies worldwide. Key advantages include:

- **Integrated business planning and execution** with industry-specific best practices
- **Strengthened product development** with collaborative engineering and improved records management
- **More efficient sales cycles** from quotation and orders to credit services management for configurable products, services and solutions
- **Tighter supply chains** from logistics planning to warehouse management and operational procurement
- **Increased customer satisfaction** with optimized end-to-end manufacturing processes that fully adhere to quality standards internally and with outsource partners
- **Enhanced services delivery** including returns, warranty and maintenance processing
- **Unparalleled financial management and reporting** capabilities that facilitate budgeting, cost accounting, cash flow analysis, regulatory compliance and more

