

eBECS Lean Manufacturing Technology Acquired by Microsoft Dynamics

UK-based partner to establish global centres of excellence in lean manufacturing

13 March 2007: eBECS, a Microsoft Gold certified partner specialising in solutions for the manufacturing sector, has announced that its lean manufacturing module – eBECS Lean Enterprise for Microsoft Dynamics AX – has been acquired by Microsoft Corp.

The acquisition of the code and IP for the eBECS module is part of a major investment Microsoft has made across five industries – manufacturing, distribution, retail, services and public sector – and was announced at the bi-annual conference for Microsoft Dynamics customers, Convergence 2007.

Commenting on the acquisition, Kevin Hall, Managing Director of eBECS said: “This is a big day and is the culmination of several years’ effort; it is a recognition by Microsoft of the quality of functionality developed by eBECS and is testament to the power of the Microsoft partner base in being able to deliver truly relevant industry solutions. We believe Lean Enterprise is the first fully integrated software solution that truly takes ERP into the lean world across the entire supply chain.”

eBECS Lean Enterprise for Microsoft Dynamics AX enables manufacturing customers to optimise processes and connect and integrate the entire supply chain, from the customer to the supply partners, and to support demand-driven operations. It will form part of the Microsoft Dynamics Industry Solution for Lean Enterprises and will be available to customers as a separate module as part of the Advanced Management Enterprise offering within Microsoft Dynamics Business Ready Licensing by the end of calendar year 2007, initially in English only. Microsoft plans to integrate the acquired code into the next release of Microsoft Dynamics AX and have it localised for all Microsoft Dynamics AX languages.

As part of the acquisition, eBECS, with the support of Microsoft, is establishing a Lean Centre of Excellence, with a presence in North America, Europe, MEA and AsiaPac.

The announcement was made today by Tami Reller, corporate vice president, Business Solutions Marketing Group at Microsoft, who said: “We continue to deliver software that is industry-relevant. With deep investments in five targeted industries combined with an extremely broad ecosystem of more than 3,000 ISV solutions, customers can get industry solutions that support their business vision, and partners get a richer platform on which to build.”

Kevin Hall, continued: “Increasingly manufacturers are turning to lean thinking to provide a competitive edge to their operations, particularly where the competition is from low labour cost

operations in the Far East. But technology is only part of the answer for those organisations looking to embrace the lean methodology; Lean Enterprise can help enable profitable changes in the use of time and resources, both internally and throughout a supply chain.”

Donovan Dean, Group Director of IS/IT, Haldex PLC, an existing user of eBECS’ lean manufacturing capabilities, said: “When we researched the market for an ERP solution that would support our lean journey, we wanted a software solution with the flexibility to be implemented at our pace and in line with our business model. We also wanted an implementation partner that could actively engage with us in Lean Thinking – not just someone to install the software. The only effective choice was Microsoft Dynamics AX with Lean Enterprise from, and implemented by, eBECS.”

eBECS Lean Enterprise is written in X++, which combines traditional manufacturing and distribution functions within ERP applications, with powerful lean capability to deliver true performance improvement.

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About eBECS

eBECS formed in 2000, with a simple vision; to build strong partnerships with enterprise customers who were looking for ways to fully exploit their investment in Enterprise Resource Planning (ERP); thus making them more agile and responsive to the specific demands of their own trading environment. This vision, along with eBECS reputation for practical delivery, has successfully led to increase the customer base ten-fold. We are proud to have many blue chip companies forming an intrinsic part of this base.

Based in Chesterfield, UK, eBECS now has a permanent presence in the USA. A state-of-the-art software development centre has been established in Jordan to enable international clients to benefit from offshore sourcing.

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