

## Building

### Some of the challenges we face:

- Complete visibility of the entire supply chain
- Continued cost reductions, efficiency gains and improved margins
- Accurate delivery schedules and on-time deliveries
- Fast identification of suitable alternatives for out-of-stock products
- Closer, more collaborative supplier and customer relationships
- Optimisation of inventory and ordering based on accurate demand planning
- Integration of processes to enable the transition from a reactive business to a proactive business
- Improved communication between staff at multiple locations and head office
- Timely and accurate reporting for better business decisions
- Successful user adoption of business systems – from the storeroom to the boardroom.



## Specialists in the building and construction manufacturing sector

The business of manufacturing and supplying building and construction materials and products is a complex, multi-level challenge. The need to supply the products customers need, in the quantities required, exactly when needed – and remain competitive and profitable – is greater than ever.

Achieving such flexibility and efficiency requires a clear view of the entire supply chain and accurate, real-time business intelligence.

### Increased efficiency, business intelligence and profit

Manufacturers and suppliers that gain insight into their customers' challenges and plans, and use this knowledge to build lean business processes with demand-driven supplier networks, will be in the strongest position. Their costs will be lower, their efficiencies greater, and resulting increases in customer satisfaction will generate growth – and rising profit margins.

eBECS are experts in Microsoft Dynamics AX business applications – with integrated CRM and BI – that enable lean business processes, demand-driven management and cost-effective linking of the extended supply chain. These solutions are proven to provide an efficient and effective solution with a defined return on investment (ROI) for building and construction product manufacturers and suppliers.

### The foundation for consistent business improvement

Companies in this sector that successfully build close partnerships with customers – relationships based on mutual information-sharing and trust – have a more accurate view of near-term demand and can subsequently build more collaborative partnerships throughout the extended supply chain.

One of the most profitable outcomes of collaboration often occurs when suppliers and customers jointly develop new best practices, a strategy that can deliver exponential savings and market growth for both enterprises.

**“We’d been buying two or three companies a year, and our previous ERP solution couldn’t cope. Dynamics AX delivers benefits far quicker, so the shareholders get a faster return on investment.”**

*Paul Thomas, Group Information Systems Director, Marshalls plc*



## Microsoft Dynamics helps enable organisations to:

- Enable informed decisions using data from suppliers and customers in real-time actionable workflow notifications
- Integrate multiple facilities and departments by delivering a single real-time view into all manufacturing, customer, sales, procurement and financial activity using familiar applications that are readily available globally
- Track products through the supply chain and throughout their lifecycle
- Measure and deliver industry- and customer-specific KPIs and business intelligence
- Reduce training time and create satisfied users by allowing them to accomplish their business activities using familiar desktop tools
- Integrate powerful project management tools into ERP applications to accurately track all types of projects
- Integrate EDI and bar-coding seamlessly into the business applications.



**“Microsoft Dynamics AX shows us where we can improve... Purchasing spends less time sorting out problems and more time securing better discounts. Contract management teams aren’t doing data entry; now they are liaising with our clients.”**

**Peter Hill, Managing Director, Allgood plc**

## Lean Manufacturing

Lean Manufacturing for Microsoft Dynamics AX can help building and construction manufacturing organisations implement, energise and sustain lean manufacturing initiatives by delivering the tools and information support needed to streamline processes, reduce waste, enable demand-pull operations and promote continuous improvement.

## Commitment for the long term

Microsoft has a long-term road map for Dynamics that businesses can depend upon and place their trust for long-term commitment and investment.

Microsoft has acquired deep industry functionality on a single, standard platform that makes it easier to implement, maintain and upgrade Microsoft Dynamics AX industry software, resulting in significantly lower total cost of ownership.



eBECS’ enviable client base (which includes Marshalls, Tarmac Building Products, Aston Martin Lagonda and Lotus Racing) has been built upon the powerful combination of eBECS’ and Microsoft’s manufacturing



industry knowledge, which has resulted in several clients adopting an end-to-end Microsoft solution.

eBECS continues to make a significant investment in Microsoft Dynamics AX and a number of its clients have adopted the Microsoft Dynamics AX standard Lean Manufacturing functionality – which was originally written by eBECS and later acquired by Microsoft.

eBECS has also created additional Dynamics AX modules that drive greater efficiencies and cost savings for manufacturing and distribution businesses.



**View the Marshalls Dynamics AX video case study in the Customers section of [www.ebecs.com](http://www.ebecs.com)**

**Marshalls plc is the UK’s leading manufacturer of superior natural stone and innovative concrete hard landscaping products, supplying the construction, home improvement and landscape markets.**



eBECS is a specialist in the design and delivery of solutions for **manufacturing, distribution** and the extended **supply chain**.

eBECS delivers world class Lean and agile business solutions using Microsoft Dynamics AX and Dynamics CRM. Its solutions streamline and integrate processes, minimise waste, optimise the supply chain and manage demand-driven operations. eBECS is a global company with a personal touch and takes enormous pride in its ability to reference a large client base.

eBECS has also joined forces with Microsoft to establish the ‘Lean Centre of Excellence’, which serves as a collaborative facility for organisations looking to utilise the Lean capabilities within Microsoft Dynamics.

