How to Improve Production, Inventory, Quality Control, and More With Intelligence, Integrity, and Integration
What Our Customers Say

“IT'S IMPORTANT TO HAVE A FLEXIBLE BI PLATFORM SINCE MOBILE AND DESKTOP SYSTEMS HAVE DIFFERENT REQUIREMENTS AND USAGE PARADIGMS. WEBFOCUS CREATES DASHBOARDS THAT WORK EQUALLY WELL ON DESKTOP COMPUTERS, LAPTOP COMPUTERS, SMARTPHONES, AND TABLETS.”

Tim Hopper
Application Delivery Manager
OFS Brands

“WEBFOCUS AUTOMATES USER REPORTING AND GIVES US A SINGLE TOOL FOR QUERY AND ANALYSIS. IT'S THE STATE-OF-THE-ART TECHNOLOGY WE NEED TO CONTROL INTERNAL PROCESSES IN OUR GROWING BUSINESS AND PROVIDE THE SERVICE OUR CUSTOMERS EXPECT.”

Eugene Hope
Chief Information Officer
Victory Packaging

“WITHOUT IWAY INTEGRATION MIDDLEWARE, WE WOULD NOT BE ABLE TO OUTSOURCE CERTAIN FUNCTIONS, OR ACQUIRE NEW COMPANIES AS EFFECTIVELY AS WE DO. AND THOSE ACTIVITIES ARE PARAMOUNT TO OUR SUCCESS.”

Siebe Talma
Global Director of Custom Applications, Integration, and Manugistics
Coty

“BEFORE WE IMPLEMENTED IWAY WE HAD UNIQUE EDI MAPS FOR EVERY TRADING PARTNER. WE WERE MAINTAINING HUNDREDS OF MAPS, WHICH MADE IT DIFFICULT TO RESPOND IN A TIMELY FASHION TO NEW BUSINESS REQUIREMENTS. IWAY HAS ALLOWED US TO REALLY STREAMLINE OUR EDI PROCESSING.”

Jon Homerkamp
Chief Information Officer
Steel Technologies
The manufacturing landscape has changed drastically in the past decade. Shrinking profit margins, intensifying competitive pressures, and fewer consumer dollars now plague once-thriving companies. At the same time, internal operations and external supply-chain activities have become more complex than ever, making them much harder to track and control.

For years, business intelligence (BI), integration, and data integrity solutions from Information Builders have helped manufacturers overcome these challenges. With Information Builders, manufacturers can fully leverage the data contained in SAP, i2, Manugistics, and other information assets to:

- Monitor and optimize processes, such as design, production, and quality control
- Gain better visibility into inventory to improve materials and warehouse management
- Improve supply-chain coordination and execution through tracking, automation, and real-time information sharing
- Understand the factors that drive demand for better forecasting and planning
- Enhance communication and collaboration with vendors and suppliers
- Boost customer satisfaction and loyalty
BI and Analytics in Manufacturing

The WebFOCUS BI and analytics platform makes enterprise-wide information available to any user at any time. Data can be used strategically to streamline and enhance mission-critical activities, and facilitate swift response to dynamic market conditions and customer demands. Anyone from executives and managers to production floor staff can instantly retrieve, consolidate, and analyze information – in real time – from virtually any source across the business.

WebFOCUS offers:

- **Advanced analytics**, such as data visualization and enterprise search, that allow stakeholders to monitor patterns and trends in operations to instantly spot and resolve exceptions, variances, and deviations
- A **robust performance management** framework that lets manufacturers define and measure key performance metrics, such as production capacity, stock levels, pending orders, and on-time deliveries
- Powerful **predictive analytics** that improve forecasting accuracy to enhance demand planning, warranty management, sales, and other core functions
- Innovative **social media analytics** to help manufacturers gain insight into the public's perception of their products and brands
- **InfoApps™**, highly interactive, purpose-built BI apps that allow business users to rapidly answer important questions or address critical issues
Customer Success With Business Intelligence and Analytics

**Ford** – WebFOCUS is helping Ford enable thousands of dealers to quickly identify and resolve problems with warranty repair costs. Leveraging data visualization techniques, users can tap into 15 years of historical data to mine new insight about manufacturing efficiency, supplier quality, and dealer repair trends. General managers at each dealership can see how their warranty repair costs compare to other dealers, while senior managers have greater transparency into their service and repair businesses. This has resulted in 40 percent fewer dealers being audited or entering Ford’s global warranty counseling process.

**L.B. Foster** – When this manufacturer of products for use in surface transportation infrastructure increased the complexity of its software environment, company managers found it difficult to access and analyze information in a cohesive way. A self-service BI environment, built on WebFOCUS, provides seamless, unified retrieval and presentation of vital corporate information. L.B. Foster also uses Information Builders’ Performance Management Framework (PMF) to align key operations with corporate strategy. The combination of WebFOCUS and PMF is saving the company time, increasing accuracy, and boosting productivity.

**North American Lighting** – WebFOCUS is helping North America’s largest non-affiliated lighting supplier to keep a handle on costs by more carefully managing overtime, inventory, production, quality, and other business metrics. Reports, dashboards, and InfoApps™ allow users to access information about plant operations from enterprise applications. The company can now plan production schedules more quickly, fill orders more efficiently, track customer shipments more accurately, and supply executives with a real-time view of operational performance.

**OFS Brands** – Creating interactive sales reports for mobile users and other members of its sales force was a top priority for this leading supplier of contract furniture. Using WebFOCUS, OFS Brands created mobile reports and dashboards that let the sales force easily monitor sales activity by brand, time period, and region. Sales agents can now deliver better customer service by generating detailed reports remotely via iPhones and iPads, while sales managers can track margins and discounts more consistently.

**RealD** – This leading global licensor of 3D technologies was plagued by information that was inconsistent and difficult to access, which limited visibility into accounts and metrics about the commercial performance of the 3D films shown by RealD clients. The company used WebFOCUS to build applications to monitor accounts receivable, to track performance and revenue information, and to assess the demographics of moviegoers via interactive maps. Easy access to quality information makes workers more responsive, supporting decisions that have a positive impact throughout the motion picture industry. The company also has better visibility into its revenue cycle and the industry dynamics that drive it.

**Tata Steel** – Since deploying a fully centralized reporting environment, Tata Steel’s employees have been able to access consolidated information on customer orders and production processes from SAP applications, mainframe systems, and other disparate sources using WebFOCUS. By putting this type of timely and comprehensive information right at users’ fingertips, the company has achieved higher manufacturing yields and shortened response times for customer inquiries.
**ThyssenKrupp AG** – The Materials division of ThyssenKrupp embarked on a crucial purchasing initiative designed to strengthen related activities across the business. Coordinating and standardizing purchasing procedures among multiple business segments proved to be a challenge. A web-based scorecard, built on WebFOCUS, allows the company to streamline and optimize processes, as well as to create formal structures for purchasing-related reporting and control. This scorecard defines, records, summarizes, and presents strategic objectives and related performance indicators, increasing both visibility and accountability.
Integration and Data Integrity for Manufacturing

Unifying and enhancing systems and processes across the business and throughout the supply chain is an elusive yet important goal for today’s manufacturers. Information Builders’ iWay integration and data integrity technologies can help manufacturing firms make their vision of enterprise-wide integration a reality with powerful tools that bring together critical information assets, ensure the quality and consistency of enterprise data, enable full automation and acceleration of vital processes, and create a foundation for agility and flexibility.

With iWay Software solutions, manufacturing firms can leverage:

- **Pre-packaged integration components** that tie together packaged applications, such as SAP, i2, and Manugistics, with other information sources throughout the business
- **Robust B2B solutions** that streamline production activities across multiple geographically dispersed plants and facilities; automate inventory management, supply-chain management, and other mission-critical processes; and enable collaboration directly with suppliers and other business partners
- **Data quality management** to optimize information integrity across all systems. iWay’s end-to-end solutions not only locate and cleanse corrupt or invalid information that already exists, but will also proactively prevent bad data from entering the environment in the first place
- **Master data management** that delivers a single, 360-degree view of key entities – such as products, employees, customers, and suppliers – that can be created and shared among all data sources
- **Data governance** that empowers companies to maintain full control over the way data is generated, stored, maintained, shared, and used. Our tools provide comprehensive support for identifying and cleansing corrupt, invalid, or incomplete data, and deliver a complete, unhindered view of data quality issues at all times
Customer Success With Integration and Data Integrity

**Akzo Nobel** – As its existing software reached end of life, the company wanted a state-of-the-art solution to support its business-to-business (B2B) environment. iWay serves as the foundation of OneHub, which facilitates the execution of orders, invoices, purchases, and many more B2B scenarios. The same platform will then be used to consolidate employee and HR information company-wide, providing greater visibility and consistency across personnel operations.

**Appvion** – Integration and data integrity solutions are helping this manufacturer of paper coating and chemicals to overcome problems associated with a disparate information environment. Data warehousing, combined with data quality, helps to consolidate enterprise information and ensure its accuracy. From there, users can access InfoApps™, built with Information Builders BI solutions, to analyze inventory operations. New InfoApps for finance, procurement, and accounting will soon be rolled out. By allowing users to work in a unified environment with consistent, high-quality data, Appvion has decreased administration time and expects to reduce maintenance and support costs by more than $100,000 annually.

**Cascades** – This producer of paper towels, tissues, and napkins chose iWay Software to aid in its new SAP implementation. Because the new applications had to run in conjunction with legacy systems, IT pros had to figure out how to run the systems in tandem and exchange data between them. iWay is used to monitor variables within the production process, consolidate the results for offline analysis, and exchange real-time data for running payroll, executing plant floor processes, purchasing raw materials, coordinating activities with logistics suppliers, ordering spare parts, and conducting specialized planning exercises. Managers now have a more accurate, consolidated, real-time view of operational costs. They can track sales and production continuously and are instantly apprised of the status of the operation, moving the business closer and closer to a just-in-time operation.

**Coty** – One of the world’s largest beauty companies uses iWay to integrate disparate IT environments created by a series of strategic acquisitions, and link internal systems with those maintained by third-parties to enhance supply-chain operations. A powerful and broad-reaching integration middleware framework streamlines and automates operations by tying together internal systems, as well as those maintained by external partners. This has helped Coty maintain efficient, cohesive supply-chain activities and other operations across its entire organization.

**Steel Technologies** – This company used iWay solutions to combine information from multiple sources, create function-specific data marts, and simplify EDI connections with trading partners – giving its business users continual insight into inventory, sales, purchasing, finance, and manufacturing. Then, using WebFOCUS, the data was transformed into easy-to-read WebFOCUS reports and InfoApps™. Production managers can instantly react to changes in forecasts by identifying the excesses or shortages of material, finance officers can better gauge the company’s returns on invested capital, and sales managers have a better handle on current and pending opportunities.

**Visteon** – iWay solutions are helping this producer of components and systems, such as climate controls, interiors, electronics, and instrument panels for auto manufacturers, to streamline the retrieval of critical enterprise resource planning (ERP) and legacy data for employees and supply-chain partners. iWay pulls purchasing, finance, and engineering data from multiple sources and consolidates it into a single reporting database. It can also connect to various production systems in real time, eliminating the need for users to access multiple systems or manually combine data to get the reports they need.
Information Builders helps organizations transform data into business value. Our solutions for business intelligence (BI) and analytics, integration, and data integrity enable smarter decision-making, strengthen customer relationships, and drive growth. WebFOCUS, iWay, and Omni products work together to seamlessly cover all your information needs.

**Intelligence**
The WebFOCUS BI and analytics platform delivers rich, consumable, interactive information to the widest range of users.

**Integrity**
The iWay Data Quality Suite and Master Data Management Suite enable profiling, analysis, merging, managing, and cleansing of data from any source – structured or unstructured. Omni applications enable a single, complete strategic and operational view of key business services.

**Integration**
The iWay Integration Suite is the most flexible and agile integration foundation available, providing interoperability between disparate systems and data for faster time to market on IT and business initiatives.
Intelligence, integrity, and integration solutions help our customers seamlessly navigate the full spectrum of information management for sharper insights and fact-based decision-making.

To learn more about how intelligence, integrity, and integration can ensure manufacturing success, visit our online Manufacturing Resource Center at informationbuilders.com/solutions/manufacturing.
Worldwide Offices

Corporate Headquarters
Two Penn Plaza
New York, NY 10121-2898
(212) 736-4433
(800) 969-4636

United States
Atlanta, GA* (770) 395-9913
Boston, MA* (781) 224-7660
Channels (770) 677-9923
Chicago, IL* (630) 971-6700
Cincinnati, OH* (513) 891-2338
Dallas, TX* (972) 398-4100
Denver, CO* (303) 770-4440
Detroit, MI* (248) 641-8820
Federal Systems, D.C.* (703) 276-9006
Florham Park, NJ (973) 593-0022
Houston, TX* (713) 952-4800
Los Angeles, CA* (310) 615-0735
Minneapolis, MN* (651) 602-9100
New York, NY* (212) 736-4433
Philadelphia, PA* (610) 940-0790
Pittsburgh, PA (412) 494-9699
San Jose, CA* (408) 453-7600
Seattle, WA (206) 624-9055
St. Louis, MO* (314) 519-1411, ext. 321
Tampa, FL (813) 639-4251
Washington, D.C.* (703) 276-9006

International
Australia* Melbourne 61-3-9631-7900
Sydney 61-2-8223-0600
Austria Raffeen Informatik Consulting GmbH
Wien 43-1-211-36-3344
Brazil São Paulo 55-11-3285-2716
Canada Calgary (403) 718-9828
Montreal* (514) 421-1555
Ottawa (613) 364-2760
Toronto* (416) 364-2760
Vancouver (604) 688-2499
China Information Builders
Beijing 86-10-5128-9680
SolventoSOFT Technology (HK) Limited
Hong Kong 852-9002-4757
Estonia InfoBuild Estonia OU
Tallinn 372-618-1585
Finland InfoBuild Oy
Espoo 358-207-380-840
France* Suresnes +33 (0)1-49-00-66-00
Germany Eschborn* 49-6196-775-76-0
Greece Applied Science Ltd.
Athens 30-210-699-8225
Guatemala IDS de Centroamerica
Guatemala City (502) 2412-4122
India* InfoBuild India
Chennai 91-44-4217082
Israel SRL Software Products Ltd.
Petah-Tikva 972-3-9782723
Italy Agrate Brianza 39-039-596620
Japan KK Ashisuto
Tokyo 81-3-5276-5863
Latvia InfoBuild Lithuania, UAB
Vilnius 370-5-268-3327
Lithuania InfoBuild Lithuania, UAB
Vilnius 370-5-268-3327
Mexico Mexico City 52-55-5062-0660
Middle East
Barmajat Information Technology, LLC
Dubai 971-4-420-9100
Bahrain Kuwait Oman Qatar
Saudi Arabia United Arab Emirates (UAE)
Innovative Corner Est., Riyadh 966-1-2939007
Iraq Lebanon Oman Saudi Arabia UAE
Netherlands*
Amstelveen 31 (0)20-4563333
Belgium Luxembourg
Nigeria InfoBuild Nigeria
Gariki-Abuja 234-9-290-2621
Norway InfoBuild Norge AS c/o Okonor
Tynset 358-0-207-580-840
Portugal Lisboa 351-217-217-400
Singapore Automatic Identification Technology Ltd.
Singapore 65-69080191/92
South Africa InfoBuild (Pty) Ltd.
Johannesburg 27-11-510-0070
South Korea UVANSYS, Inc.
Seoul 82-2-832-0705
Southeast Asia
Singapore 60-172980912
Bangladesh Brunei Burma Cambodia
Indonesia Malaysia Papua New Guinea
Thailand The Philippines Vietnam
Spain Barcelona 34-93-452-63-85
Bilbao 34-94-400-88-05
Madrid* 34-91-710-22-75
Sweden InfoBuild AB
Stockholm 46-8-76-46-000
Switzerland
Wallisellen 41-44-839-49-49
Taiwan
Azion Corporation
Taipei 886-2-2356-3996
Galaxy Software Services, Inc.
Taipei 886-2-2586-7890, ext. 114
Turkey E-Kalite Yazilim
Ankara 90-312-210-10-39
United Kingdom*
Uxbridge Middlesex 44-20-7107-4000
Venezuela InfoServices Consulting
Caracas 58212-763-1653

* Training facilities are located at these offices.

Corporate Headquarters
Two Penn Plaza, New York, NY 10121-2898
(212) 736-4433 Fax (212) 967-6406
informationbuilders.com askinfo@informationbuilders.com

Copyright © 2015 by Information Builders. All rights reserved. [125] All products and product names mentioned in this publication are trademarks or registered trademarks of their respective companies.