

BOYUM SOLUTIONS FOR SUPPLY CHAIN MANAGEMENT





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These days, the supply chain of companies is pushed to its limits to survive the competitive marketplace.

Ultimately, the supply chain exists to facilitate the creation of a product to meet consumer demand. It starts from the raw material to the finished good when it reaches the customer. But how is this entire process managed, and why is it essential to do so?

Here are just some of the challenges companies are facing in their supply chain:

LOW PRICES AND NARROW MARGINS

Manufacturing and logistics companies are required to manage sourcing, production, logistics fulfillment aggressively, and after-sales support costs to put products in a position to compete in an increasingly crowded marketplace.

PRODUCT QUALITY IMPERATIVE

Distributing consumer goods can add significant risk to their quality. Companies must do everything to mitigate these risks in their supply chain by proactively distinguishing and fixing issues before transportation to clients.

GROWING CUSTOMER SERVICE EXPECTATIONS

In today's trend of free delivery, same-day shipping, white-glove services, and generous returns policies.

SHORTER PRODUCT DEVELOPMENTS

Shorter product developments are the reality in today's marketplace – accurate global launch windows require sophisticated planning. Getting it wrong brings the risk of write-offs, write-downs, and missed sales.



To beat the competition, they must optimize their production and logistics, reduce cost and improve overall performance. These three factors go hand in hand, and to excel in them, information exchange from both inside their own company and outside, from the supply chain, plays a key role.

Supply Chain Management in the rise of global pandemic

Who would have believed at the beginning of 2020, the global economy would face a virtual standstill within weeks due to a worldwide pandemic. The demand for goods and services became highly variable. On the other hand, the supply of essential products was unclear due to massive lockdowns and quarantines, which caused significant disruption in labor and resource capacity in manufacturing and logistics companies.

The pandemic emphasized weaknesses in global supply chains that have been “leaned out” and pushed to cut costs. As a result, the pandemic has made Supply Chain Management a strategic topic if it was not already. That required many companies to modernize their supply chains at no time while making sure their people are safe. In parallel, to comply with government regulations intended to slow down the spread of the virus.

In the 2nd quarter of 2020, McKinsey surveyed 60 senior supply-chain executives from across industries and geographies. They asked them about the pandemic’s impact on their operations and their plans to make supply chains far more flexible and agile. One significant finding from this survey, as companies start the journey to recovery, was that supply-chain leaders have no intent to go back to the old status quo.

To succeed in the “next” normal, companies’ supply chains will require more than makeshift, duct-tape solutions that address specific issues and challenges. The pandemic has effectively uncovered gaps in many existing set-ups. It may also drive long-term changes in customer requirements and behaviors.

For example, customers who switched to online retail sales during the crisis or opted for curbside and in-store pickup of online orders may adopt their new behavior well past the pandemic.

Boosting the end-to-end digital capabilities requires a coordinated view across the company hubs to connect the dots with the most recent digital tools and capabilities.

“We believe that leaders should take this moment not just to fix their supply chains temporarily but to transform them. Reimagining supply chains to avoid past traps and meet future needs will require a more comprehensive approach.”

McKinsey, 2021



Digital capabilities allow for real-time monitoring of equipment, helping lower cost by reducing wasteful maintenance practices. In product delivery, optimum supply chain management practices enable companies to employ digital logistics practices by using thousands of data points to optimize, track, and optimize again with real-world inputs.

Investing in a software solution today enables companies in the supply chain to harvest the rewards long into the future. It allows them to have accurate forecasts, reduced downtime, faster delivery, and turnaround times. Moreover, systemizing your business from end-to-end will help improve responsiveness, dramatically reduce costs, and eliminate inefficiencies. At the same time, they are making the supply chain more resistant to any future challenges.

It can be challenging to see these benefits in the wake of disruptions caused by Covid-19; however, the crisis has given companies a truly unique moment to reimagine their operations to create a better future.



Bulletproof your future growth in uncertain times

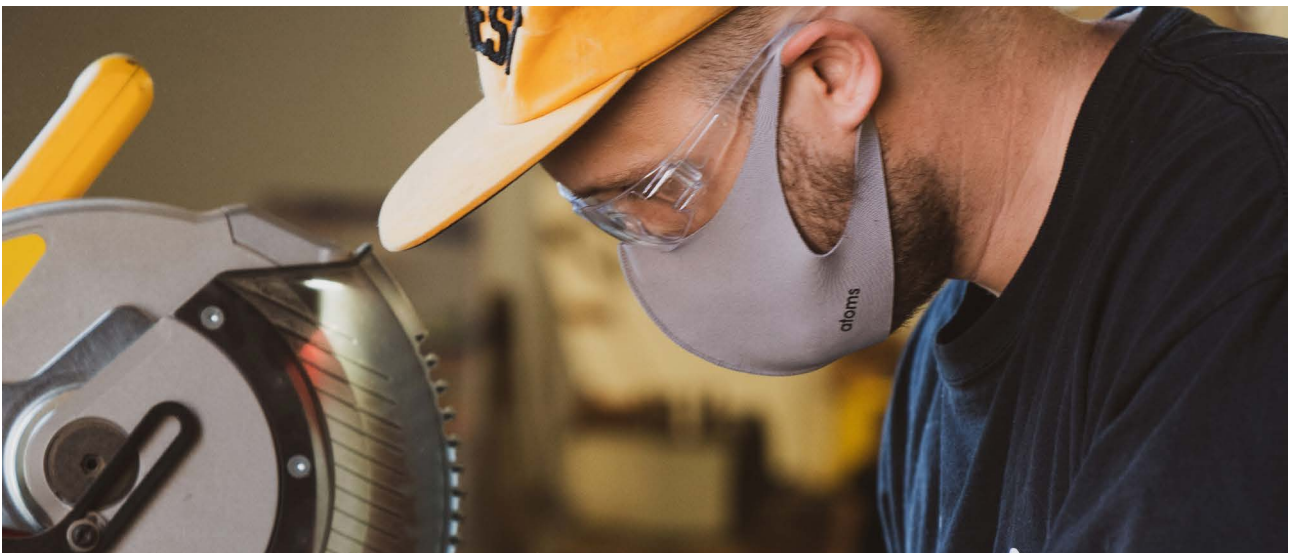
Manufacturers and logistic companies were experiencing substantial growth in recent years. Many of them did not expect this rapid increase in sales orders and new customer behavior from their new and existing customers.

This unexpected shift created a challenge in managing their supply chains and keeping up with this pace. One critical reason for their difficulty is that many companies in the supply chain have limited visibility of the goods, information, and financial flows, which impacts their efficiency decreases customer service levels, and increases disputes in the supply chain.

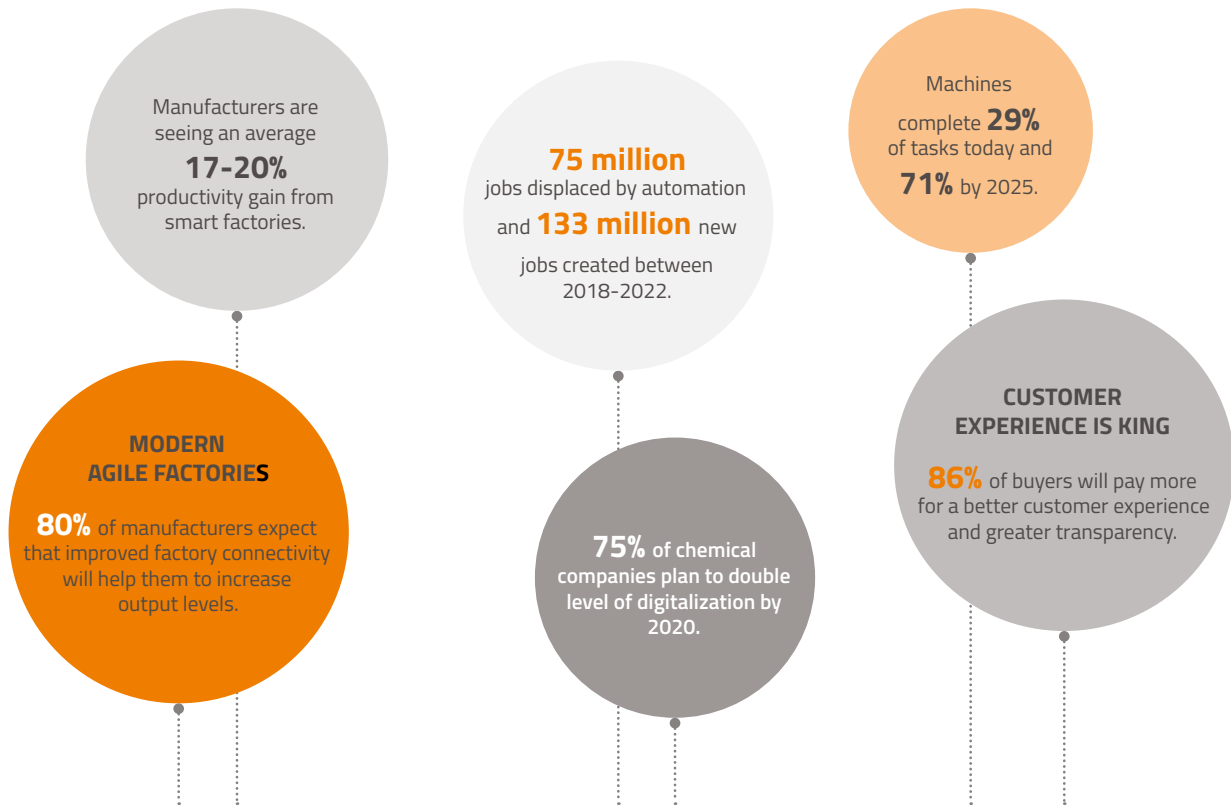
Integrated supply chain solutions provide decision-makers valuable insight into their process, making reliable decisions faster.

“Digital technology is fundamentally transforming the manufacturing industry by achieving new operational efficiency levels and new innovative business models.”

Ruptesh Pattanayak, director of industry solutions for manufacturing & resources at Microsoft



Trends driving transformation in manufacturing & supply chain



The digital transformation is changing traditional ways of working - from ordinary task-oriented execution to problem-solving.

The modern workplace empowers employees with devices, while productivity-enhancing tools help them manage manufacturing and logistics complexities,

work more efficiently, and collaborate specifically to their business and operational needs.

Therefore, it includes all raw material transportation and storage, inventory during manufacturing, and products from production to consumption phases.



So what is the overall goal of digital technology for supply chain companies?

The **14 ways** Boyum Solutions is revolutionizing supply chain companies

1. IMPROVE OVERALL PERFORMANCE

One way to improve a company's supply chain overall performance is to decrease its waste. Waste can be wasted materials, wasted money, wasted delivery time, wasted man-hours, and much more. Making sure that waste is at a minimum is a crucial component of supply chain management.

How does supply chain management reduce waste? By managing production, inventory, transportation, and logistics, Boyum Solutions aims to look for opportunities to change processes to reduce the organization's waste. For example, having real-time and accurate inventory information that you can share with your supplier makes inventory replenishment quicker to keep up with customer demand.

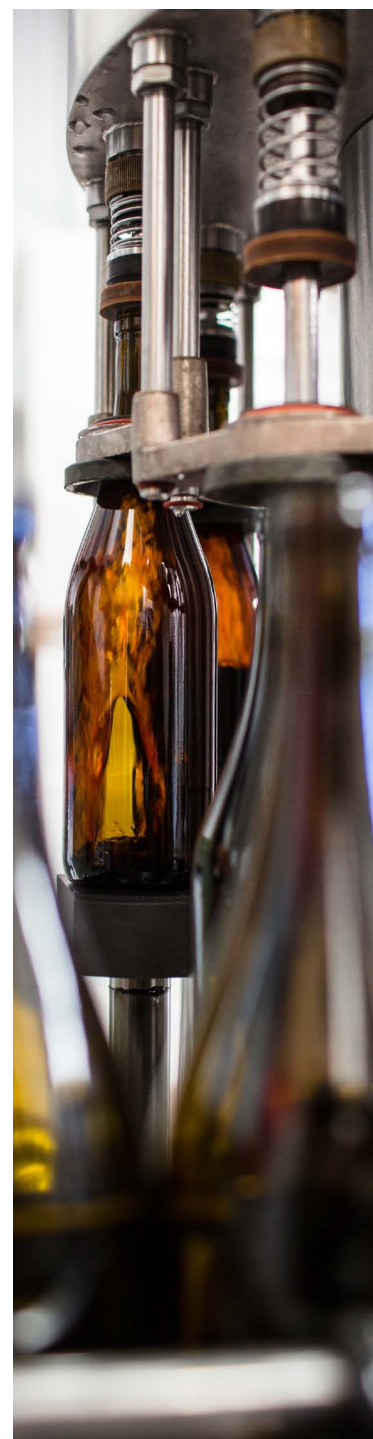
2. OPTIMIZE YOUR PRODUCTION RESOURCES

Manual calculation of a machine's or resources workload, including maintenance activities, is a time-consuming task. With Boyum Solutions, decisions that affect the manufacturing process can be made quickly through the available planning tools.

3. IMPROVING STABILITY

Visibility into your supply chain will improve and maintain the general strength of the supply chain. Supply chain organizations can aim to form and maintain strong relationships with their suppliers and distributors to ensure that business runs efficiently and without interruption or difficulty.

By keeping an eye on possible risks related to the supply chain's different aspects, you can proactively reduce the risk. It includes focusing on achieving higher supplier quality, forecasting accuracy, and inventory optimization while driving down manufacturing cycle times. These are the priorities today.



4. COMPREHENSIVE QUALITY MANAGEMENT FEATURES

Ensuring that the product and the customer experience are as positive and as effective as possible is another important goal.

For example, suppose retailers can communicate feedback from the customer to your company about your product's experience. In that case, " "you'll be able to know what things you can change to improve it. Suppose a customer discovered a problem in a specific part from a particular supplier. In that case, you can address that issue with the supplier and see how this complaint can be prevented in the future.

Getting a complete view of every quality measurement from start to finish reduces costs and increases customer satisfaction. Quality management within Boyum Solutions delivers real-time updates on the latest inbound shipment inspection and quality levels. And ensuring the bill of materials (BOM) only defines the highest quality components and raw materials.

You can track and report quality levels by production center, product, and customer level - monitoring and tracking any assembly, component, or subassembly throughout the supply chain in real-time. With Boyum Solutions, quality becomes a more pervasive part of the record system in any business.

5. BUSINESS ANALYTICS

Boyum Solutions can quickly gather and access data from multiple points worldwide, ensuring data exchange with other supply chain users.

Improving your production and logistics efficiency starts with knowing why and where delays happen in the process. With real-time data, you can stay at your most competitive. As a product finishes its cycle, its manufacturing information can lend valuable insight into any possible improvements.

Boyum products provide a wide array of functions to keep track of your business processes' every relevant aspect.

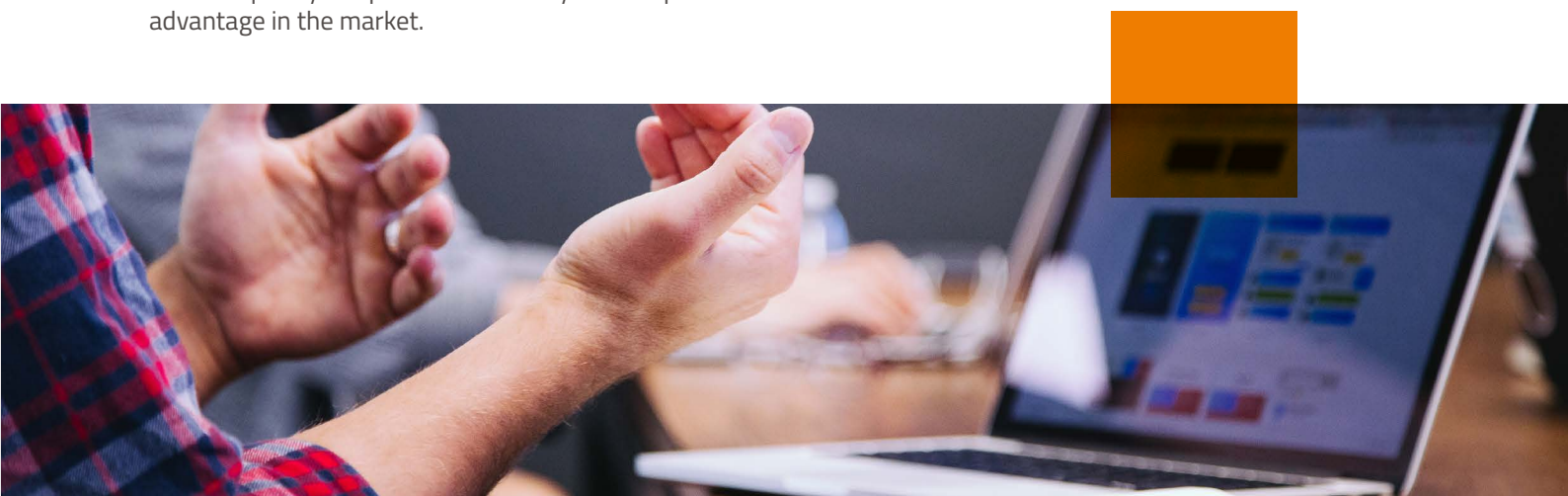
Our solutions allow you to quickly build dashboards and define KPIs that will deliver real-time information. Accurate information puts you in front of your business to quickly adapt and maintain your competitive advantage in the market.

6. AUTOMATING REGULATORY COMPLIANCE

Compliance with the many governments or industry institutions' many rules and regulations affects much of a supply chain. These reports require careful data input and drastically decrease employees' productivity tasked with their creation and delivery.

For medical device manufacturers and logistic companies, compliance management removes the burden of spending their valuable associates' time cataloging records and reporting them.

Each industry has its particular set of regulations to ensure they create and transport safe goods.





7. REAL-TIME TRACK AND TRACEABILITY PERFORMANCE

Maintaining visibility into the supply chain is crucial when a manufacturing or logistics company has multiple locations to maintain accurate quality statuses and gain product traceability data.

Boyum Solutions' backward and forward traceability features save many manufacturers and logistic companies from a product recall's variable expenses by catching product quality problems early.

Boyum solutions assign a unique individual product identification to protect their supply chain against falsification or counterfeit products. It also ensures product and consumer safety.

A standardized warehouse management system registers all inbound, internal, and outbound logistics movements of products, thus ensuring full traceability.

8. INTEGRATING WITH DIVERSE APPLICATIONS, DATABASES AND SYSTEMS

EDI Integrations are a factor that's driving the proliferation of apps and platforms across manufacturing and logistic companies' many production and distribution facilities. Serving as the glue between systems, EDI integration creates a real-time connection between systems that allow for collaboration, transaction accuracy, and efficient data sharing.

EDI integration saves time that can be spent in a more valuable way. With flexible EDI integration in place, Boyum Solutions can bring together various systems together. We can integrate with supply chain partners through EDI that is available regardless of software differences or upgrades.

9. OPTIMIZE ORDER MANAGEMENT AND PRODUCTION PLANNING

Knowing when a product needs to be moved or consumed is an ongoing concern for every manufacturer or distributor throughout the supply chain, making inventory planning easier and hassle-free for any location.

On top of SAP Business One, Boyum Solutions generates data sets over time that show patterns, making it possible to anticipate shifts in demand. This makes your customer happy, as they get their orders in time and ensure you keep your inventory moving. With quick demand calculations and easy-to-access information, you should never miss a promised deadline to your customer.

Having that information available enables you to have a better forecast to streamline your manufacturing and logistics schedule. Boyum Solutions is designed to optimize inventory, order management, and fulfillment. Manufacturers and Logistics companies can expect to see profit and revenue growth gains.



10. REDUCE ORDER CYCLE TIMES

Errors in product configuration, delivery instructions pricing, or quoting can slow down orders and drive down product quality.

Automating customer approvals, pricing, and quoting workflows with Boyum Solutions reduces order cycle times and improves product quality. Order accuracy increases customer satisfaction, while delays in paying invoices drop, which reduces days sales outstanding.

11. BUILD CONSUMER TRUST WITH GS1-BASED IDENTIFICATION STANDARDS

Provide full GS1 support to quickly identify products and logistic units throughout your inbound, internal, and outbound logistics processes.

Provides a consistent, end-to-end traceability record so that in the event of a product safety issue, such as a recall, you can take swift, precise action.

Capture comprehensive product information, including, e.g., combined batch and serial numbers, batch attributes, best before dates, shelf-life information, and more.

12. MANAGE AND COORDINATE EXTERNAL SUBCONTRACTORS AND SUPPLY CHAIN PARTNERS

Subcontract manufacturing is supported as standard with Boyum Solution when you can define an external process within the product's BOM, either as buying a service (capacity) or buying an assembly (free issue of inventory).

When leveraging advanced planning and scheduling tools, you can balance supply and demand, reduce inventory holding levels, and improve external subcontractors' management and collaboration.

Boyum products will provide your company with increased visibility and supplier production forecasts.

13. INTEGRATING SOLUTIONS ON THE SAME PLATFORM

Boyum Solutions integrate product development, engineering, supply chain management, and production planning teams globally to reach higher product quality levels.

As your company thrives, the need for rapid scalability increases.

With data in multiple locations, paper forms are consuming your employees' time and are prone to errors. An accurate warehouse operation is impossible.

Relying on multiple, disjointed systems can lead to wasted resources when new solutions need to be integrated.

Complete and seamless integration between your Manufacturing, WMS, and your ERP system can provide valuable information. Your leadership team has the information they need to make effective decisions and ease the data processing task.

All data is stored in a single location, and the various programs are unified.

With full integration, you effectively have a unified system that covers all your bases, cross-linked for visibility and control, giving you the benefit of streamlined, transparent, end-to-end business processes.

You can **feed the rest of the business with the single source of truth** they need to make reliable, fact-based decisions and create value.

14. ADAPT TO SUPPLY CHAIN DISRUPTIONS AND OVERCOME PHYSICAL BOUNDARIES

In 2020 leading supply chain companies learned that agility, collaboration, and flexibility are fundamental to survive and beat the competition. Since the spread on Covid-19, 37% of respondents to a recent Statista survey say they suffered partial supply chain shutdowns with significant shipping delays. A minuscule 13% said their supply chains have adapted to the pandemic without issue. A further 8% had to deal with complete supply chain shutdowns.

Your time is precious, especially when the global supply chains are working to adapt to a new normal. Boyum Solutions' analytics features can help you. We provide best practice features and visibility into critical metrics that can help you find vital partnerships to keep the supply chain thriving.

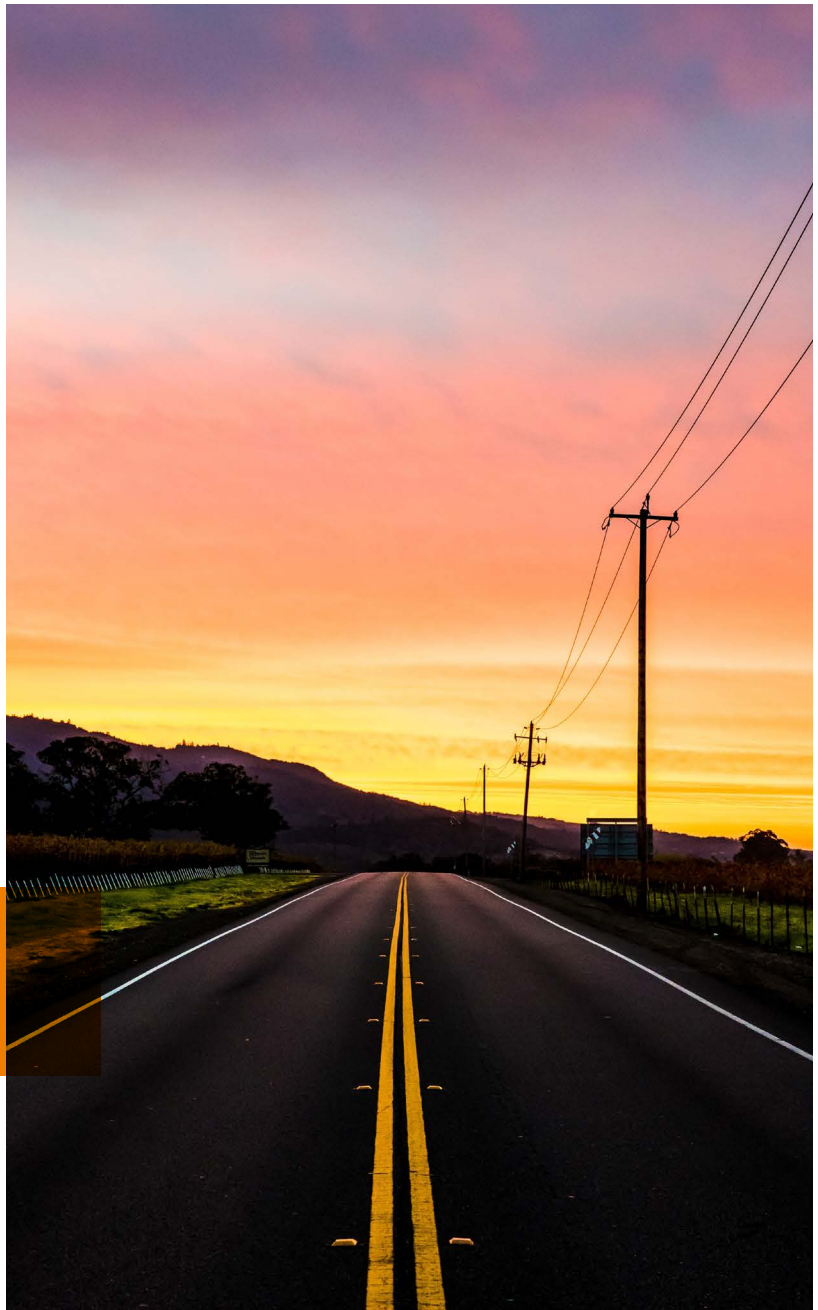
It's also no secret that as borders close and travel shuts down, being able to remotely manage and communicate with the segments of your supply chain is critical. Boyum Solutions helps move businesses past political differences and collaborate to keep products flowing. If you're actively looking for manufacturing or logistics software, look at our website to find a package that best suits your needs.

The road ahead

The supply chain industry is yet to face many obstacles in the coming months as it bears the brunt of a pandemic. While it might be difficult for most, many companies see it as an opportunity in disguise.

The next normal may see a stronger push for sustainability and reduced environmental impact by customers and regulators, as lower pollution levels have been one of the few fortunate byproducts of reduced activity.

For instance, the eCommerce industry has progressed tremendously over recent years due to the increased demand for home delivery. Several eCommerce companies doubled their profits by offering home delivery of essential items in adherence to social distancing protocols. Similarly, manufacturing and supply chain companies can overturn the effects of COVID-19 by incorporating the practices mentioned above into their operations.



Boyum Solutions for **supply chain businesses**

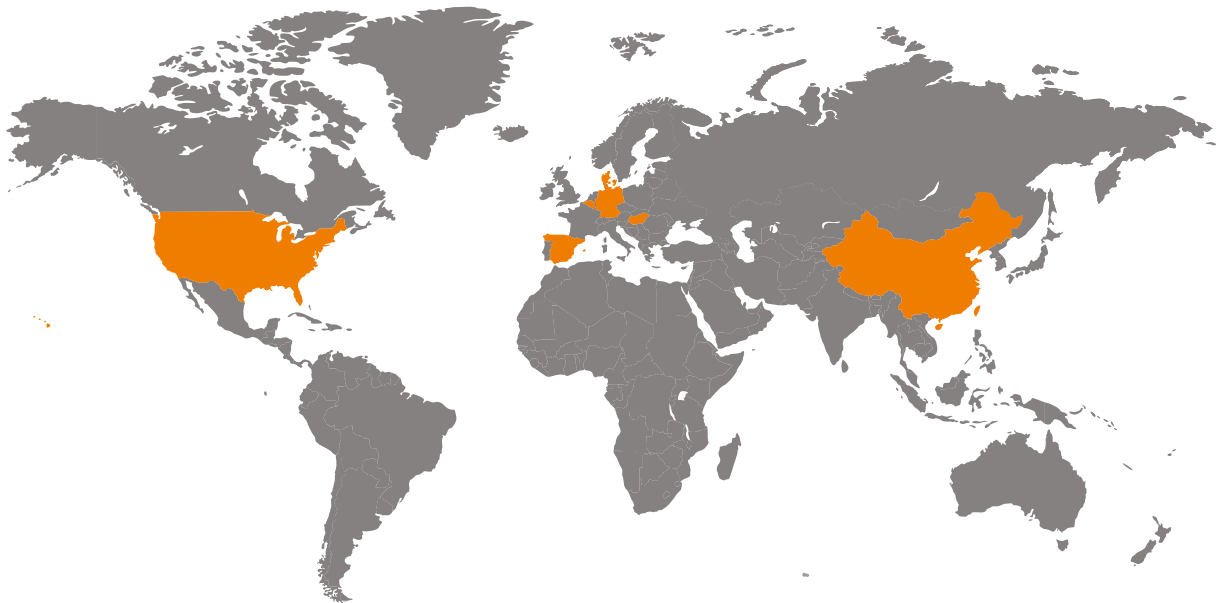
SOLUTION	DESCRIPTION
Beas Manufacturing Basic	Beas Manufacturing is the global manufacturing software solution for small to mid-sized discrete and process manufacturing businesses. Offering functionality from the planning phase through to control, implementation, and fulfillment, Beas Manufacturing ensures efficiency and flexibility.
Beas Manufacturing APS	Enhances the Beas Basic capacity planning by incorporating features for finite capacity planning, with powerful functions for forward and backward production scheduling, linking production scheduling to materials availability, sorting production by priorities and grouping by common characteristics, custom prioritizing according to freely definable rules, and optimizing of resources' usage (automatically selecting resources with free capacity when working with alternatives or groups of resources).
Beas APS Gantt Viewer	Graphical visualization of the APS scheduling on a Gantt chart, with features for displaying schedule per work orders or per resources, viewing resources' workload, and manually adjusting the work orders' scheduling on a timeline.
Beas Project Management	Powerful module for project-based manufacturing, including the creation of multi-level projects with time tracking possibility, the definition of expenses budgets for projects, creation of activities, sales and purchase transactions directly from the project, triggering work orders and Product Configurator from the project, defining milestones, and calculating actual projects' costs.
Beas Maintenance of Resources (Machines, Tools) and shipped Components / Equipment	A fully integrated maintenance solution including features for internal and external maintenance scenarios, maintenance plans for preventive (calendar-based) and predictive (productivity-based) maintenance, corrective maintenance, and more.
Produmex WMS	Produmex WMS supports state-of-the-art RF terminal technology, making you 10x faster than trying to process transactions manually. Processing more transactions with higher accuracy increase productivity in all areas of the warehouse. Produmex WMS provides full forward and backward traceability of materials and components, batch and/or serial number based, tracking their quality status from goods receipt throughout internal logistics till delivery of the finished product.
Produmex Scan	Produmex Scan is a robust and reliable barcode scanning solution for SAP Business One that seamlessly automates warehouse and inventory transactions. The solution supports multiple warehouse operators, processing high volumes of transactions while maintaining high performance
B1 Usability Package	Provides numerous easy-to-use tools to completely redesign the interface & workflows of SAP Business One to fit your business and your way of working.



Industry **leading** solution provider

Boyum IT Solutions is today the global leading software solution provider in the SAP Business One ecosystem and have received more than 20 SAP awards. Among these are the SAP Global Solution of the Year Award and People's Choice Award, which we received for the last 4 years.

We have the largest partner and customer ecosystems, with a presence in 125 countries and just over 9,000 customers and 200,000 users.



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