

# High Tech INDUSTRIES

Rapid innovation and change in high tech industries require companies to constantly tune and optimize their business processes across global supply chains. Microsoft Dynamics™ AX for High Tech and Electronics Industries provides high tech manufacturing and distribution companies with the visibility they need to control every aspect of the supply chain, including managing contract manufacturing and trading partners, balancing production with demand, maintaining optimum inventory levels, and meeting customer expectations profitably.

## Benefits:

- Increase visibility and control of the supply chain
- Boost forecast accuracy and timeliness
- Mitigate risks associated with short product life cycles and reduce inventory write off
- Improve sales and customer relationships
- Meet quality management requirements
- Positive return on investment (ROI)

## Meet Quality Management Requirements

Manufacturers can use Microsoft Dynamics AX for High Tech Industries to document all standard processes for quality management. Features such as non-conformance management, RMA tracking, problem types, internal problems, non-conformance costs, corrective actions, and e-mail alerts provide the control and predictability you need to gain exact control over all your internal and outsourced production activities.

## Increase Visibility and Control of the Supply Chain

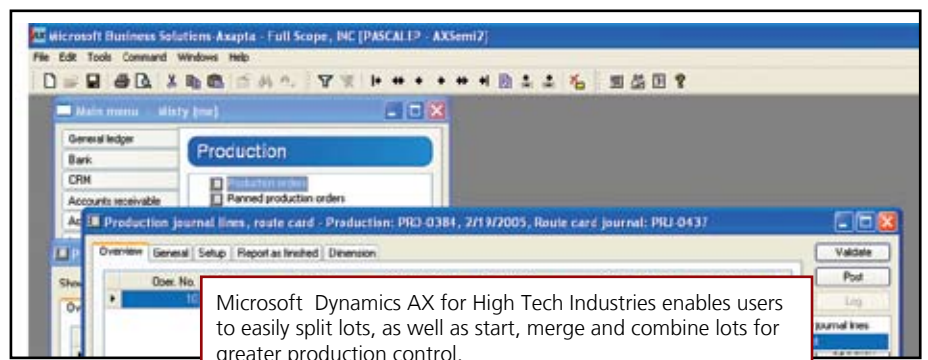
Microsoft Dynamics AX for High Tech Industries not only helps you gain control and optimize your production operations, it provides the supply chain visibility you need to better understand the status of outsourced activities and trading partner relationships and their impact on orders, inventory and distribution.

## Boost Forecast Accuracy and Reduce Inventory Write Off

Microsoft Dynamics AX for High Tech Industries has the functionality you need to balance inventory levels to maintain customer service levels for products in an explosive demand phase while maintaining the visibility needed to adjust forecasts and reduce inventory write off.

## Reduce Inventories and Improve Customer Service

Like all industries, fables/semiconductor companies must balance operational activities against customer service levels in the name of profit. Microsoft Dynamics AX for High Tech Industries reduces inventories without compromising delivery performance by accurately depicting real-time inventory levels so you can adjust forecasts and inventory restocking points to ensure adequate supplies.



## Features Overview

<b>Order Management</b>	Includes enhanced sales order line, order change history, an order planning workbench, booking/billings/backlogs and final customer tracking.
<b>Production Management</b>	Supports approved vendor lists and approved manufacturing lists, approval routings for ECO, ECN, MCO and POs, start lots, split lots, merge/combine lots, yields, actual versus standard yield reporting, and binning and grading.
<b>Subcontractor Interface</b>	Provides an automated interface to approve/import PO receipts, lot starts, lot moves and WIP completion date from subcontractors via .xml, .xls or Rosetta Net. A subcontractor WIP status enables you to import detailed WIP data for analysis, reporting or updating the source PO.
<b>Quality Management</b>	Includes non-conformance management, RMA tracking, problem types, internal problems, non-conformance costs, corrective actions and e-mail alerts. Quality control includes test types, qualitative/quantitative, mandatory/informative, certificate of analysis and blocking logic.
<b>Forecasting/Planning/Scheduling</b>	Enables automatic forecast import/export and bucketed production build planning, which helps determine the timing and quantity of wafer lot starts and moves into assembly test.
<b>Purchasing</b>	Automatically processes receipts against POs based on production feedback and provides operation-based pay point based on the number of units in (testing) or out (good die).
<b>Logistics</b>	Includes inventory consignment and inventory reservations allocations.

<b>Microsoft Dynamics AX Features</b>	<b>Description</b>	
<b>Financial Management</b>	Financial management with dimensions Inter-company accounting and consolidation Complete audit trail	
<b>Supply Chain Management</b>	Demand forecasting Intercompany trade Procurement management	Partner self-service web sites Performance monitoring Electronic information exchange
<b>Customer Relationship Management</b>	Sales force and marketing automation Telemarketing and questionnaire Sales management	Customer self-service web site Computer telephone integration Document management
<b>Enterprise Portal</b>	Employee, vendor, customer, sales rep and consultant roles	
<b>Human Resource Management</b>	Organizational charts/employee registration Skills mapping and recruitment	Employee self-service web sites Business process management
<b>Business Analysis</b>	Designer for multi-dimensional data cubes Integration with Microsoft Analysis Systems	Analysis views via embedded pivot tables Balanced scorecard with key performance indicators

## Achieve a Positive ROI

Because Process Industries for Microsoft Dynamics AX is built on proven Microsoft products and technologies, your business can take advantage of existing IT investments such as Microsoft® Office System applications and the Microsoft Windows Server System™. Your company can also realize quick payback on your investment. According to a research study by Nucleus Research, Inc. conducted in 2004, 75 percent of participating Microsoft Dynamics AX (formerly Microsoft Business Solutions–Axapta®) customers achieved a positive ROI within an average of only 23 months.\*

\*Nucleus Research, Inc. The Real ROI from Axapta. Research Note E116, October 2004

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