

# Harness the Power of MES

Learn more about how MES  
can make your business fit,  
fast, and flexible



**EPICOR**

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# Introduction: Keeping pace with change

Like many other organizations in your industry, you may be planning for business growth, and consequentially investing in your operations. But as you introduce new products to new markets, the challenge of meeting customer demand grows, and competition increases as other organizations also look to expand their business.

So how do you win—and keep—more customers? You have to have to keep pace with change, and deliver unbeatable quality and service. In this ebook, you'll discover how you can make your business more responsive to these pressures, from increasing your overall equipment effectiveness (OEE) to gaining accurate data for better, faster decision-making. You'll also learn how a manufacturing execution system (MES) can be instrumental in making these improvements, helping you to get your products in the hands of your customers faster and maintain your competitive edge in the marketplace.

As manufacturers expand globally, they are exposed to more potential customers in areas with varying levels of demand. This means that they could either be faced with surpluses or shortages, neither of which is a good situation.

*Source: Creating a modern, effective manufacturing environment with ERP. October 2014, Aberdeen Group, Inc.*

In the volatile 21st century business environment, critical decisions must be made more frequently and more quickly than ever before. To do this, managers need immediate access to accurate and up-to-date information.

*Source: Unleash manufacturing visibility, flexibility and speed 2012. April 2012, Cambashi Limited*

# The issue of downtime

Whether reducing minor stops, preventing unplanned downtime or minimizing time lost reworking poor quality products, every minute of downtime you can avoid increases your capacity as well as your ability to respond to, and deliver against, customer demand—without any additional capital investment. If only it were as easy as it sounds.

## Where to start?

Some of these problems cost more to tackle, and may have a lower probability of succeeding, than others. Organizations that run a cost-of-downtime analysis can evaluate each type of downtime or loss category, giving them a financial context for making improvements in their operational environment.

Of course, to do this successfully organizations need accurate and timely data, presented in a way that supports insightful decision-making. Sadly, this is not always present.

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Finding and eliminating anything that inhibits performance, like downtime, will help businesses improve capacity and OEE. Ultimately, understanding the financial impact of downtime and loss categories helps operations professionals establish improvement priorities in context with the overall performance of the company.

*Source: Not all downtime is equal. March 2014, Epicor Software Corporation*

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## Get the whole story with MES

From scrap and downtime analysis to automatic part qualification and rejection, a best-in-class MES will collect data from your production machinery automatically to provide you with an accurate picture of what's going on in your plant, and where you can make improvements.



## The missing link

Is your business struggling to get accurate performance data, use it for decision making, or both? The most typical cause of inaccurate or incomplete data is a reliance on manual data collection, which is not only prone to errors and gaps but is also time-consuming.

This is compounded by a disconnect between executives (the top floor) and the production line (the shop floor). Clearly, if data isn't passed to decision-makers then their decisions are less likely to be based on genuine insights and may be less useful to the business. In such an environment, the shop floor can also become isolated from the rest of the supply chain, making it hard to respond to last-minute changes, requests for early delivery, and other customer needs.

Anything less than perfect data will add cost or introduce risks—or, more probably, some combination of both. [...] What is happening inside the plant needs to be “visible” as an integral part of managers’ dashboards.

*Source: Unleash manufacturing visibility, flexibility and speed 2012. April 2012, Cambashi Limited*

## Reconnect your business with MES

By connecting your MES to your ERP, you can deliver enterpriselevel production metrics and performance versus schedule reports to key decision-makers in your business. If that data is collected and transmitted in real time, then stakeholders can react faster to operational situations in order to fulfil orders and maintain customer satisfaction.



# A modern tool for modern organization

Although historically an MES has been thought of as a tool for the shop floor workforce, a modern MES is a powerful tool that helps increase responsiveness on both the shop floor and the top floor.

A top MES will automatically deliver operational data to the people who need it in real time, eliminating the inaccuracies associated with manual data collection and improving worker productivity as they spend less time recording data. Crucially, analysis tools will help turn that data into actionable strategies to increase OEE and capacity, reduce scrap, and improve product quality.

[An] MES can deliver consistent, accurate, and visible metrics. Operations management can use those metrics to identify underperforming and highperformance machines and then optimize asset utilization accordingly to eliminate bottlenecks.

*Source: New economy in, old strategies out: a fresh look at MES. July 2014, Epicor Software Corporation*



## A fresh look at MES

Download our white paper to find out more about how MES can help your business improve OEE, meet customer demand, and enable effective top of shop collaboration in your organization.



## Give your business the advantage

Epicor Mattec® MES™ is designed to help you increase efficiency and capacity to unlock the hidden potential in your plant.

Capable of connecting to any workshop machine, Mattec MES includes tools to analyze scrap and downtime, automate quality control, and monitor energy consumption. It also contains real-time scheduling and planning tools that enable you to modify and optimize your production schedule, so you can manufacture and deliver on time, every time, and respond faster to changes in customer requirements.

When integrated with your ERP, Mattec MES can deliver insight into your entire operational environment to your executives, empowering them to make better decisions, faster.

If your MES isn't giving you the responsiveness you need, we should talk. Interested in learning more about Epicor Mattec MES?

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“We used to run 3-4% scrap. Last month we were down to 1.37%. You can't get much better than that; that's world-class and is largely attributable to Mattec MES. It's the tool that gives us the numbers we need to make good decisions.”

*Dave Rose, Quality Engineer, Johnson Controls*

## About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements is built into every solution—in the cloud, hosted, or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).



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