

Customer Success
Network Engines, Inc

Network Engines, Inc. (NEI) designs and builds server appliances and network equipment products for original equipment manufacturers. Recently NEI redesigned their business model and moved to a make-to-order environment. To make the adaptation, the company chose to implement Microsoft Business Solutions.

The integrated solution provides them with the real-time visibility they need to track work orders and shop floor data while improving customer service. Inventory turns have increased by more than 240 percent and parts tracking has been noticeably simplified.

"Microsoft Business Solutions has supported our company's business model as it changes and adapts to changing market and economic factors. It has allowed us to go back and forth on how we do things at Network Engines."

Greg Augustine :: Director of Systems,
Network Engines, Inc.

Focus on Innovation

Successful high-technology companies drive the pace of change in their industry. Unlike their peers in other markets, high-tech business leaders can't be content with the status quo. Success depends largely on responding quickly to changes in the market, innovating, and bringing new products to market faster than your competitors. The need for speed and agility spans all aspects of the high-tech market.

High-tech manufacturers face tough challenges: shorter product life cycles, uncertain demand, and rapid price erosion, as well as increased competition in a global market. The pressure for lower manufacturing costs, along with increased performance and higher service levels, is building all the time.

Thriving high-tech manufacturers are looking for solutions to optimize their supply chains and to reduce time-to-market while differentiating their products with added services. The only way to achieve these goals is to collaborate tightly with customers, suppliers, and partners.

Whether you're an original equipment manufacturer (OEM), electronic manufacturing services provider (EMS), semiconductor manufacturer, or consumer electronics producer, sharing information and data based upon a flexible, responsive IT infrastructure is crucial to success on all these fronts. A robust computing infrastructure makes it easy to exchange product and design data while supporting the rapid evolution of business processes. It also enables high-tech manufacturers to connect their internal organization with outside business partners and customers, working as an integrated team.

Collaborating for Success

A flexible IT infrastructure will promote synchronization between design, procurement, manufacturing, suppliers, and customers, ensuring product quality early in production ramp-up. Now companies can respond immediately to change, sharing product data across the virtual enterprise to meet and maximize market windows.

The growing reliance on outsourcing in high-tech manufacturing and multiple sales channels requires solutions that reach outside the boundaries of your internal

operations. To be successful, all the partners in the channel need to share data and information. The flexible IT infrastructure enables them to work closely together with customers to drive revenue from next-generation products and new applications of current products. Real-time collaboration with suppliers keeps costs low, encouraging the rapid incorporation of next-generation innovations in new products.

It is now possible to truly function as a single virtual enterprise, leveraging the power of all the involved business relationships. High-tech manufacturers can be visible to many locations with secure, instant access within and outside the boundaries of their business. High-tech manufacturers today are also relying on computing solutions to collaborate with their partners to find effective ways to resolve issues as they arise. Issues may range from agreeing on a product specification to refining demand forecasts and available capacities, to coping with shortages and special customer requests.

Faster Response to Change

Microsoft® Business Solutions provides a portfolio of solutions to meet the needs and challenges of high-tech companies and a robust platform for successful collaboration. The Microsoft Business Solutions platform combined with our partners' deep industry expertise enable small- and medium-size manufacturers to quickly deploy low-cost solutions that fit their individual needs. Together with our partners, Microsoft Business Solutions provides high-tech companies leading-edge capabilities to more successfully respond to the rapid changes in the industry, such as:

- Demand planning and forecasting
- Product life-cycle management
- Collaborative design and engineering
- Supply-chain collaboration
- Multi-mode manufacturing
- Vendor-Managed Inventory
- Field service management
- Enterprise portal technology
- RosettaNet integration
- Fabless semiconductor manufacturing

Competing to Win

Microsoft Business Solutions gives high-tech manufacturers the edge they need to compete successfully. In fact, more than 2,000 high-tech manufacturers worldwide have already chosen Microsoft Business Solutions to help them succeed. To learn more about how our outstanding, cost-effective solutions can help companies survive and thrive in high-tech manufacturing, visit:

<http://www.microsoft.com/BusinessSolutions/Industry/HighTech/default.aspx>

Customer Success Danotherm Electric A/S

Danotherm Electric is known for well-designed and high-quality power resistors made for the European electronic and telecommunications industries. The center of Danotherm Electric's business philosophy is to be their customers' complete problem solver and a reliable partner.

With a product range of almost 50,000 different units, Danotherm Electric uses Microsoft Business Solutions to deliver a detailed, up-to-date overview of production, processes, and resource use. This overview helps the company optimize their supply chain and provide partners and customers with the best service.

"Danotherm Electric's supply chain management is unique for the electronics industry and, as a result, the company is better positioned in the market and more competitive."

Michael Laursen :: Managing Director,
Danotherm Electric A/S