

perotsystems®

Manufacturing Industry



Solutions for the
Manufacturing Industry

Drawing upon our deep industry **EXPERTISE** and collaborative approach, we help manufacturers **CONTROL COSTS, INCREASE PROFITABILITY,** and **MAXIMIZE RETURN** on technology investments.



In today's competitive manufacturing industry, the ability to successfully manage complex global supply chains, cost-effective manufacturing facilities, and multifaceted product lifecycles will define the industry leaders of the future. To help Aerospace and Defense, Automotive, Durable Goods, Industrial Equipment, and High Tech manufacturers succeed, Perot Systems provides a unique combination of domain knowledge and technology-based solutions. Our IT and business process solutions are specific to each client's needs and focus on delivering real business results.



REDUCE OPERATIONAL IT COSTS

From consulting services, to system rationalizations, through product life cycle management, the proprietary processes and tools Perot Systems uses can often help clients realize cost-efficiencies and reduce operational spending. In addition, our global delivery model offers clients additional cost savings through offshore service delivery. The value created by our outsourcing solutions often provides the financial resources that clients need to pursue successful transformation strategies focused on their core business.

DEPLOY FULLY INTEGRATED BUSINESS SOLUTIONS

Perot Systems' deep Engineering, Enterprise Resource Planning (ERP), and Manufacturing Execution System (MES) technical expertise allows us to deliver enterprise solutions that can be rapidly deployed in any business and manufacturing environment. Our capabilities include business model and process design, technology strategy, package selection, implementation, upgrades, integration, maintenance, application development, and business process and applications outsourcing. Because our expertise spans the entire enterprise process map, we help our clients fully realize broad-scope return on investments.

ENHANCED LIFETIME PRODUCT PROFITABILITY

In addition to IT and business process solutions, Perot Systems is a market leader in delivering Engineering Services Outsourcing (ESO) and Product Development services. Our clients are realizing substantial efficiency gains related to their R&D, product development, and engineering processes through the implementation of our product development disciplines. Our offerings extend the same disciplines associated with mature Business Process and IT Outsourcing services to selected engineering functions such as legacy product development and full cycle warranty support.

IMPROVE COMPETITIVE FOCUS

In collaboration with your organization, our experienced industry consultants and skilled technology professionals will recommend strategies and tactics to streamline processes, maximize return on your technology investments, and enable you to integrate and collaborate more effectively with your customers, suppliers, and business partners.

“Technology-enabled processes connect businesses with each other and manufacturers with their customers to achieve dramatic improvements in efficiency and create new levels of value for everyone involved.”

– James Champy
 chairman of Perot Systems Consulting,
 co-author of the best-selling book
 “Reengineering the Corporation”; and author
 “X-Engineering the Corporation,
 Reinventing Your Business in the Digital Age”

Manufacturing Solutions

PEROT SYSTEMS SERVICES	FEATURES	BENEFITS TO YOUR BUSINESS
Consulting Solutions	<ul style="list-style-type: none"> • Manufacturing benchmarking and lean manufacturing consulting • IT strategy and consolidation • Supply chain integration, consolidation and management 	<ul style="list-style-type: none"> • Greater efficiency and productivity through improved processes • Greater insight into your business operations for more informed decision-making based on objective data
IT and Business Process Solutions	<ul style="list-style-type: none"> • IT infrastructure outsourcing • Supply chain management and communications • Plant floor management • Risk mitigation through Business Continuity, Disaster Recovery, and Information Assurance services 	<ul style="list-style-type: none"> • Freedom to focus on business building core competencies through outsourced non-core business processes and IT services • Cost savings that increase returns on technology investments and enable redirection of capital to business growth
Application Development and Maintenance	<ul style="list-style-type: none"> • Product collaboration tools • Integration and customization tools • Applications rationalization • Legacy applications maintenance 	<ul style="list-style-type: none"> • Consistently reliable IT delivery for improved productivity, greater collaboration, and enhanced customer service • More successful IT initiatives and project/program management through proven methodologies and best practices
ERP Implementation	<ul style="list-style-type: none"> • ERP life cycle support • Business model and process design • Package selection, implementation, upgrades, integration, maintenance, application development, and business process and application outsourcing 	<ul style="list-style-type: none"> • Rapid deployment of fully integrated business solutions in both existing and greenfield environments • Fully realized ROI from ERP investments • More efficient management of suppliers • More effective ERP and customer relationship management
Engineering Services Outsourcing (ESO)	<ul style="list-style-type: none"> • New Product Introductions (NPI) • Application engineering services • Sustainment engineering services • Product life cycle management • Product development processes • Product support 	<ul style="list-style-type: none"> • Increased engineering efficiencies and lower overall costs • Reduced time to market for product introductions • Greater agility to respond to changing markets • Increased success of new product launches



Facts

- Serving more than 500 clients worldwide
- Delivering consulting, technology, and outsourcing services
- Revenue of more than \$2 billion
- Offshore services from six global service delivery centers in India, Philippines, and Mexico
- Ranked as the #2 Information Technology Services Company in Forbes magazine's list of "Most Admired Companies in America" in 2006 and 2007
- Leader in Gartner's Data Center Outsourcing Magic Quadrant
- Leader in Gartner's Help Desk Magic Quadrant
- Leader in Gartner's Desktop Management Magic Quadrant
- Perot Systems earned the Outsourcing Excellence Best Partnership Award with Owens & Minor (2004) and Old Mutual Financial Network (2007)—*presented by the Outsourcing Center, Everest Group, and Forbes*

For more information about solutions for your business or organization, contact us:

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Who We Are

Since 1988, Perot Systems has delivered consulting services and technology-based business solutions to the manufacturing industry. Through the expertise of highly skilled associates, we deliver industry-specific counsel, cost-effective business process solutions, project and program management support, and comprehensive applications and infrastructure solutions that maximize our clients' return on IT investments.

Who Trusts Us

We serve well-known engineering-intensive manufacturing organizations across many industries. More than 500 clients worldwide trust Perot Systems, including leading Aerospace and Defense, Automotive, Durable Goods, High Tech and Industrial Equipment manufacturers.

Here is a representative list of just a few of our clients:

- Albany International
- Neenah Paper, Inc.
- Hubbell Incorporated
- PTC Alliance Corporation
- Key Safety Systems, Inc.
- Severstal North America
- Lockheed Martin Aeronautics Company
- Thomas Strip Steel Division of the Corus Group
- MAG Industrial Automation Systems
- Vought Aircraft Industries, Inc.
- MicroTRAK GPS, Inc.
- Whirlpool Corporation

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