



LILLY SOFTWARE ASSOCIATES, INC.

# **VISUAL** ***Manufacturing***<sup>®</sup>



COMMON SENSE SOLUTIONS IN A COMPLEX WORLD

**Affordability, functional depth, flexibility, and ease-of-use** – exactly what you're looking for in a manufacturing system and exactly what you get with VISUAL Manufacturing®. Built and supported by people who know manufacturing, VISUAL Manufacturing offers common sense solutions that help your company operate effectively in today's challenging environment. VISUAL Manufacturing contains exactly what you need: inventory control, purchasing, order management, shop floor control, cost accounting, and the most comprehensive production scheduling options in the business. VISUAL®'s exclusive Manufacturing Window® brings all these functions together in a state-of-the-art control panel that keeps you in tune with production activities, inventory, costs, and resources.

You need a software solution that fits the way you do business. A solution designed by people who understand manufacturing; built by professionals that can address your needs, your business processes, and your operations.

### You need VISUAL Manufacturing.

Discover the functionally rich, flexible and easy-to-use system that delivers results. When you select VISUAL Manufacturing, you are choosing an integrated solution backed by an award-winning supplier with a reputation for excellence. VISUAL Manufacturing is a system that can grow with you through optional additions like engineering change control, lot/serial traceability, master scheduling and MRP, barcoding, CRM contact center and more. Additionally, it can be expanded into the industry leading VISUAL Enterprise™ end-to-end supply chain solution suite so you don't have to worry about conversions or migrations. The VISUAL product family has the functionality you need.

With VISUAL Manufacturing you can:

**Implement proven technology and tools** to help successfully manage and automate critical business processes.

**Ensure your employees have access to up-to-date information;** you gain visibility into production, inventory, resources, procurement, quotes and estimates, and schedules.

**Make smarter decisions** and deliver unsurpassed customer service based on accurate data.

**Improve on-time delivery,** decrease capital expenses, and increase your company's overall profitability.

**Select the functionality your business requires** and know that you can add additional tools to your solution as your company expands and your business practices evolve.

VISUAL Manufacturing is the right solution for manufacturers across a range of planning and production strategies including customer, make-to-order, assemble-to-order, make-to-stock, and mixed-mode. **Solid solutions from manufacturing professionals. The right choice for your business.**

- INVENTORY CONTROL
- PURCHASING
- ORDER MANAGEMENT
- SHOP FLOOR CONTROL
- COST ACCOUNTING
- AND ONE OF THE BEST SCHEDULERS IN THE BUSINESS



# THE CORE SYSTEM

**Manufacturing Window** Exclusive graphical view of production, materials, status and schedules.

**Inventory Control with Interbranch Transfers and Dimensional Inventory Tracking** Full transaction and balances support. The Material Planning Window provides an online, in-depth, time-phased, netting evaluation of the complete supply and demand situation for your parts.

**Cost Accounting** Featuring both actual and standard costing, captures costs as changes occur, ensuring up-to-date and accurate costing.

**Purchasing** Online decision support that simplifies tracking and record keeping for inventory items, outside operations, supplies, services, and drop-ships. Integrated with planning and production control.

**Order Entry with Quoting and Estimating** Create professional and comprehensive quotations, determine realistic delivery dates based on material and resource availability, turn quotes into sales orders.

**VISUAL Order Management**® Fully integrated from quotes through production, costing, shipping, and invoicing.

**Common Sense Throughput**® Measurements not commonly found in manufacturing systems track profit contribution, actual and expected throughput, utilization, contention, material constraints and more.

**Executive Information System (EIS)** View and analyze key factors and performance trends in sales, purchasing, production, and finance. Summary, detail, graphics, alerts, and drill-down.

**Return Material Authorization (RMA)** Maintain documented control over returned parts and track information to improve customer service and control costs and quality.

**VISUAL Messages and Workflow** Automate business processes and have the system generate messages and alerts for important events.

**Management Reporting** Powerful data access and reporting tools to build customized queries and forms, define business graphics, and create complex cross-tabular reports.

**Concurrent Scheduling** Global Scheduler and the Scheduling Window work together to ensure the most efficient use of your material and resources. Full color graphic display supports 'drag and drop' adjustments. Choose finite or infinite scheduling, forward or backward scheduling and run what-if scenarios.

**Shop Floor Control** Exercise complete control over production operations with this fully integrated tool, eliminate redundant data entry, and ensure consistency and accuracy throughout the shop floor.



## OPTIONAL EXTENSIONS

### **Engineering Change Control**

Manage the process of making changes to documents and drawings, parts, bills-of-material and routings, and work orders.

**Lot & Serial Traceability** Track each part or group as it moves through the plant from receipt of materials from the vendor to delivery to the customer and all intermediate levels in between.

**Master Scheduling and MRP** Translate forecasts and business plans into a production plan and full multi-level component scheduling environment. Avoid shortages, costly expediting, last minute rescheduling and inefficient allocation of resources.

**VISUAL CRM® Contact Center** Track 'everything there is to know' about prospects and customers, schedule activities, write letters and emails, and keep notes. View history, tasks, and sales data for every contact at every account. Access A/R data, current part inventory, RMA status, estimates, orders, credit status, shipments, and more.



**Data Import Utility** Import new parts and create multi-level bills of material from external sources, such as integrate industry-specific configurators and technical estimating software as well as CAD solutions.

**VISUAL Easy Lean™** Gain the benefits of Lean Manufacturing (short lead-time, reduced inventory, agility) without a long, expensive plant conversion. Easy Lean makes VISUAL Manufacturing a responsive demand-driven 'pull' system that cuts lead-time and WIP in half.

**VISUAL DBR®** Create production schedules that are 'protected' from the adverse effects of Murphy's Law disruptions using Eli Goldratt's Theory of Constraints Drum-Buffer-Rope technique.

**VISUAL Financials®** Euro-compliant, multi-currency enabled Accounts Payable, Accounts Receivable, General Ledger, Cash Management and Cash Book are fully integrated with VISUAL Manufacturing for the seamless transfer of information.



### **Barcode Transaction System**

Automate material tracking processes, print industry-compliant barcode labels, and eliminate data entry errors.

**Labor Barcoding** Record the accumulation of direct and indirect labor using either stand-alone barcode readers (RF or hard-wired) or wedge/PC barcode readers.

**Human Resources and Payroll** Complete U.S. payroll tracking system integrated with financials, manufacturing, and human resources. Comprehensive HR data management and reporting tools for tracking applicant and employee performance, education, salary, attendance, seniority, grievances, accidents, claims, and more.

**VISUAL Instructor®** Focused, computer-based training on the business functions within VISUAL. Courses follow a transactional approach for each task presented. Tracking capability monitors student progress.



**VISUAL Manufacturing is a solid, functionally rich, flexible, and easy-to-use solution for manufacturing.**

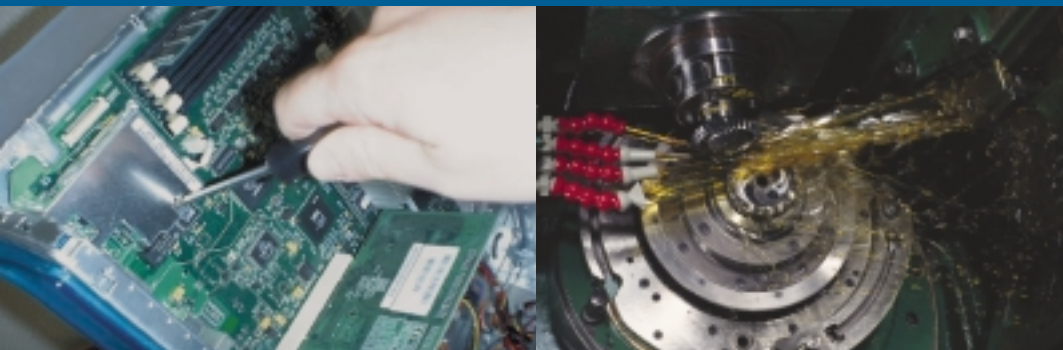
**The core system manages customer orders, inventory, production control, purchasing, cost accounting and management reporting. Optional additions are available for engineering change control, lot & serial traceability, master scheduling and MRP, CRM contact center, data import, financials, barcoding, human resources/payroll, and constraint-based scheduling.**

## **TECHNOLOGY OVERVIEW**

Our technology approach enables our developers to design effective, integrated business solutions that accommodate a variety of network configurations and client/server models. Lilly Software designs its products to be scalable, useable, and sustainable. Most recently, we have been building products using the Microsoft .NET Framework. This framework incorporates development tools that promote tangible business benefits including seamless integration, easily customized applications, distributed database architecture, rapid application development, and easier implementation.

## **COMMITMENT TO SERVICE**

We value our strong commitment to service. Lilly Software Associates is represented by a worldwide network of distributors in more than 30 countries. The Associates include independent businesses selected and authorized to sell and support Lilly Software products on an exclusive basis. Associate support staff work together to deliver fast, low cost installation and implementation, as well as to provide you with complete services including support, training, consulting, software updates, and enhancements.



## About Lilly Software Associates

Lilly Software Associates, Inc. provides a complete line of enterprise and supply chain solutions for manufacturers and distributors. The VISUAL Enterprise™ suite of products helps companies capture and analyze real-time data about all their business processes using ERP, Project Management, Business Performance Management, Quality Management, Customer Relationship Management, and Warehouse Management System capabilities. From award-winning software to strategies in Lean Manufacturing and TOC, Lilly Software offers companies the tools they need for higher productivity and profitability.

Most VISUAL® applications run on Windows® 98, Windows NT®, Windows 2000, Windows XP, UNIX®, LINUX, Novell®, using SQLBase®, Microsoft SQL Server®, or ORACLE® relational databases.

Lilly Software has received many industry awards for its products, service, and financial growth since its inception. Most recently, the company has been voted one of the Top 10 Best of Breed solutions for manufacturing by readers of *Consumer Goods Technology*, listed in *Software Magazine's* Top 500, selected as a Top 100 Logistics Information Technology Provider in *Inbound Logistics*, listed in the Top 100 Application Vendors in *Supply Chain e-Business*, included in *MSI's* Top 100 for its eighth year, and ranked as one of *Start* magazine's Hottest Companies.

More information about Lilly Software and its products is available on the Web at [www.lillysoftware.com](http://www.lillysoftware.com).

***We form relationships with leading solutions partners to ensure our applications keep you competitive.***



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CERTIFIED  
Partner

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