

# Harness the Power of MES

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



**EPICOR**

# What's Inside...

- Introduction: Keeping pace with change . . . . . 3
- The issue of downtime. . . . . 4
- The missing link . . . . . 5
- A modern tool for a modern organization. . . . . 6
- Give your business the advantage . . . . . 7



# 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 keep pace with change, as well as 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.

Manufacturers with ERP and MES are 44% more likely to enable collaboration between manufacturing operations and customer service, logistics, and delivery.

*Source: Reduce the Friction in Manufacturing Operations Planning with ERP and MES. July 2015, Aberdeen Group, Inc..*

With increased pressure to manage operations in a more agile manner, ERP alone may not provide the level of decision-making necessary down on the shop floor. For this reason, many manufacturers supplement ERP with MES in order to more effectively align production with supply chain and financial functionality.

*Source: Reduce the Friction in Manufacturing Operations Planning with ERP and MES. July 2015, Aberdeen Group, Inc.*

# 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, and that's often challenging to do.

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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.

Manufacturers with ERP and MES are twice as likely to have real-time visibility into the status of all processes.

*Source: Reduce the Friction in Manufacturing Operations Planning with ERP and MES. July 2015, Aberdeen Group, Inc.*

## Reconnect your business with MES

By connecting your MES to your ERP, you can deliver enterprise-level 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 fulfill orders and maintain customer satisfaction.



# A modern tool for modern organizations

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 high-performance machines and then optimize asset utilization accordingly to eliminate bottlenecks.

*Source: Transforming the Shop Floor Into a Strategic Business Driver. December 2016, 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?

Contact us at:

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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 designed to fit the precise needs of our manufacturing, distribution, retail, and service industry customers. More than 45 years of experience with our customers' unique business processes and operational requirements are built into every solution—in the cloud or on premises. With this deep understanding of your industry, Epicor solutions dramatically improve performance and profitability while easing complexity so you can focus on growth.

For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).



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