

A photograph of a Black male worker in a dark grey industrial jacket, wearing clear safety glasses and blue earplugs. He is looking down at a tablet computer he is holding. The background is a blurred industrial setting with orange overhead cranes and yellow storage bins. A large, light blue diagonal shape overlays the bottom right portion of the image, containing the main text.

# Agility, accuracy and confidence for IM&C success

Transforming your Industrial Machinery  
& Components Business



# Empowering excellence in the Industrial Machinery & Components industry

In the Industrial Machinery & Components (IM&C) industry, precision, coordination, and agility are more than just expectations — they're the foundation for success. Customers demand tailor-made solutions, timely delivery, and uncompromising quality. Yet, the complexity of managing product quoting, lifecycle changes, and subcontractor operations often challenges even the most capable manufacturers.

Beas Manufacturing is your trusted solution in navigating these challenges. By integrating quoting, production, and subcontractor management into a seamless workflow, Beas ensures every step of your production journey is optimized to meet your unique requirements. From the initial quote to final delivery, Beas provides complete control and real-time insights that enable you to focus on delivering value to your customers.

For manufacturers working with intricate designs, complex supply chains, and ever-changing customer demands, Beas helps you align your operations to stay ahead of the competition. Accurate quoting becomes effortless, lifecycle adjustments are managed with precision, and subcontractor coordination is executed with clarity.



The result is a production process where every detail is accounted for, ensuring your ability to deliver the highest quality products on time, every time.

Beas Manufacturing doesn't just support your business— it empowers it to achieve its full potential, enabling you to focus on innovation and growth while meeting the needs of your customers with confidence.



# Beas Manufacturing

- 1** Is a **complete integrated solution** for SAP Business One
- 2** with over **20 years of Industry experience** built on industry best practice and market knowledge
- 3** and the **largest manufacturing customer base**
- 4** received **more than 20 SAP Business One awards**
- 5** working with **1100+ partners worldwide**
- 6** providing support offices in **9 global locations**
- 7** maintaining the **widest geographic reach** of 130 countries

# Accurate product quoting

**Quote accuracy is crucial to the profitability of any business, and with customers driving down prices, understanding the cost elements to product pricing is key. Even one underperforming offer can generate financial loss and jeopardize the relationship with the customer.**

Industrial machinery & components businesses typically spend a lot of time creating quotes due to customers shopping around for the best price and delivery date. For many, creating an accurate product quote takes considerable time and effort.

Product design is typically done using a CAD or PDM system, and this is not traditionally connected to the company's ERP system, so manual processes or external systems come into play when calculating the product cost and selling price. With limited or no access to current indirect costs, there is no support for the cost calculation process required to complete the selling price.

Beas Manufacturing product costing enables you to quickly calculate an accurate product cost, selling price and margin calculation for ease of quoting. Using the product configurator, quotes can be raised easily by selecting features and options to create a final bill of materials, rather than by creating a BOM every time.



# Manage product life cycles / versions

**In the industrial machinery and component industry, bills of materials tend to be long and complex, often being comprised of hundreds or even thousands of items. Managing the procurement of such a large number of components against the demands of incoming sales orders and customer forecasts can be a serious challenge.**

In Beas Manufacturing, BOM's are presented in a graphical manner, displaying the entirety of each BOM in an intuitive way. It is also possible to manage effectivity dates and BOM versions, so the same items can be produced in multiple ways.

With Beas Manufacturing, you can use comprehensive MRP (material resources planning) to match purchase dates and quantities to the required demand and review feasible dates as well as alerts regarding dates that are not manageable. In addition to this, Beas Manufacturing runs MRP II which provides a quick view of future resource workload.

***"SAP Business One and Beas Manufacturing support your growth and grow with you."***

Andrea Memoli, Supply-Chain Manager Movex Bergamo, Italy





## Seamless subcontractor coordination

**Working with subcontractors is virtually standard practice within this industry sector, with external suppliers offering value-added services such as plating, painting and even full product assembly. The coordination and planning of these services can be challenging and time-consuming and is often affected by a lack of visibility of what's happening in the supply chain.**

Subcontract manufacturing is supported as standard with Beas Manufacturing, with the external processes defined within the product bill of material and routing either as buying a service (capacity) or buying an assembly (free issue of inventory).

Leveraging Beas Manufacturing planning and scheduling tools can balance supply and demand, reduce inventory holding levels, and improve the management and collaboration of external subcontractors, thus providing increased visibility and supplier production forecasts.

# Optimize your production resources

**With increasing bill of material complexity and multi-constraint production resources such as machines, tools and labor skills, your ability to provide accurate customer delivery dates can be a complex task. In some cases, production staff record data on paper, generating a lack of production visibility – in particular when manually planning multiple resource types simultaneously.**

These resources need to be optimized to maximize production output and reduce changeover and setups while meeting customer demand. Being able to analyze manufacturing processes enables manufacturers to respond proactively to problems and reduce downtime in the plant.

With Beas Manufacturing capacity planning, initial delivery dates can be calculated via finite backward scheduling. When this is combined with Beas Manufacturing APS, both material availability and capacity can be scheduled together to calculate a realistic delivery date, which allows you to effectively plan large numbers of short run production orders.

This calculation takes into consideration operations that are currently running in the shop floor, and that information can be imported directly from machines via the Data Integration Hub.



# Reduce your excess inventory

**Excess inventory and obsolescence are common across all industry sectors. The challenge is to reduce these while improving inventory planning and consumption. While most manufacturers know they have dead inventory, many are unaware of just how much.**

For example, in manufacturing the lack of offcut and scrap consumption in production increases inventory levels as new inventory is purchased.

Excess inventory also carries a cost for organizations as it ties up a cash reserves and occupies expensive warehouse space, while obsolete inventory must be written off and cannot be consumed to make further products, unless is it sold as scrap metal.

Inventory and bill of material accuracy is key to supporting the planning of production orders and the forecasting of purchase items, especially for long lead-time components with suppliers.

With Beas Manufacturing supply and demand management, inventory is balanced to ensure that the right components and quantities are in the warehouse at the right time, while reducing obsolescence related to product changes, thus positively impacting the financial bottom line

***“For me, SAP Business One and Beas Manufacturing mean high data quality and transparency across all business areas.”***

Florian Reuter, CFO,  
Reuter Technologie GmbH



# Optimize your production resources

**Businesses are created for making money, and not having visibility of your performance at your fingertips does not allow for timely decision making, not knowing where to improve the business is limiting your ability to grow.**

In many businesses data is held offline and updated manually in spreadsheets and prone to data errors affecting the accuracy of reported results. The manual collection and processing of the data can also take a long time, therefore not allowing for timely and informed decisions, as the data is already historically in the past.



Beas Manufacturing provides a wide array of functions to help you keep track of every relevant aspect in production planning. For example, if expiring raw materials are a problem, Beas Manufacturing offers a report that identifies all lots that will expire within a certain amount of days.

In addition, planned downtime can be managed on the resources' maintenance calendar, and production scheduling can be automatically moved from a stopped resource to an active resource.

On top of this, our solution allows you to easily build dashboards and define KPIs that will deliver real-time information, giving you real insight into your business so you can quickly adapt and maintain your competitive advantage in the market.

Data is stored centrally and online, not in offline spreadsheets, thus eliminating the manual entry of data into reporting tools and improving data accuracy. The collection and processing of data can even be automated, supporting timely and informed decision-making.

## Beas Manufacturing scales as your business grows

**As your business grows and changes, you need a solution that can grow and change with you. It is modular in its design and offers flexibility in deployment, as modules can be purchased and activated during the appropriate phase of implementation.**

The key vehicle that transforms Beas Manufacturing for Industrial Machinery & Components into a successful business solution is our use of SAP AIM (Accelerated Implementation Methodology). We work with more than 1300 partners worldwide and provide them with global support in more than 9 global locations.

Our partners have access to our Beas Manufacturing specialists for any questions they have around project quality assurance or functional support, so ensuring that you, the customer, always get the best service.

We provide our partners and customers with onsite training workshops, eLearning courses and implementation tools which are founded in over 20 years of manufacturing experience. Beas Manufacturing is a long-term investment and we provide a flexible solution which you can, at any point in time, extend and enhance as your business requirements change.





## Bring Your Products To Life

Boyum IT Solutions is an award-winning software house specialized in empowering SMEs to bring their products to life, creating sustainable and purposeful customer relationships. We care about realizing your vision of delivering meaningful experiences to your customers and are here to help you unlock your business's full potential. For over two decades, we have been committed to this mission, assisting customers in more than 130 countries. With unparalleled support from our trusted network of over 1100 partners, we combine global reach and local expertise to offer you the best solution for your business.

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