

# MANUFACTURING MODULE

**DISCOVERY  
SOLUTIONS**



# INTRODUCTION



Discovery's Manufacturing module is ideally suited to MTO "Make to Order" and ETO "Engineer to Order" manufacturers. The Manufacturing module supports single site or multiple manufacturing plants and mix mode operations where most manufacturing jobs are MTO or ETO.



# KEY PRODUCT FEATURES



Discovery's manufacturing module is uniquely designed for manufactures who are building equipment and complex system that are often sold into larger industrial processes or systems. To facilitate this process Discovery has leveraged 35 years of experience and added in some of the following unique features.

## Customer Relationship Management (CRM)

- Look up the customers past jobs
- Copy a customer past job
- View customer specific pricing
- View customer credit and outstanding AR
- View information: demographics, contacts, current projects, tasks, and notes

## Quotes

Discovery's quoting system allows your team to quote jobs using available inventory, historical data, and costs from the integrated CRM tool. Turning a quote into a Work Order is a seamless process once you win the work, and it will automatically initiate the inventory allocation and scheduling process.

## Grouping

Discovery's manufacturing module is unique when recording labor and material costs for manufacturing orders that are for multiple quantities. If, for example, a customer orders five finished units, then Discovery's "Group With" function will allow you to record labor and materials for that group of units. This is useful when your shop floor works on all the units simultaneously but does not assign time for a specific unit. Discovery's time entry system will split the hours entered over all the units thus saving time to record and enter this data.

## Change Orders

If a customer requires a change, you can apply the change to an individual unit or use the "Group With" function, that will apply the change to all units in a batch. Discovery's Manufacturing module has the flexibility to ensure you can tailor each projects needs specific to your situation with corresponding WO's and BoM to match for traceability.





# KEY PRODUCT FEATURES



## Inventory Management

Discovery's Manufacturing module has real-time integration with inventory and purchasing ensuring you are always stocked, allowing you to reduce waste and optimize your job schedule. Raw materials from inventory that are used in the Work Order are tracked at their weighted average costs. Parts or services purchased specifically for the job (called buyouts) use the actual costs from the Purchase Order which are then reconciled to the Accounts Payable invoice costs.

- Modify the BoM on the fly
- Look up raw material inventory status
- Issue Purchase Orders for:
  - Non-inventory buyout items
  - Non-stocked raw materials

## Cost Management

When purchased items are received, the Work in Process General Ledger "GL" accounts are immediately updated to an accrued Accounts Payable GL account (using the Purchase Order costs). The vendor invoice is coded to the work order which compares the PO receiving costs to the AP invoice and reports the variance. This ensures you are staying on-top of cost and have the visibility to hold your suppliers accountable.

## Time Tracking and Scheduling

Jobs can be scheduled by work centre using the customer request date, scheduling backward or by applying the job to the available resources. MRP is integrated to raw materials that are stocked and to buyout raw materials that are needed to build the finished good.

Time captured on the shop floor is summarized by employee and once reviewed, is ready to be sent to the payroll system for processing.

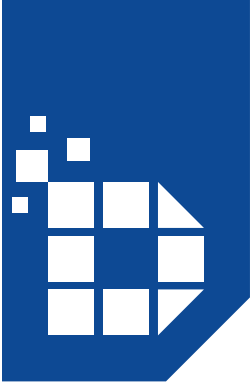
## Job Costing

Because the Manufacturing module is part of a complete ERP system you will have ultimate visibility to your manufacturing process. Job costing and performance analysis will allow you to make the right business decisions increasing your profitability.

## ERP Integrations

The Manufacturing Module integrates to Discovery's other operational modules such as Rentals and Field Services allowing you to not only sell your equipment but assign it to inventory for rental or integration into future Services Quotes.





# DISCOVERY SOLUTIONS

