IFS TOWER

				Sales and Operations Planning		Service Quotation Mangement		
Consolidation	Employee & Manager Self- Service			Material & resource Planning		Service Contract Management	Overall Equipment Effectiveness	
Business Planning	Time & Attendance			Visual Planning & Scheduling	Demand Forecasting	What-If Scenario Explorer	B2B Contracting	
Cash Flow	Expense Management		Project Reporting	Configure & Make to Order	Supply Chain Planning	Dynamic Scheduling	Complex MRO	API & Access
Project Finance	Payroll Administration	Project Deliverables	Risk Management	Component Repair	Inventory Replenishment	Field Service & Mobile	Vehicle Management	Configuration & Extensibility
elnvoice	Health & Safety	Commissioning	Project Budgeting & Forecasting	Project Based Manufacturing	Sales Order	Call & Case Management	Preventive Maintenance	B2B
Accounts Payable	Qualitfication & Employee Development	Compatible Units	Planning & Scheduling	Discrete Manufacturing	SRM & Procurement	Product Estimate Management	Maintenance Planning	Lobby
Accounts Receivable	Training Management	Asset Design	Project Management	Batch Process Manufacturing	Shipment Management	Sales Configurator	Work Order	Mobile Solutions
Fixed Assets	Recruitment	Engineering Change Management	Sub-Contract Management	Repetitive Manufacturing	Rental Management	Web Store	Linear Assets	Data Management
General Ledger	Employee & Organization Management	PDM Configurration	Sales Contract Management	Shop Floor Reporting	Warehouse Management	CRM	Equipment	Streams
IFS Financials™	IFS Human Captial Management™	IFS Engineering™	IFS Projects™	IFS Manufacturing™	IFS Supply Chain™	IFS Sales & Service™	IFS Maintenance™	IFS Business Enablers™
Accounting Rules	Sustainability Management				orting & alysis Ma	Quality anagement	Process Models lo	oT Business Connector

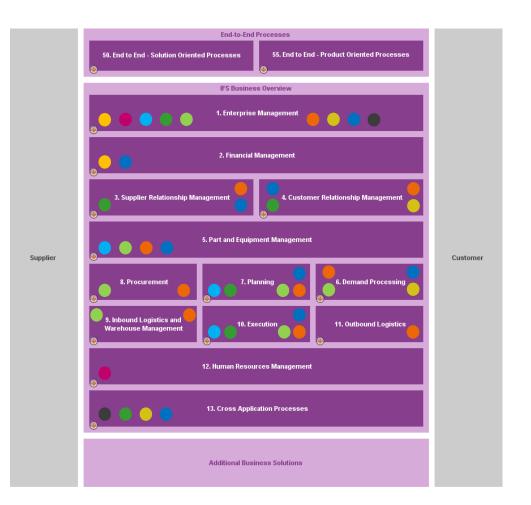
Mapping



IFS SCOPE TOOL

APPS 10

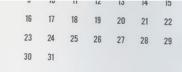








you spot a trend worth investigating, you can scrutinize the appropriate financial transactions in detail. These components enhance control at all levels of the organization and support regulatory needs around the world.



IFS TOWER

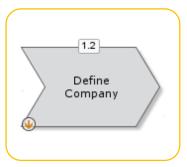
FINANCIALS

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IAROI	ALO			Sales and Operations Planning		Service Quotation Mangement		
Consolidation	Employee & Manager Self-Service			Material & resource Planning		Service Contract Management	Overall Equipment Effectiveness	
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Accounting Rules	Sustainability Management				orting & Malysis Ma	Quality anagement	Process Models Id	oT Business Connec

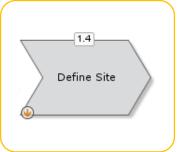


SCOPE TOOL IFS FINANCIALS TM 1-9

ENTERPRISE MANAGEMENT (APPLICATION BASE SETUP)



This is a legal entity which represents the enterprise engaged in business activities using IFS Applications. Here other than general activities we include the Company address, Communication methods, Message set up, Employees of the company, Accounting rules and guidelines, Invoice regulations, Payment parameters, Fixed assets base parameters, Periodical cost allocation and Distribution general information.



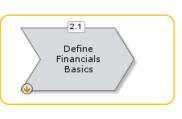
The site represents a logistical entity within a company. It is a geographical location where logistic processes are performed and is the access point for suppliers and customers. On site a number of default parameters valid for the site are set. General parameters such as address, time zone and calendars but also specific parameters for Maintenance, Manufacturing, Inventory, Sales & Procurement and Rental for the site. Users must be granted access to sites to see and maintain its data (parts, orders etc.).

Logistic processes create (financial) inventory transactions that are handled by Finance.

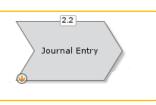


SCOPE TOOL IFS FINANCIALS TM 2-9

FINANCIAL MANAGEMENT (FINANCIAL 1-7)

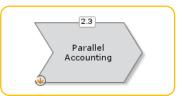


The Financial Setup process is used to enter and check all basic information that is needed before IFS Financials is put into operation. The process requires that a company is created according to the information in the main process Define System Basics. When a company is created, a set of default data is created, depending on the installed components. The default data must be checked before the system is put into operation.



The Journal Entry main process contains the following process models:

- The Handle Manual Internal Ledger Postings process model contains activities for entering manual internal ledger vouchers, copying vouchers in the internal ledger hold table, copying voucher rows from a voucher in the internal ledger, and creating periodic allocation information.
- The Handle Manual Postings process model contains activities for entering manual voucher and multi-company voucher, copying voucher in the hold table, copying voucher rows from a voucher in the general ledger, creating periodic allocation information, and creating interim vouchers.
- The Handle External Transactions process model contains activities for updating the hold table in IFS/Accounting Rules with transactions generated in an external (non-IFS) system. There are activities for correcting, checking, and updating external transactions to the hold table. When the external transactions are updated to the hold table, these are grouped to vouchers in accordance with specified parameters.



When defining how a company should be created, the user has an option to activate a parallel currency. Parallel currency is the third currency that all accounting currencies are translated to. If so, the currency code for the parallel currency displays Company window Accounting Rules tab. The rates for the parallel currency is set up in Currency Rate window with rate type category for parallel currency.



SCOPE TOOL IFS FINANCIALS TM 3-9

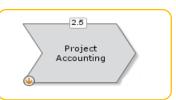
FINANCIAL MANAGEMENT (FINANCIAL 2-7)



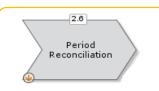
Financial analysis and reporting can be made by using several different functions and capabilities. Which one to use, or which combination to use, depends on the use case and user needs. And overview of areas include:

- Business Planning
- Group Consolidation
- Cash Flow Analysis
- Business Reporter
- Lobby

- Information Source
- Analysis Models with KPI Services to use with different visualization tools
- On-line queries in IFS Enterprise Explorer
- Report Generator



The purpose of this process is handling Project Accounting from the financial aspect. The financial project transactions from different parts of IFS Applications such as inventory, work order, supplier invoice, invoicing and so on will be gathered in project accounting for reporting and analysis on GL level. Project Accounting also support for capitalization/non-capitalization of projects, also revenue recognition based on the IFS guidelines. IFS also support Balance Sheet on projects which means that it is possible to do project analysis on typically general ledger balance accounts like accounts receivable and accounts payables.



Consolidated Accounts is used for consolidation of general ledger balances and budget balances from a group of one or more companies to a parent company. Period Reconciliation includes:

Preparing consolidation

Contains a set of activities in both Subsidiary and Parent Company.

Handle Year Closing

Contains the activities for entering and transferring the closing balance for active accounts, i.e., assets, passive accounts, and debts, from one accounting year to an opening balance for another accounting year.

Handle Periodical Cost Allocation

Contains the activities to perform periodical operations on balances in the general ledger. The most typical operation is cost distribution, e.g., allocation of indirect.

Follow-up

Periodical Cost Allocation shows the reports that can be printed afterwards.



SCOPE TOOL IFS FINANCIALS TM 4-9

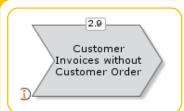
FINANCIAL MANAGEMENT (FINANCIAL 3-7)



The Fixed Assets Accounting process is used for managing the fixed assets in a company. The process contains activities for acquisition of objects and importing objects, that is transferring fixed assets that have been depreciated in another system. There are also activities for acquisition value adjustments per book, calculation and posting of depreciation, split or move of object, and dispose objects.



The Invoicing process is used for entering, creating, and printing customer invoices. The process includes customer invoicing, customer order invoicing, project invoicing, and interest invoicing based on customer invoices due for payment or invoices paid too late. There are functions for canceling invoices and activities for follow-up information, such as customer queries and reports.

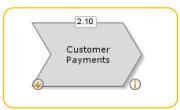


The Customer Invoices without Customer Order process is used for creating and printing instant invoices, as well as entering manual customer invoices and external invoices on file. The process also contains functions for customer invoice cancellation. There are different ways of entering and creating invoices in the system.



SCOPE TOOL IFS FINANCIALS TM 5-9

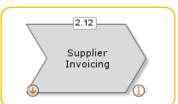
FINANCIAL MANAGEMENT (FINANCIAL 4-7)



The Customer Payments process is used for entering manual customer payments and customer payments on file loaded throughout external interface. There are also functions for cancellation of customer payments and offset functions between invoices and payments. The process also contains information on follow-up activities, such as queries and reports.



The Customer Credit Management process is used for monitoring customers credit activity which includes the customers buying activity and their ability and timeliness to pay for purchases. There are functions for creating and printing reminders on outstanding balances. There are also functions for interest invoicing used for creating and printing interest invoices based on customer invoices due for payment, or paid to late. Write-off notices can be printed and sent out to customers to identify amounts related to invoices that have been written off.



The Supplier Invoicing process is used to enter and post supplier invoices, update the supplier ledger with supplier invoices created in an external (non-IFS) system, and view information on suppliers and supplier invoices.

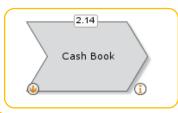


SCOPE TOOL IFS FINANCIALS TM 6-9

FINANCIAL MANAGEMENT (FINANCIAL 5-7)



Use this process to manage transactions in connection with supplier payments. The process contain functions for handling Automatic Supplier Payments via file, manual supplier payments, check payments, supplier bill of exchange payments, supplier payments loaded via file. Netting between customer and supplier is possible, but only if netting has been agreed upon. The process also contain functions for supplier offsets, for example offset between debit and credit invoices. If for some reason cancellation of payment is needed it can be handled. There is sub process where you find information on follow-up and Analysis, such as gueries and reports.



The Mixed Payment process is used to enter statements of account and other documents from payment institutions or a bunch of "mixed payments". Statements of account specify all cash receipts and disbursements for a specific account for a given period. Apart from information on implemented suppliers and customer payments, statements of account can also include details of cashed payment documents like checks or bills of exchange and other financial transactions. The Mixed Payment process forms a basis for all payment and accounting transactions.



The Tax Reporting process is used for carrying out legal tax reporting via paper/file to the various tax offices.



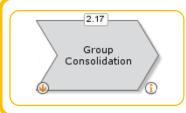
SCOPE TOOL IFS FINANCIALS TM 7-9

FINANCIAL MANAGEMENT (FINANCIAL 6-7)

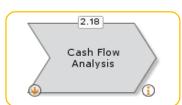


Business Planning is used to create, produce and store financial plans, budgets and forecasts for different purposes. These plans can be all the way from a high level, several years, business plan over rolling forecasts to a single detailed year budget. By using the modeling capabilities and driver based planning, it is also possible to create alternative plans based on changed assumptions or pre-requisites for further analysis and comparison.

The outcome of these plans are typically used for reporting and analysis in different ways, both for analyzing the plan itself as well as to compare the plan with actuals later.



With Group Consolidation it is possible to consolidate actual numbers or plans from all connected reporting companies to produce consolidated balances on group and sub-group levels, with elimination of intercompany transactions, in one or several consolidation structures. These consolidated balances can then be used for further analysis and reporting, both related to the consolidation process itself, as well as the results of the consolidation. How to do this is described in more detail below.



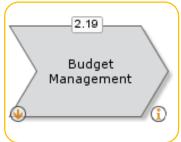
The Cash Flow Analysis process is used to enable analysis of cash flows. The information from the analysis can be used for making cash flow decisions of a company or group of companies. Cash Flow Analysis can also be used as support for managing currency risks in future original currency cash flows. The Cash Flow information can be used for ordering cash flow exposure reports and for producing cash flow exposure details.

The information forming the basis of calculations can both be entered manually and transferred from IFS/Payment, IFS/Customer Order, IFS Projects or IFS/Purchasing. IFS/Payment contains payment plans for both customers and suppliers. IFS/Payment also keeps account balances with the company's payment institutes. IFS/Customer Order contains information on customer orders, preliminary invoiced orders, and order lines. Information on purchase order lines and purchase requisitions is stored and transferred from IFS/Purchasing.



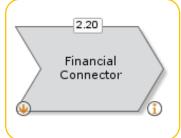
SCOPE TOOL IFS FINANCIALS TM 8-9

FINANCIAL MANAGEMENT (FINANCIAL 7-7)



The Budgeting main process is used for entering budget versions, allocations keys, recalculation rules, and budget values. There are different ways of entering budget values. The values can be copied from an existing budget version; they can be initiated from balances in the general ledger; they can be entered manually per year and then allocated; the values can be entered manually per period.

The budget values can be used for comparison with outcomes in queries and reports, and via report templates in IFS Report Generator.



The Financial Connector process is used to facilitate the integration of financial information between IFS Applications and another ERP vendor system.

These processes makes it possible to make an integration to another financial system. The scenario is that the other financial system has the General Ledger and the Payables/Receivables application and is the owner of the basic data.

The Financial Connector communicates with the other system by exchanging well defined xml files. The Financial Connector has support for the open standard defined by Open Application Group (OAG).



SCOPE TOOL IFS FINANCIALS TM 9-9

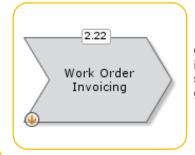
FINANCIAL MANAGEMENT (SERVICE & MAINTENANCE)



A meter is in is used to measure the usage of an object and the usage should in some cases trigger service or invoicing.

To schedule services based on the usage you can use Preventive Maintenance actions, which can generate work orders when an object has been used for a certain amount of time, run a certain distance, or printed a certain amount of copies, etc. And in order to invoice a customer for a certain amount of

time, distance or number of copies (if for example you and not the customer owns the object), you can use IFS/M etering invoicing.



Once the Work order/task is released we can define and generate revenue information based on the customer information and initiate the invoicing of services done through work tasks/work orders. It is possible to merge sales lines for invoicing on a specific criteria, if needed. Or otherwise it is possible to invoice as sales line generated on work task execution and reporting.







IFS



HUMAN CAPITAL MANAGEMENT TM

IFS Human Capital Management™ components save you time and money by helping you manage your company's most valuable resources cost-effectively. You get fast, accurate analysis that meets all your company's human resources key needs for personnel development. You also get the essential processes for workforce management and successful strategic human capital management.



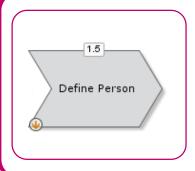
IFS TOWER

HUMAN CAPITAL MANAGEMENT Mapping Employee & Manager Self-Management Service Time & **Attendance Expense** Management Payroll Administration Project Deliverables **Health & Safety Oualitfication & Employee** Development **Training** Management Recruitment Employee & Organization Shop Floor Reporting Management 1FS **Human Captial** Management™ IoT Business Connecto



SCOPE TOOL IFS HUMAN CAPITAL MANAGEMENT TM 1-7

ENTERPRISE MANAGEMENT (APPLICATION BASE SETUP)



This process covers the definition of persons in IFS. There are all kinds of persons, e.g. contact persons at suppliers, contact persons at customers, employees, coordinators etc. A person can be linked to a user (1:1). At person level, depending on the process, specific access and privileges can be defined.



This process covers the GDPR (General Data Protection Regulation) regulations, i.e. it enables you to manage which data of which persons are allowed to be registered and used in the applications and to delete these data as soon as the period during which they can be kept is expired.



SCOPE TOOL IFS HUMAN CAPITAL MANAGEMENT TM 2-7

HUMAN RESOURCES MANAGEMENT (HEALTH AND SAFETY)



This process involves any actions and regulations related with health and safety which can be executed within the organization. Such actions can be aimed at improving safety standards and ensuring that proper conditions are maintained to keep the personnel safe and healthy. Regulations relating to keeping records of employees' health conditions can also be registered and monitored.



Incidents process allows you to maintain records of all incidents which occur within your organization causing harm to personnel and/or damages to properties. This functionality also facilitates the evaluation and investigation of such incidents so that actions can be taken to prevent such incidents from recurring.



Risk assessment is the process of evaluating the potential harm the health and safety of personnel due to hazards within the workplace. A risk assessment is performed for a defined location in the workplace.



The safety management process allows organizations to plan and perform routine inspections to ensure that all safety regulations are followed within the organization. It also helps managing all equipment related with health and safety. In addition to the inspection, safety actions aimed at improving safety standards can also be registered, managed and monitored.



SCOPE TOOL IFS HUMAN CAPITAL MANAGEMENT TM 3-7

HUMAN RESOURCES MANAGEMENT (HUMAN RESOURCES 1-5)



This is the process of registering data needed for the organization and position structure.

The organization structure consists of organization codes that connect employees and positions to cost centers and other code parts in IFS Accounting Rules. The position structure consists of positions that define the company's authority structure.

Further, through organization structure, supervision can be granted to cover a selected organization unit. The position structure consists of positions that define the company's authority structure and employee assignments.



This process covers the basic and master data for time registration, e.g. wage codes, cycle schedules, specific calculation rules for overtime and increments, absence management etc. Furthermore, it covers the assignment of these schedules and rules to employees.

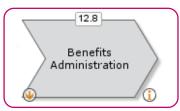


This process covers the complete lifecycle of an employee, from onboarding to the termination of the employment, incl. analysis and the export of employee data to external parties. Also continues to be used for maintenance of such basic data.



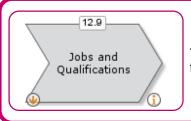
SCOPE TOOL IFS HUMAN CAPITAL MANAGEMENT TM 4-7

HUMAN RESOURCES MANAGEMENT (HUMAN RESOURCES 2-5)

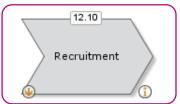


This process defines and manages the benefit plan of a company i.e.. What benefits should be available to an employee. Employees can request to be enrolled in a benefit plan and this is then authorized and distributed to the external parties who needs to execute on this (e.g. Payroll system, Benefit provider) as well as confirmed to the employee.

This calls for external interfaces to be in place to e.g. Payroll system, Benefit provider or external Benefit portals. These interfaces are not covered in this process document.



The process of defining jobs then determining the grade level and rank the levels of jobs and qualifications needed for the employees to perform such jobs in expected levels.

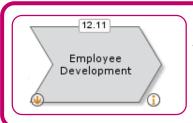


In this module you register and manage employee requisitions, applicant information, job advertisements, job candidates, selection processes, appointment of candidates to positions, etc.



SCOPE TOOL IFS HUMAN CAPITAL MANAGEMENT TM 5-7

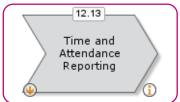
HUMAN RESOURCES MANAGEMENT (HUMAN RESOURCES 3-5)



The process focuses on aspects such as registering career planning periods, their potential levels. Creating a performance appraisal indicator and career advancement types. Then they identify the career advancement levels and define normal career path. Optionally we can also set matching profiles.



This process covers the management of trainings, internal as well as external, e.g. registration (incl. waiting list, if necessary), reservation of rooms and equipment, planning of trainers, definition of the training agenda, the evaluation of the attendees and of the training, the update of the employee competences etc.



This process covers all process areas relating to reporting time and managing the time reports in terms of confirmation and authorizations.

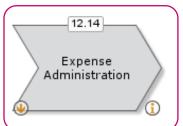
The process includes several different time entry points:

- Project time reporting/Shop Floor Workbench/Mobile Work Order
 Time registrations (combining job hours with attendance time reporting)
- 3. Time clock (clocking in and out)



SCOPE TOOL IFS HUMAN CAPITAL MANAGEMENT TM 6-7

HUMAN RESOURCES MANAGEMENT (HUMAN RESOURCES 4-5)

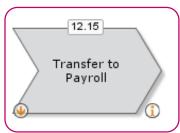


This process cover Travel Expense reporting, Authorization and management of payments to an employee. The process supports an optional import of credit card transactions to be used in the travel expense reporting process.

The Employee Expense function will simplify administration of the expenses and you will find a more accurate accounting of these expenses. A unique Expense ID number identifies each expense sheet. The expense sheet is always connected to one employee and one company. The expenses can be connected to different projects and activities.

Prices, VAT and allowances are automatically calculated depending on how the rules are defined in the system. The employee can confirm the information when registered.

In Employee Payment (if installed) you can request advances connected to an expense sheet.



This process covers the transfer of authorized time and expenses to an external payroll system. The transfer itself is a framework solution in the core version of IFS Applications. The layout and contents of the output file, on the other hand, differ per payroll system, so the creation of the output file is a customization.

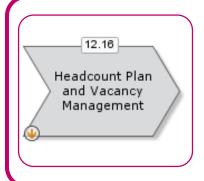
Note:

- The salary voucher, coming from the payroll system, can be imported via a generic voucher import in Finance and is therefore not part of the Transfer to Payroll process
- The export of employee data is not specifically meant for payroll systems only and is therefore not part of the Transfer to Payroll process



SCOPE TOOL IFS HUMAN CAPITAL MANAGEMENT TM 7-7

HUMAN RESOURCES MANAGEMENT (HUMAN RESOURCES 5-5)



This process covers the creation and modification of headcount plans, with which you can manage the actual and the desired quantities of employees and FTE's per department and, if desired, per position. In case of a shortage, the headcount plan can result in a vacancy plan, which can trigger the recruitment process.



The employee survey process can be used in companies to carry out internal surveys among the employees of a company or group of companies. Employee survey is one process of collecting information from employees by posting questions in a survey and allowing individual employees to answer the questions. You can define a survey based on the information you want to collect, on any necessary subject, by defining the questions appropriately. You can also select the employees that you want to collect information from, by defining the participant list.







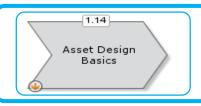
IFS TOWER

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SCOPE TOOL IFS ENGINEERING TM 1-9

ENTERPRISE MANAGEMENT (ENGINEERING)

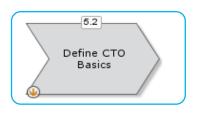


IFS Asset Design™ gives you powerful tools for engineering processes and support for Internet based collaboration. It is a multidisciplinary engineering framework for creating and maintaining information about objects in plants, power grids, fiber-optic networks, and many other types of structures or facilities. Since the module supports a large variety of functionality, there is a large amount of basic data to be set up.

PART & EQUIPMENT MANAGEMENT (ENGINEERING 1-5)



This process contains all the necessary steps to effectively execute the process of releasing an engineering part revision.



This process contains all the basic data that is a possibility when using the Configuration to Order functionality in IFS. This consists of making Configuration families, characteristics, Sales/configuration rules and reviewing specifications of configurations.



SCOPE TOOL IFS ENGINEERING TM 2-9

PART & EQUIPMENT MANAGEMENT (ENGINEERING 2-5)

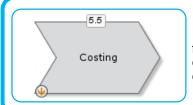


An estimate is founded based on two important features, revision and version handling. The revision handles everything related to the work scope, all changes done in the composition of the tree structure is handled by the Revision. The version handles the business side of the estimate; quantities, costs and markups. This means that there can be several versions connected to the same revision in order to handle quantity breaks and differentiated offering to different customers.



A product structure identifies the material that makes up a parent part and that is used to assemble or repair that parent part. Product structure is a generic definition. Production or repair orders might involve order-specific changes to this list of needed components, but the list of components for the order is initially created in accordance with the product structure definition of the ordered part. This can also be classified as the Bill of Material of a product that can be manufactured.

Product structures are used by IFS/Master Scheduling (MS) to determine which components are in demand. Discrete and repetitive manufacturing uses these structures to determine the components required to build a part or the additional material needed to repair one. Product structures are also used in calculating costs and production lead times. Much of planning and manufacturing depends on product structure definitions.

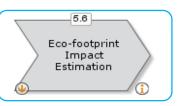


In general costing refers to, the value of all resources needed to produce a product or service. Costing is a formalized, economic tool that Structures cost information for different Cost Objects. The system's cost calculation considers only the costs represented by its cost buckets. Using the cost buckets' activities or cost elements, the cost calculation algorithm finds the cost data to use when calculating costs for a part.



SCOPE TOOL IFS ENGINEERING TM 3-9

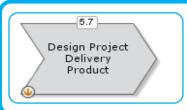
PART & EQUIPMENT MANAGEMENT (ENGINEERING 3-5)



Reducing emission of green house gasses and toxic chemicals is everyone's responsibility. The process of calculating a "standard footprint" by part is similar to how standard cost is calculated by part. The calculation covers the whole lifecycle of a product, from cradle to grave. Three main types are calculated:

- Cradle to Gate Procurement and Manufacturing
- Use Phase
- End of Life (Decommission)

The Life Cycle Assessment concept can be used to optimize the environmental performance of products. The eco-footprint (emission) calculation is based on user-defined substances.



The purpose of the IFS Project Delivery module is to administer and monitor a project's design, manufacturing, and assembly.



A project deliverable is materials and goods, produced as a result of a project that is intended to be delivered and installed.

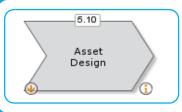


SCOPE TOOL IFS ENGINEERING TM 4-9

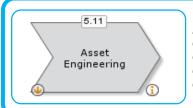
PART & EQUIPMENT MANAGEMENT (ENGINEERING 4-5)



IFS/Asset Information Integration Manager™ is a solution for managing export and import of configuration and asset information (i.e. functional objects, structures, characteristics, documents etc.) from and to IFS/Asset Data Management™ and IFS/Document Management™ in the form of integration packages. The exported information, which is the foundation for design or redesign, is sent to contractors and engineering companies for basic as well as detailed engineering. New and updated information can be sent back in the form of continuous snapshots taken during the project for: Import or export with IFS/Asset Information Integration Manager™, Verification and review in IFS/Asset Data Management™, Project planning in IFS/Project™, Operation in IFS/Equipment™, Procurement in IFS/Procurement™



Asset Design is the second of the processes and begins with the basic data from Asset Design Basics. Asset Design is concerned most with registering design objects, establishing the design and sending design object data to potential suppliers via specification sheets. It is also concerned with creating design parts that meet the design object requirements, and establishing document and project connections.

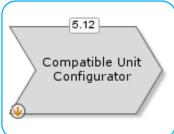


Asset Engineering focuses on defining and managing engineering related activities on previously registered design objects and design parts. The Asset Engineering process is made up of sub processes which cover the definition of the design object structures, design object connections, design object and design part properties, design part structures and additional parts. It further covers the additional sub processes required to manage design object structures and properties.



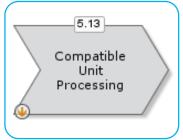
SCOPE TOOL IFS ENGINEERING TM 5-9

PART & EQUIPMENT MANAGEMENT (ENGINEERING 5-5)



Design engineers are in need of multiple revisions of compatible unit estimates in order to decide the best engineering procedure to realize the compatible unit as an asset. Cost of each estimate is determined by the associated materials, labor and tools resources. Requirement of above associations in an estimate mainly depends on the design and geographical requirements. Hence, a convenient, but an effective way of making different estimations by varying the design attributes, is an essential part in the design.

Compatible unit configuration is a guide of procedures which facilitate the design engineer to estimate different compatible unit structures or structure revisions for comparison. It is equipped with an automated evaluation process controlled by configuration rules associated to design attributes. Each evaluation, depending on the design attribute values, could result in to a new estimate revision.

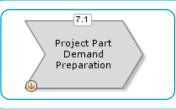


Compatible unit processing is a process to use when designing a design object structure. It is possible to create a hierarchical structure of compatible units which includes mainly a set of execution items that needs to be performed to get a certain work done. It is possible to create several revisions and also release the execution items to work orders and work tasks. Furthermore, it is possible to upgrade or decommission a compatible unit structure.



SCOPE TOOL IFS ENGINEERING TM 6-9

PLANNING (ENGINEERING 1-2)



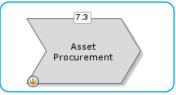
In this main process project-specific items are acquired to the delivery project. This is done by creating purchase requisitions that later on are transformed into purchase orders, or by creating shop orders or Dynamic Order Processing (DOP) headers. For parts with the Project MRP supply type, shop order and purchase requisitions will be created as result of performing PMRP on a situational basis.

Cost and progress are fed back to the project module through its committed costs and the purchase/shop orders and DOP headers will inherit the project's pre-accounting.



Project deliverable structure is made up of project deliverable items. They represent requirements in each component, like different systems, sub systems and end material. A project deliverable item has a unique item number. The item name and item description can be used for describing the requirement.

If it is a material, then a part number can be attached to the item. Part can be an engineering part, inventory part, and/or purchase part. It can be purchased as a No Part as well. Part number can be entered, as long as the item is in the planned state.

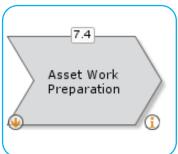


The Asset Procurement process is made up of two sub processes which cover how procurement is started for assets and simultaneously how the material demand (i.e. the additional parts of the design objects connected to the project activity) is managed



SCOPE TOOL IFS ENGINEERING ™ 7-9

PLANNING (ENGINEERING 2-2)



Once the detail designing of engineering assets is completed, these assets have to be built or prefabricated, and erected or assembled, physically in their respective facilities in order to carry out the rest of the life cycle processes such as operation and maintenance. Prefabrication is initiated via shop orders created on a design object and assembly is initiated via work orders created on a design object.

For example, a pipe system (isometric) which is a part of a Mechanical Completion package might need to manufacture some of its pipe parts (spools) while the manufacturing process requires the purchase of some of the Bill of Materials. Prefabrication in this scenario, is easily and effectively handled by a direct integration between Asset Design, Manufacturing and Purchasing. More specifically a MC Package, Shop Order and Purchase Order. Likewise, early prefabricated parts (spools) need to be assembled in order to complete the isometric and can then be erected. The integration to work orders is therefore useful at this instance, in carrying out all the assembly activities while receiving the planning, scheduling and reporting support.



IFS/Punch List Management comprises of Punch Lists and Punch Items. Punch Lists include lists to:

Manage Unfinished Items - These may be unfinished items from the original contract. e.g., missing or incomplete items.

<u>Manage Defects</u> - These may be defects in the build itself once it has been completed, e.g., poorly installed fittings, and is often dealt with over the time following facility completion and use.

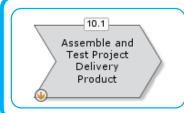
<u>Manage Check Records</u> - These may be check lists, typically used for known inspection items and standard procedures that are pre-defined per equipment/facility type.

A punch list groups a number of punch items together to make them easier to track, assign and inspect.

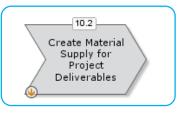


SCOPE TOOL IFS ENGINEERING TM 8-9

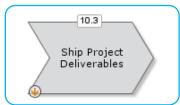
EXECUTION (ENGINEERING 1-2)



In this realization process project specific parts in the delivery structure are manufactured. This is done by creating shop orders manually, working your way bottom up through the structure. Project PMRP can be used to create shop order requisitions for parts that has a standard structure in manufacturing. Serial number management is also part of this process. If parts are marked standard planned in the structure, running Project MRP will not create purchase requisitions for the part as reservations and issues will be done from standard inventory and not through project inventory.



This process is aimed at generating a supply plan for realization of Project Deliverables, either manually entered or using the (Project) MRP process.

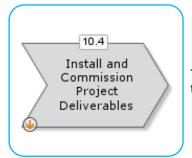


IFS Shipment Management™ is a solution for inbound receipt as well as outbound deliveries of shipments. The inbound receipt of material including inspection, returns and scrap. Inbound receipt can be done based on a dispatch advice received from a supplier or an internal site or a purchase order. This process specifically zooms in on the shipment of project deliverables.

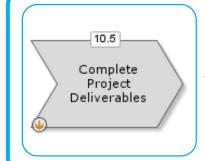


SCOPE TOOL IFS ENGINEERING ™ 9-9

EXECUTION (ENGINEERING 2-2)



The process describes the installation and commissioning of Project deliverables using work packages or transferring the Project Deliverable Structure to the Asset design module.



The process describes the process of completing a structure and transferring the structure to Equipment.







IFS Projects™ makes it easier for you to manage the complete project lifecycle. Fully integrated with other IFS components such as financials, procurement, inventory, customer orders, manufacturing, engineering, human resources, document management, and asset and service management, the solution is used by many types of businesses who use project principles to manage their business, including project-based manufacturing, engineering, construction, contracting and infrastructure, EPCI and R&D organizations.

IFS TOWER

PROJECTS

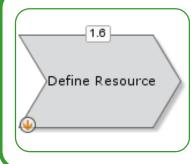
			Sales and Operations Planning		Service Quotation Mangement		
Employee & Manager Self-Service			Material & resource Planning		Service Contract Management	Overall Equipment Effectiveness	
Time & Attendance			Visual Planning & Scheduling	Demand Forecasting	What-If Scenario Explorer	B2B Contracting	
Expense Management		Project Reporting	Configure & Make to Order	Supply Chain Planning	Dynamic Scheduling	Complex MRO	API & Access
Payroll Administration	Project Deliverables	Risk Management	Component Repair	Inventory Replenishment	Field Service & Mobile	Vehicle Management	Configuration & Extensibility
Health & Safety	Commissioning	Project Budgeting & Forecasting	Project Based Manufacturing	Sales Order	Call & Case Management	Preventive Maintenance	B2B
Qualitification & Employee Development	Compatible Units	Planning & Scheduling	Discrete Manufacturing	SRM & Procurement	Product Estimate Management	Maintenance Planning	Lobby
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Recruitment	Engineering Change Management	Sub-Contract Management	Repetitive Manufacturing	Rental Management	Web Store	Linear Assets	Data Management
Employee & Organization Management	PDM Configurration	Sales Contract Management	Shop Floor Reporting	Warehouse Management	CRM	Equipment	Streams
IFS Human Captial Management™	IFS Engineering™	IFS Projects™	IFS Manufacturing™	IFS Supply Chain™	IFS Sales & Service™	IFS Maintenance™	IFS Business Enablers
	Self-Service Time & Attendance Expense Management Payroll Administration Health & Safety Qualitication & Employee Development Training Management Recruitment Employee & Organization Management IFS Human Captial	Time & Attendance Expense Management Payroll Administration Health & Safety Commissioning Qualification & Compatible Units Employee Development Training Management Recruitment Engineering Change Management IFS IFS Human Captial	Time & Attendance Expense Management Payroll Administration Health & Safety Commissioning Project Budgeting & Forecasting Qualification & Compatible Units Employee Development Training Management Recruitment Engineering Change Management Engineering Change Management Employee & Organization Management Engineering Change Management	Employee & Manager Self-Service Time & Attendance Expense Management Project Deliverables Health & Safety Commissioning Project Budgeting & Project Based Manufacturing Planning & Discrete Manufacturing Project Management Batch Process Manufacturing Recruitment Engineering Change Management Engineering Change Management Management Sales Contract Management Employee & Organization Management Shop Floor Reporting IFS Human Captial	Employee & Manager Self-Service Time & Attendance Expense Management Project Reporting Project Budgeting & Project Based Manufacturing Project Budgeting & Project Based Manufacturing Project Budgeting & Project Based Manufacturing Project Budgeting & Project	Employee & Management Time & Attendance Expense Management Project Reporting Project Budgeting & Project Budgeting & Project Budgeting & Forecasting Project Budgeting & Project Budgeting & Project Based Manufacturing Health & Safety Commissioning Project Budgeting & Project Budgeting & Project Based Manufacturing Payroll Administration Project Budgeting & Project Based Manufacturing Asset Design Project Management Project Management Batch Process Manufacturing Management Sales Configurator Management Web Store PDM Configuration Management Sales Contract Management Management Management Managemen	Employee & Manager Self-Service Material & resource Planning Material & resource Planning Material & resource Planning Time & Attendance Expense Management Project Reporting Project Reporting Project Budgeting & Component Repair Health & Safety Commissioning Project Budgeting & Project Budgeting & Project Budgeting & Forecasting Employee Compatible Units Planning Asset Design Project Management Baba Component Repair Repair Repair Sales Order Manufacturing Manufacturing Project Budgeting & Project Based Manufacturing Manufacturing Planning & Sales Order Management Manageme

Mapping



SCOPE TOOL IFS PROJECTS TM 1-7

ENTERPRISE MANAGEMENT (APPLICATION BASE SETUP)

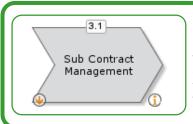


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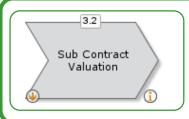


SCOPE TOOL IFS PROJECTS TM 2-7

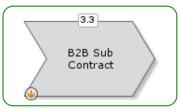
SUPPLIER RELATIONSHIP MANAGEMENT (CONTRACT MANAGEMENT)



IFS Sub-Contract Management™ makes it easier for you to manage simple or complex sub-contractor activities, e.g. if you sub-contract a construction phase, the component allows you to easily manage the scope. You can track progress within a set budget and make valuations based on valuation methods such as progress and quantity installed. The solution has strong change management capabilities so you can more easily manage variations to scope. You can send work instructions to your sub-contractors, receive invoices and applications from the sub-contractor, and generate valuation certificates.



IFS Project Sub Contract Valuation is allows you to record progress of work performed against a contract, receive payment requests, invoices and manage payments of such invoices.



The B2B sub contract collaboration allows the Contractor to create an application for payment (AFP), enter application values and submit these to the Contract Owner. The Contractor can then follow up the certified values from the Contract Owner and indicate that these have been invoiced. The valuation can be created either by the Contract Owner or it can be automatically created when the Contractor creates an application for payment.



SCOPE TOOL IFS PROJECTS TM 3-7

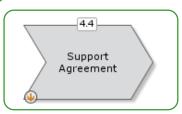
CUSTOMER RELATIONSHIP MANAGEMENT (CONTRACT MANAGEMENT)



IFS Sales Contract Management[™] enables you to manage the lifecycle of your sales contracts from bid and tendering through completion and handover. You also get application-for-payment functionality and can more easily control defined mark-up and retention rules, certificates, and payments. You can generate invoices and applications based on a number of flexible options including progress, quantity, sales value, cost plus and milestones. Reimbursable project invoicing is also supported. The component has strong change management capabilities to manage variations to scope.



IFS Sales contract application for payment enables that a company applies for money from its customers on a regular basis based on the work completed. Applying for payment for work completed is a critical part of the business for companies working on contracts. It is vital that they are able to have financial control of their contracts, and make sure that payments are received as agreed.



IFS support agreement makes it possible to effectively manage agreements with customers to provide support on an agreed level. The agreement documents basic support obligations between the organization and a specific customer. These obligations include a response level and minimum response times for cases connected to that particular customer.

This contains details about the customer, response hours, support agreement, customer contacts, flash notes, support key, customer project and approval.



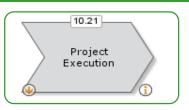
SCOPE TOOL IFS PROJECTS TM 4-7

PLANNING (PROJECT MANAGEMENT)



IFS Planning & Scheduling™ allows you to schedule project schedules in IFS. Gantt display options are available, and the planning logic supports dependencies and constraints. Resource planning and simulation are also supported. IFS Applications provides bi-directional integration to tools such as Microsoft Project® or Primavera®.

EXECUTION (PROJECT MANAGEMENT 1-2)



This process supports the project management process of 'Execution' It allows for the management of the scope of the project, the analysis of the various sub project activities to ensure compliance with project objectives, with the assignment of resources and also allows for full audit management of required.



IFS Project Reporting™ allows you to process project cost transactions against a project including time, expenses, materials and other types of miscellaneous costs. You can also use the component as the basis for billing clients where reimbursable contracts are needed and attach price lists to projects to define the rates to be used.

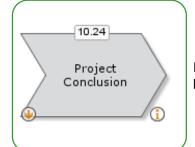


SCOPE TOOL IFS PROJECTS TM 5-7

EXECUTION (PROJECT MANAGEMENT 2-2)



The project reporting for contractors functionality makes it possible for project managers to effectively request for work from contractors.



Project conclusion refers to all the necessary steps that need to be done in order to complete and close the project in IFS.

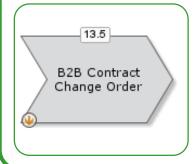


SCOPE TOOL IFS PROJECTS TM 6-7

CROSS APPLICATION PROCESSES (CONTRACT MANAGEMENT)



Once a scope is defined for a contract or project and a price is agreed upon with the customer, contractor and other the stakeholders, the project or contract is ready to be executed. During execution it is likely that there will be changes to the initial order. A contract change order (variation order) will allow you to handle these changes to the original contract in a controlled way. The contract change order allows to have the, e.g. new work added or deleted, from the original scope of work, which alters the original contract amount or completion date without the need to create and approve a new contract.



B2B Contract change orders are part of the contractor B2B portal, this process supports efficient communication between the company and their suppliers.



SCOPE TOOL IFS PROJECTS TM 7-7

CROSS APPLICATION PROCESSES (RISK MANAGEMENT)



IFS Risk Management[™] allows you to define project risk assessments. User-definable risk templates help establish consistent working practices. Potential problems and consequences are defined so you can manage the actions and responses required to mitigate the risk.





Our manufacturing components support all phases of the manufacturing process for all your employees, making it easier to plan, execute, control, and analyze many types of manufacturing. This powerful, multifaceted solution offers a simple, highly automated flow for handling repetitive tasks with advanced management-by-exception functionality to trap and action exceptions. It also supports lean principles and mixed-mode manufacturing, where different types of processing coexist in the same manufacturing environment.



IFS TOWER

Accounting Rules

ANU	FACI	URIN	G			Mapping		
				Sales and Operations Planning		Service Quotation Mangement		
Consolidation	Employee & Manager Self-Service			Material & resource Planning		Service Contract Management	Overall Equipment Effectiveness	
Business Planning	Time & Attendance			Visual Planning & Scheduling	Demand Forecasting	What-If Scenario Explorer	B2B Contracting	
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IFS Financials™	IFS Human Captial Management™	IFS Engineering™	IFS Projects™	IFS Manufacturing™	IFS Supply Chain™	IFS Sales & Service™	IFS Maintenance™	IFS Business Enable



Process Models

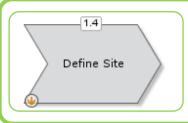
SCOPE TOOL IFS MANUFACTURING TM 1-6

ENTERPRISE MANAGEMENT (APPLICATION BASE SETUP)



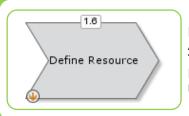
A work time Calendar is made up of Schedules and optionally a Schedule Exception. At least one Schedule has to connected to a Calendar to make it work. Schedules cannot be overlapping. All days that are not covered by a schedule, either before / after the first / last schedule date or between different Schedules, is considered as non-work days.

When a calendar is defined, it has to be generated to work properly. A calendar generation affects the components that are using that calendar. This might have a huge impact on stored data and should be carried out with caution.



The site represents a logistical entity within a company. It is a geographical location where logistic processes are performed and is the access point for suppliers and customers. On site a number of default parameters valid for the site are set. General parameters such as address, time zone and calendars but also specific parameters for Maintenance, Manufacturing, Inventory, Sales & Procurement and Rental for the site. Users must be granted access to sites to see and maintain its data (parts, orders etc.).

Logistic processes create (financial) inventory transactions that are handled by Finance.

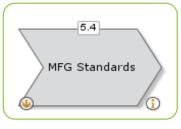


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SCOPE TOOL IFS MANUFACTURING TM 2-6

PART & EQUIPTMENT MANAGEMENT (ENGINEERING)



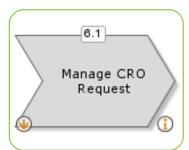
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SCOPE TOOL IFS MANUFACTURING TM 2-6

DEMAND PROCESSING (COMPONENT REPAIR (MRO & FLEET OPERATIONS)



Via a CRO (Component Repair Order, also component MRO), a request made is by a customer for a repair of a component, such as a cable modem. The component repair order guides the repair process, relevant information for the repair (such as complaint or detected failure) are captured. Based on The component repair order, customer order is created. Per CRO line a repair process (shop order, work order) is started.



For the Component Repair Order (CRO), costs are determined (costs of repair) via service types that describe the type or repair that is needed (based on initial survey of the component and determining the repair needs). For the service types (costs) sales lines are created in a customer order to be able to invoice the customer for the services rendered.



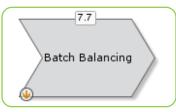
SCOPE TOOL IFS MANUFACTURING TM 3-6

PLANNING (MANUFACTURING 1-2)



Make to Order planning is based on what is called DOP (Dynamic Order Processing) in IFS. A DOP header is created (manually or from customer order or interim order – used for Configure to Order (CTO)). Next the DOP structure is created, containing all parts that are planned via DOP (specific for the order) in all levels of the product structure and general parts that are planned via stock replenishment methods. Via the DOP structure, all components in the product structure are kept together and all consequences for disturbance (planning alerts, delay, late delivery of components etc.) are propagated up or down in the whole structure. Also costs are kept together for the DOP structure.

If DOP structure is released, CRP (Capacity Requirements Planning) can be performed.



Batch balancing is a method of coordinating lot sizes so that the total quantity of components produced matches the quantity needed for the planned end products. It is required when one component is used for more than one end product. You must create shop orders for each level.

It is possible to use a purchase order line, a shop order or a shop order requisition as a base supply. Base supply may in turn be balanced to shop orders and shop order requisitions.

Batch balancing is especially useful for batch processes (e.g., for food or chemicals).



Takt time is the calculated time between units of production output, synchronized to match the rate of the customer demand. Takt time is the rhythm (repetition time or pace) of production needed to meet the customer demand. Design of a lean production line operation starts with the takt time and the question *what is the customer demand rate*? Ideally, all production operations are designed to be balanced according to the takt time. Manual operations and machine cycle times are attuned to the takt time.



SCOPE TOOL IFS MANUFACTURING TM 4-6

PLANNING (MANUFACTURING 2-2)



Shop order planning comprises the process from shop order requisition to reserving components for the shop order. Based on component (material) and machine and/or labor availability the shop order is planned in time. Basically IFS plans against infinite capacity, human intervention is needed to (re-)plan orders based on material or capacity constraints. Manufacturing visualizer or resource planning can be used to determine the planning issues and solve them. Besides that IFS can plan against finite capacity via Advanced Planning Board (APB) or Constraint Based Scheduling (CBS) where constraints can be defined to use when finite scheduling.



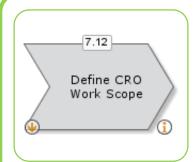
For repetitive production, production schedules can be created via MRP, production line or Kanban. Many shop orders for the same product based on demand in time (intervals). E.g. used for automotive supply where life cycle of a car is translated in demand for parts from a supplier. Supplier creates a production schedule to meet the demand (which can be based on a customer schedule from the car manufacturer).

Production schedule is updated on regular basis, e.g. based on changing demand.

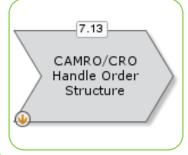


SCOPE TOOL IFS MANUFACTURING TM 5-6

PLANNING (COMPONENT REPAIR (MRO & FLEET OPERATIONS)



This Process enables the user to define a specific work flow and outcomes per business unit/repair shop. Process starts with reserving the parts for the Component Repair Order and determining the services per part. After that it is determined per serial how dispositioning is performed. Repair can realized via a shop order, work order or external service (purchase) For example one repair shop may disposition all units presented for repair, while another may just perform a simple work order to capture time and book materials used. Note that CRO dispositioning will highlight where modifications are due per serial.



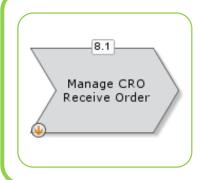
Complex Assembly Maintenance Repair & Overhaul (CAMRO) and Component Repair Orders (CRO) use interim orders as interim demand for maintenance, repair, and overhaul. An interim demand head represents the top of an interim demand structure. In IFS Applications, you can use two graphical outline windows to view the resulting set of pegged component orders, multi-level if necessary, and their associated operations and/or work guidelines.

A maintenance, repair, and overhaul (MRO) interim order structure (for complex MRO or component MRO) is created as a result of releasing a shop visit work scope definition. A MRO interim order structure typically consists of disassembly, disposition, and assembly interim orders with their supply orders for parts that are exposed to maintenance activity based on the maintenance levels assigned in the work scope definition.



SCOPE TOOL IFS MANUFACTURING TM 5-6

PROCUREMENT (COMPONENT REPAIR (MRO & FLEET OPERATIONS)



A CRO Receive order is used to receive the components that are sent in for repair by a customer. Besides the components to be repaired, also accessories can be received (e.g. power cables etc.). The components received will be handled in the repair process (starts with Define CRO work scope).



SCOPE TOOL IFS MANUFACTURING ™ 5-6

INBOUND LOGISTICS (COMPONENT REPAIR (MRO & FLEET OPERATIONS)



Used to manage the receipt of repaired items from an outside party/OEM against a CRO.



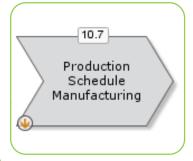
SCOPE TOOL IFS MANUFACTURING TM 6-6

EXECUTION (MANUFACTURING)



This process follows after Shop Order Planning (7.9). Starts with reserving/issuing components, reporting time (machine time, labor time, indirect time) on operations or handling an outside operation (operation executed by a supplier handled via a purchase order). Scrap of components can be registered. Outside operations (purchase orders) must be received and operation reported. Manufactured products are received in stock (also possible to receive by-products). When full quantity, within tolerance, is received, shop order is closed.

Reporting can be done manually on the order/operation, via time clock (HR – time only) and via Shop Floor Work Bench. Shop orders can subject to quality control via manufacturing control plans where quality control data must be registered according checkpoints defined in the control plan and registered in a so called 'Analysis'.



Production Schedule is used for repetitive production. Also here quality control can be used, Statistical Process Control (SPC) is supported. Also capability index can be calculated. Report Point production is supported. Report Point production allows you to define intermediate points along a production line at which progress against a production schedule can be reported. This is useful if you wish to update component inventory levels more frequently than is permitted by reporting only end items.

In the end the manufactured products are received into stock, material and time often is back flushed.







IFS SUPPLY CHAIN TM

Our supply chain components, together with manufacturing, form the basis for your supply chain management solution. These components offer the simplicity you need to better visualize product flows and use the system efficiently, and you can easily adapt to different distribution models and working methods. They give you the agility you need to grow and support change throughout your enterprise and let you take advantage of real-time communication throughout the order-to-delivery chain.

IFS TOWER

UPF	PLY (CHA				Mapping		
				Sales and Operations Planning		Service Quotation Mangement		
Consolidation	Employee & Manager Self-Service			Material & resource Planning		Service Contract Management	Overall Equipment Effectiveness	
Business Planning	Time & Attendance			Visual Planning & Scheduling	Demand Forecasting	What-If Scenario Explorer	B2B Contracting	
Cash Flow	Expense Management		Project Reporting	Configure & Make to Order	Supply Chain Planning	Dynamic Scheduling	Complex MRO	API & Access
Project Finance	Payroll Administration	Project Deliverables	Risk Management	Component Repair	Inventory Replenishment	Field Service & Mobile	Vehicle Management	Configuration & Extensibility
elnvoice	Health & Safety	Commissioning	Project Budgeting & Forecasting	Project Based Manufacturing	Sales Order	Call & Case Management	Preventive Maintenance	B2B
Accounts Payable	Qualitification & Employee Development	Compatible Units	Planning & Scheduling	Discrete Manufacturing	SRM & Procurement	Product Estimate Management	Maintenance Planning	Lobby
Accounts Receivable	Training Management	Asset Design	Project Management	Batch Process Manufacturing	Shipment Management	Sales Configurator	Work Order	Mobile Solutions
Fixed Assets	Recruitment	Engineering Change Management	Sub-Contract Management	Repetitive Manufacturing	Rental Management	Web Store	Linear Assets	Data Management
General Ledger	Employee & Organization Management	PDM Configurration	Sales Contract Management	Shop Floor Reporting	Warehouse Management	CRM	Equipment	Streams
IFS Financials™	IFS Human Captial Management™	IFS Engineering™	IFS Projects™	IFS Manufacturing™	IFS Supply Chain™	IFS Sales & Service™	IFS Maintenance™	IFS Business Enablers™

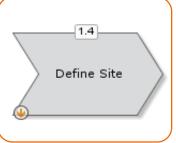


Accounting Rules

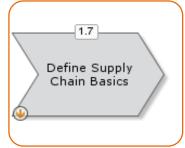
Process Models

SCOPE TOOL IFS SUPPLY CHAIN TM 1-17

ENTERPRISE MANAGEMENT (APPLICATION BASE SETUP)



The site represents a logistical entity within a company. There can be several sites attached to one company. It is a geographical location where logistic processes are performed and is the access point for suppliers and customers. On site a number of default parameters valid for the site are set. General parameters such as address, time zone and calendars but also specific parameters for Maintenance, Manufacturing, Inventory, Sales & Procurement and Rental for the site. Users must be granted access to sites to see and maintain its data (parts, orders etc.). Logistic processes create (financial) inventory transactions that are handled by Finance.



To be able to set up a supply chain, basic data must be defined. This comprises of system parameters, settings in site and company, setting up supply chain matrices (define relations between sites, suppliers and customers), document data, costing data, warranties and reasons for overhead adjustments. Basic data is both on database level (applicable for all users) and site level (only applicable for selected site). This basic data is set up in several windows located throughout IFS. Not everything is mandatory and not everything available. Availability or usage depends on installed modules.



SCOPE TOOL IFS SUPPLY CHAIN ™ 2-17

SUPPLIER RELATIONSHIP MANAGEMENT (PROCUREMENT 1-2)



The main purpose of this process is to create new suppliers, phase out existing suppliers or update information on existing suppliers. The main input of demands on new suppliers is initiated in the processes Strategic supplier/sourcing management and Supplier Quotation management. In supplier quotation a prospect supplier suffices.

Level of Supplier data required is related to type of supplier relation, EDI based etc.

Supplier classification can be structured according to your specific requirements.

Registration of new suppliers can be executed in an effective way by use of pre-defined supplier templates. Parameters required to deliver from external supplier address (ship via codes, lead times, distance, and expected shipping costs) is defined in the supply chain parameters.



The process describes authorization set up and from there to come to approval of suppliers by product segments. This is supported by the IFS Approved Suppliers List.

Certain parts that must be bought from an audited supplier can be entered in a list based on the purchase group and site. After the list has been entered, only suppliers with an approved status will pass purchase requisition lines and purchase orders without authorization. If the supplier is disapproved, the purchase request will have to go through normal channels and be authorized first.



Sourcing of new and modified products and services are supported during the complete sourcing lifecycle, from identification of potential suppliers, receipt of quotations, negotiation and final supplier selection which will generate the supply agreement. The main purpose of this process is to execute the RFQ process, evaluate supplier bids and to finally create a new or updated supplier agreement.

The main input to this process is requirements for new products or product volumes, existing agreements time limits expires etc. and the main output is optional new suppliers, updated or new supplier agreements.

This process is also supported for proactive follow up on expiring supplier agreements and on-line spend analysis of active supplier agreements in order to prepare a structured supplier negotiation process.



SCOPE TOOL IFS SUPPLY CHAIN TM 3-17

SUPPLIER RELATIONSHIP MANAGEMENT (PROCUREMENT 2-2)



You can use supplier agreements when you and your supplier have agreed on terms for a purchase part or for a supplier assortment. There are two different kinds of supplier agreements: blanket purchase orders and purchase agreements. The difference between them is in the way in which they are used. A blanket purchase order is only used for supplier agreement releases (call off). A purchase agreement serves in the background as a basis for the price on all applicable purchase order lines, i.e., all manually and automatically generated purchase order lines are automatically connected to the agreement. Supplier agreement can be valid for several sites and for several parts and there is a validity period can be defined for supplier agreement.

You can use the quotation functionality to convert the accepted quotation into a supplier agreement. The quotation to be converted into a supplier agreement can begin either as an externally generated need (from IFS/Project or IFS/Project Delivery), or can be entered manually as a request for supplier agreement quotation.



Price management is a part of the Procurement Process. Price management is used to correct purchase prices. Thus base price, discounts and additional costs, price lists and supplier agreements are included in pricing. Purchase prices (either from agreement or price list), price breaks, discounts, supplier additions and charges/landed costs, are managed via this process. Several priority order levels for part price and discounts are available to fetch prices to the orders.

SUPPLIER RELATIONSHIP MANAGEMENT (RELATIONSHIP MANAGEMENT)





Business Activity Management for Supplier is part of SRM (Supplier Relationship Management).

A business activity allows you to enter and store information about different actions that you may want to perform with regard to suppliers. The actions can be related to anything such as a visit, presentation, product demo, training, sales promotion, call, etc.

For SRM, basic data (such as representatives) must be set up and E-mail add-in can be implemented.

SCOPE TOOL IFS SUPPLY CHAIN TM 4-17

CUSTOMER RELATIONSHIP MANAGEMENT (SALES)



The customer management process handles the recording or all information related to a customer with regard to general and address info, invoice, payment and order info. New customer data is captured for all site addresses and delivery addresses and details of contacts in the various business departments. Once a customer is created the information is kept up to date by modifying the information as addresses and contact details change. Another area of management is the recording and updating of credit control information which governs if new customer orders are progressed or stopped depending on the payments history and status of the customer. Customer Hierarchy can be applied for credit control. CRM (Customer Relationship Management) is registered for the customer if applicable.



Via this process, data for retrieving correct calculation of sales price is set up. This comprises standard prices on sales part (possible per part, condition code or configuration), creation and maintenance of price lists and agreements, managing campaigns, charges (on several levels, a.o. pack size charge price list) and discounts. Discount on discount is supported. Per implementation it must be decided which aspects in the pricing will be used. Via Price Query, the origin and composition of a sales price is shown. Price order levels are available to decide price in which level (order line, supplier agreements, price list, base price) should be prioritized when deciding the price of an order.



Customer Agreement Management handles about setting up customer agreements, either for sales price of parts or for discounts per sales group or deal per assortment. A customer agreement is valid for one or more sites. After activation it is valid for the selected customer and for the defined validity period. Customer agreement can be printed or sent to the customer. After completing or updating it can be printed and sent or electronically sent to the customer.





Commission is paid as a percentage of the turnover to the commission receiver. To handle commissions, commission receivers and commission agreements need to be set up. Commission receivers can be both salesmen and suppliers. Commission is fixed percentage of the sales price, regardless of minimum amount.

Rebate is paid if a certain agreed turnover is reached (e.g. 1% at minimum turnover of 100k EUR). This is registered in a rebate contract. Rebate can be based on parts, assortments or sales part rebate groups. Rebate receivers are customers. If conditions are met, rebate is paid to the receiver.

SCOPE TOOL IFS SUPPLY CHAIN TM 5-17

PART & EQUIPMENT MANAGEMENT (PART MASTER DATA)



Part management is the process of setting up new parts. Master Part is set up on database level. Next inventory part, sales part, purchase part and supplier(s) for purchase part are set up per site. Purchase and sales parts can be connected to inventory parts. But also non-inventory parts can be purchase parts (e.g. services). Also package part, a structure of sales parts, is possible where package part price need not be equal to sum of sales parts in the package structure. New part assistant and copy functions are available.



Assortments are collections of parts available in the part catalog. Assortment can be used to set up or maintain multiple parts in one go and also to create parts on a mass scale across sites. Assortments can have levels (nodes), on each level defaults for parts can be defined. Assortment levels are used to decide where a node is placed within an assortment structure. Once the assortment is Activated, it is only possible to change it back to planned if the assortment is not connected to the customer.



Export control is used to register export licenses for parts and generate export controlled documents. Export license may be required for dangerous or strategic products or export to sensitive areas (e.g. weapon systems to countries in war). Denied party list is part of export control. This is used to enter parties that should be denied for use in an order. Denied party list prohibits funding of terrorists by prohibiting deals with forwarders, suppliers and customers that appear in this list. (based on and according C-TPAT - Customs Trade Pact Against Terrorism)



SCOPE TOOL IFS SUPPLY CHAIN TM 6-17

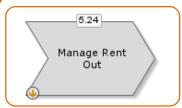
PART & EQUIPMENT MANAGEMENT (RENTAL MANAGEMENT 1-2)



Rental function is used when a company wants to rent a purchase or sales part to a third party. Starting rental for a rental line typically means that the relevant party has started using the item for the operation. However, there can be a scenario that the product is under transportation. In such a scenario appropriate rental mode should be selected. In order for rental transactions to be generated for a rental line, rental has to be started for the line.



Rent In: Renting from internal or external suppliers. It handles about Rent-In, renting equipment from a supplier, handling rental events and transactions and supplier invoices for Rent-In. At the end of a rental period, equipment is delivered back to the supplier (via a supplier shipment) and Rent-In is finalized.



Rent Out: This is about resnting out for internal and external customers It handles about Rent-Out, renting equipment to a customer, handling rental events and transactions and customer invoices for Rent-Out. At the end of a rental period, equipment is returned by the customer(via a customer return) and Rent-Out is finalized.



SCOPE TOOL IFS SUPPLY CHAIN TM 7-17

PART & EQUIPMENT MANAGEMENT (RENTAL MANAGEMENT 2-2)



Project Rental is initiated from Project Demand. This handles rental demands for projects, both supplied internally or through the Rent In process. Rentals to Projects can be supplied from standard inventory (internal charging) or by renting in from a supplier directly to a project.



Work Order rental is initiated from Tools and Facilities. This handles rental demands of tool/equipment for a work task, both supplied internally or through the Rent In process.

Rent to work order (work task) can be supplied from standard inventory or from project inventory (for project connected work orders) or by renting in directly from a supplier directly to a project.



This process handles about analyzing rental transactions and postings and besides that about follow up in rental assets. In rental assets follow up: view rental history, view asset availability and view service history can be done.

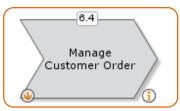


SCOPE TOOL IFS SUPPLY CHAIN TM 8-17

DEMAND PROCESSING (SALES 1-2)



This process describes receipt from a request for quotation from customer, creating and sending the quotation (physical or via mail). Once received the response from the customer, quotation lines can be updated as won or lost. If lost, competitors and reasons can be added. If won, reasons can be added and quotation can be converted into order or contract. After converting to a order or indicating quotation is lost or won for all lines, quotation can be closed.



This process handles about entering a customer order, release and confirm the order to the customer, verification of the availability of parts to complete the customer order, pricing and discounts, invoice terms. Once reserved the available parts customer order can be picked, delivered and invoice closed.



Customer schedule is designed to manage customer orders of a regular customer. This avoids creating numerous number of customer orders frequently for a same customer. Through customer schedules it is possible to pre schedule orders for a particular customer. Based on the schedule particular customer orders / lines will be created. Customer orders created will be reserved.



SCOPE TOOL IFS SUPPLY CHAIN TM 9-17

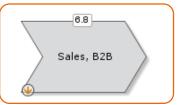
DEMAND PROCESSING (SALES 2-2)



This process manages the supply chain parameters, route planning and freight related information. Supply chain parameters is implementing the relationship between sites, customers and suppliers. Freight price lists that can be used for shipments, calculation of freight costs. Routes can be used to define delivery routes. Load planning allows to determine the sequence in which the vehicle is loaded with different customers' orders, to eliminate unnecessary unloading and reloading of orders during the delivery route



In this process a number of follow up and analysis actions are performed. Follow up includes Intrastat Reporting, replacement of superseded sales parts, report customer consumption in case of consignment stock, maintain acquisition value for customer owned parts. Analysis amongst others includes order event history, customer order statistics, sales analysis.



Similar to sales order process but entering the order is done via customer portal. Parts can be viewed, added to shopping cart and in the end, order can be submitted. Process can be preceded by a sales quotation process. In the end a customer order is created in the back office.

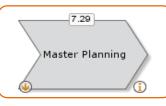


SCOPE TOOL IFS SUPPLY CHAIN TM 10-17

PLANNING (SUPPLY CHAIN PLANNING 1-2)



Demand planning is a module created to forecast the parts or flows (group of similar parts). Forecast is based on historical sales data, typically 2 years is considered. When the forecast is OK, it can be loaded into master planning level 1 from IFS. Sales forecast can be manually entered if not enough data present and only works for parts that can be forecasted.



The main purpose of this process is to calculate and schedule the midterm production plan; the Master Production Schedule. The main input for this process is the forecast created and allocated from the Strategic planning process. The Master Schedule is the link between forecasts, sales orders, inventory and planned production.

Forecasts can be imported to the IFS Master Scheduling module from the IFS Demand Planner. orders).

This process will also support evaluation and follow up of the forecast quality by tracking of forecast consumption based on incoming customer orders.

The forecast or the calculated Master Schedule can also be used as baseline for ATP (Available to promise) calculation for order entry of customer orders.

Based on Master Schedule, Sales & Operations Planning can be made and RRP (Rough cut Resource Planning – strategic resource planning).



The main purpose of this process is to consider both long and short term demands and based on this calculate both long and short term supply proposals for both own production and procurement.

The main output from this process is created Shop Orders (not yet released for production), supply proposals for procurement (Purchase requisitions and Supplier schedules) and planning action proposals in order to secure material availability.

The Make/Buy to stock process is supported by a number of different planning methods, where each Inventory Part/SKU (stock keeping unit) is identified with appropriate planning method.



SCOPE TOOL IFS SUPPLY CHAIN TM 11-17

PLANNING (SUPPLY CHAIN PLANNING 2-2)



The Kanban planning process is a type of reorder point system where the amount of stock is kept at a fixed level. This is mainly related to manufacturing process and designed to reduce the idle time in a production process. Kanban is a pull system, consumption of a higher level creates a demand on a lower level.



Demand Driven MRP (DDMRP) is a manufacturing strategy of sudden lead time compression maintained in a healthy production environment. It allows gaining customer service levels, lower cost in expedite and keeping right levels of inventory.

DDMRP consists of five main components:

- 1. Strategic Inventory Positioning
- Buffer Profiles and Levels
- 3. Dynamic Adjustments
- 4. Demand Driven Planning
- 5. Visible and Collaborative Execution

PLANNING (WAREHOUSE MANAGEMANT)



This process manages the actions required to make sure that the inventory meets the demands. The process takes as input the quantities already in stock, the receipts which are scheduled and the scheduled demands and generates an action list to meet the demands. The actions update the inventory plans so that inventory re-ordering is initiated which could be to purchase parts or manufacture parts. The process monitors and can update the points at which re-order of inventory parts are made.



SCOPE TOOL IFS SUPPLY CHAIN TM 12-17

PROCUREMENT (COMPONENT REPAIR (MRO & FLEET OPERATIONS))



A CRO Receive order is used to receive the components that are sent in for repair by a customer. Besides the components to be repaired, also accessories can be received (e.g. power cables etc.). The components received will be handled in the repair process (starts with Define CRO work scope).

PROCUREMENT (PROCUREMENT 1-2)



Initiating purchase starts with a purchase requisition. The requisition can be proceed to request for quotation or a request for order. In case of quotation, request for quotation is sent to one or more supplier(s). Based on the answer the quotation is accepted and converted into an order or rejected. Via request for order, a purchase order can be created if all data is correct in the requisition line (part, quantity, price, supplier, documents). Further purchase requisition can be converted into a shop order requisition (in case of make/buy decision).



After purchase order is created (in status Planned), it is completed if needed. When set up, purchase order must be authorized prior to releasing. After release, it can be printed and sent to the supplier or sent by e-mail. If agreed and set up on supplier, order must be confirmed.

If applicable, material can be supplied to the supplier to execute the purchase order. E.g. raw material to create an axis. Purchase order can be changed via a Purchase Order Change Order if required.



SCOPE TOOL IFS SUPPLY CHAIN ™ 13-17

PROCUREMENT (PROCUREMENT 2-2)



IFS Supplier Schedules supports a repetitive procurement process with main suppliers with focus on automatic delivery of calculated and quality secured procurement forecasts.

The schedules will be distributed to suppliers in an automated way (EDI optional) in form of plans and call-offs. Plans should be regarded as forecasts and call-offs will automatically be transferred to purchase orders. Suppler schedules are normally generated automatically by MRP or Master Scheduling and the overall execution can be controlled by pre-defined rules set-up in Supplier Schedules Agreements.



Supplier claims can be executed supporting a number of non-conforming scenarios, as quality issues identified at goods receipt, by use in inventory/production, excess inventory or returns initiated by customers etc. The claim process towards suppliers is identified by a return code; return for scrap with credit, return for replacement, return for rework etc. Communication with the suppliers is supported by an optional Supplier returns report. All transactions are stored in the procurement history files log.



In Follow Up, Intrastat Reporting is done as well as reporting consignment consumption to the supplier (in case of consignment stock from the supplier). All kinds or analyses can be made such as invoice analysis, delivery analysis, price analysis and statistics. Inventory analysis can also be done. Numerous predefined analyses help you get the necessary information for performing proper inventory management.





Procurement process but via a supplier portal by defined B2B users per supplier. All processes within procurement are supported in the B2B process, included subcontracted manufacturing operations.

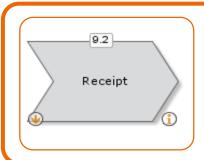
SCOPE TOOL IFS SUPPLY CHAIN TM 14-17

INBOUND LOGISTICS (COMPONENT REPAIR (MRO & FLEET OPERATIONS))



Used to manage the receipt of repaired items from an outside party/OEM against a CRO. Once the part is sent to repair through the Component Repair Order and the repair is done, it is possible to receive the repaired part through the same window in the IFS Application.

INBOUND LOGISTICS (PROCUREMENT)



The receipt covers two main processes:

Purchase parts that arrive at dock (with or without dispatch advice)

Purchase parts that are delivered directly to the end customer.

Main indicator for the receipt function is the receive case. The receive case functions as a guideline how to handle the current arrival. Receive case is entered in the Supplier for Purchase Part window. Receive case can include quality control to be performed at the arrival. If inspection is included as the received case, inspection results should be entered. In case of discrepancies, supplier claim can be started. If there are no discrepancies, parts can be moved into stock.

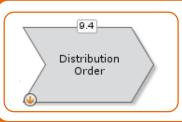


SCOPE TOOL IFS SUPPLY CHAIN TM 15-17

INBOUND LOGISTICS (WAREHOUSE MANAGEMENT)



This process covers handling inventory that can be performed in a warehouse; such as issue material to internal customers (material requisition), unplanned receipt or issue from stock, counting per count report or for single part, move inventory, transfer ownership (between company and/or customer(s)), handle discrepancies, use of bar codes, create and execute warehouse tasks. Also supporting tasks such as monitoring inventory (part), scheduling actions, clean-up, handle data collection etc.



Distribution orders are used for moving inventory parts between sites. A planned distribution order identifies a need for goods to be moved from one site (the supply site) to another site (the demand site). Parts must be set up to create distribution orders for them.

A distribution order, when released, creates a purchase order (demand site) and a customer order (supply site). O Purchase and Customer order are closed, Distribution Order is closed.



All inventory transactions create financial transactions that must be transferred to Finance, this can be scheduled. Also costing of parts in all aspects is part of this process, inventory value and revaluation is calculated based on costing settings. Intrastat reports are part of the financial control.

Inventory transactions and value can be reported, viewed and analyzed. Some actions can be scheduled.



SCOPE TOOL IFS SUPPLY CHAIN TM 16-17

EXECUTION (ENGINEERING)



IFS Shipment Management is a solution for inbound receipt as well as outbound deliveries of shipments. The inbound receipt of material including inspection, returns and scrap. Inbound receipt can be done based on a dispatch advice received from a supplier or an internal site or a purchase order. This process specifically zooms in on the shipment of project deliverables.

EXECUTION (SUPPLY CHAIN PLANNING)



A Kanban circuit models the path of Kanban material flows within a production environment, from acquisition to use on the shop floor. You must define at least one Kanban circuit for each Kanban-controlled part. This process covers the end of the Kanban cycle, receipt or manufactured or purchased parts where demand came from a Kanban card. The end o the process is inventory parts in stock.

As general activities Kanban receipts can be viewed or a Kanban circuit can be placed on hold.



SCOPE TOOL IFS SUPPLY CHAIN TM 16-17

OUTBOUND LOGISTICS (SALES)



Process starts with a reserved customer order. Reservation indicates parts are physically available. Parts will be picked (possibly using bar codes – warehouse data collection). If shipment location is used, parts can be handled via logistical transactions, otherwise only way to take parts back is via a customer return. After picking, order can be delivered. Only (partially) delivered customer order (lines) can be invoiced. Unless Delivery Confirmation is requested from customer, invoicing then can be done only after customer confirms receipt of the order.



This process handles customer returns. If customer wants to return parts, this must be registered in a RMA (Return Material Authorization). RMA can be released, customer is allowed to return or scrap parts, or denied. Based on agreement with customer, credit note can be created based on the RMA. When all parts are processed, either scrapped or returned into inventory, customer return (RMA) is completed. For parts directly delivered from supplier to customer, also direct return is supported.

OUTBOUND LOGISTICS (SHIPMENT MANAGEMENT)



Shipment process is mainly focuses on delivering good to another party (Customer, Site). The shipment process includes one single point of entry, handling, and delivering a shipment, including printing of all necessary shipment documents. The process enables you to create preliminary shipments, containing order lines in the Released, Reserved, or Partially Delivered status from various orders. The shipment process includes a number of activities and different stages. As a part of the shipment process activities, you can initiate a shipment, connect order lines to the shipment, pick and report, define a package structure, create transport labels and shipment documents, deliver and send dispatch advices.





Our sales and service components provide business processes vital to your customer relationship management (CRM). They manage your customer interaction chain from the sales lead, through the sales cycle, to the ongoing support and service of the customer. Our sales and service concept allows you to focus on where you can add value to your customer through product, service, and support.



IFS TOWER

		ERVIC		Sales and Operations Planning		Service Quotation Mangement		
Consolidation	Employee & Manager Self-Service			Material & resource Planning		Service Contract Management	Overall Equipment Effectiveness	
Business Planning	Time & Attendance			Visual Planning & Scheduling	Demand Forecasting	What-If Scenario Explorer	B2B Contracting	
Cash Flow	Expense Management		Project Reporting	Configure & Make to Order	Supply Chain Planning	Dynamic Scheduling	Complex MRO	API & Access
Project Finance	Payroll Administration	Project Deliverables	Risk Management	Component Repair	Inventory Replenishment	Field Service & Mobile	Vehicle Management	Configuration & Extensibility
elnvoice	Health & Safety	Commissioning	Project Budgeting & Forecasting	Project Based Manufacturing	Sales Order	Call & Case Management	Preventive Maintenance	B2B
Accounts Payable	Qualitrication & Employee Development	Compatible Units	Planning & Scheduling	Discrete Manufacturing	SRM & Procurement	Product Estimate Management	Maintenance Planning	Lobby
Accounts Receivable	Training Management	Asset Design	Project Management	Batch Process Manufacturing	Shipment Management	Sales Configurator	Work Order	Mobile Solutions
Fixed Assets	Recruitment	Engineering Change Management	Sub-Contract Management	Repetitive Manufacturing	Rental Management	Web Store	Linear Assets	Data Management
General Ledger	Employee & Organization Management	PDM Configurration	Sales Contract Management	Shop Floor Reporting	Warehouse Management	CRM	Equipment	Streams
IFS Financials™	IFS Human Captial Management™	IFS Engineering™	IFS Projects™	IFS Manufacturing™	IFS Supply Chain™	IFS Sales & Service™	IFS Maintenance™	IFS Business Enablers



SCOPE TOOL IFS SALES & SERVICE TM 1-6

ENTERPRISE MANAGEMENT (APPLICATION BASE SETUP)



This is not part of HCM (despite the reference to work time calendars). It is/can be used within shop floor reporting and Service/Maintenance, more specifically for machine time (SFR) and planning (SFR and S&M). It's better to ask a consultant Manufacturing and/or Service & Maintenance for Input.



Resources are everything that makes up capacity that can be used in planning and execution processes in IFS Applications. Resource Types are Machine or Machine Groups, Person or Person Group, Tool & Equipment or Tool & Equipment Group. Resource can participate in Maintenance, Projects or Manufacturing processes. Resources make it possible to get an overall view for the resource utilization and/or planning, combining capacity requirements or allocations from different functional areas.



Map Services is used to store and locate the geospatial data to get (store) the coordinates (latitude / longitude) of Equipment and Work Order addresses in IFS Applications. Based on the given coordinates, the Object (Equipment and Work Order address) can be shown in the panel attachment using Bing Maps® technology.

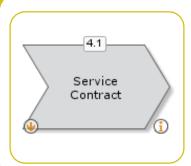


Locations are used to register information about the location for instance of an equipment object or a work order and can be used for reporting incidents, performing risk assessments and conducting safety inspections. To group several Equipment Objects locations can be used. For instance, one customer has installation site that can be defined as a Location in IFS Applications. This installation site (Location ID) comprises several Equipment Objects.



SCOPE TOOL IFS SALES & SERVICE ™ 2-6

CUSTOMER RELATIONSHIP MANAGEMENT (CONTRACT MANAGEMENT)



A service contract serves as an agreement between the customer and the service provider. Hence, a service contract is defined per customer and is valid for one site. Optionally, you can group the service contracts using a contract type, e.g., WARRANTY and SERVICE. Service Contract is mainly used to regulate how Customer can be invoiced. It is possible that Customer is invoiced based on Subscription (Periodical), Time & Material, Fixed Price or even Free of Charge. Service Contract can be associated to Preventive Maintenance Plan and in that case, the generated work order will automatically inherit Service Contract settings.



The service level agreement defines the time limits that are applicable to the service contract based on the priority or criticality or combination of priority and criticality of the issue reported by the customer. The SLA can define for the whole service contract or in each service line level. For work orders originating from a service contract, the SLA on the service contract will be used to calculate the SLA Requested Start and/or SLA Requested Finish dates on the work order.



SCOPE TOOL IFS SALES & SERVICE ™ 3-6

CUSTOMER RELATIONSHIP MANAGEMENT (RELATIONSHIP MGMNT 1-2)



The purpose of Sales Lead Management Process is to capture potential Customers. The first stage is to classify a potential customer as a Lead in the field Category. The last stage is to classify the potential customer as a Customer and in between it is possible to have one or more different stages. IFS delivers one extra option in the Category List, Prospect.

The process starts with capturing the Lead and then validates based on the company's qualification measurements. If the lead qualify the requirements the last step will be to convert it to a Customer. It is possible to create an opportunity to an account in category Lead.



This process takes an identified and qualified sales lead and progresses the opportunity through quotations and sales negotiations for both a part sales opportunity or a service opportunity.

Development of the sales offer takes the part or service prices and applies any discounts applied to that specific customer or prospect. The development of the sales offer leads to the creation of the quotation, either a sales quotation for a part or a service quotation for a service.

The sales quotation goes through an approval process before being finally created and then sent out to the customer/prospect. The sales negotiation phase then finalizes the process with an updated sales quotation if necessary and the order won.



This process handles the development of a marketing campaign through planning and preparation of the campaign to execution of the campaign with follow up analysis of the impact of the campaign. IFS delivers several marketing campaign types and users can select the type according to the purpose.

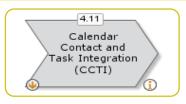


SCOPE TOOL IFS SALES & SERVICE ™ 4-6

CUSTOMER RELATIONSHIP MANAGEMENT (RELATIONSHIP MGMNT 2-2)



This process manages the elements of sales activity from the definition of a list of sales activities through the planning and execution of those sales activities with any follow up activities that are generated. States of the activity can be maintained and this can be further converted to a Business Opportunity as well.



This process manages the integration between information stored in IFS about Contacts, activities' and task. This integration can be done against, for example, Exchange. A third party tool is needed to actually execute the integration between IFS and Exchange.

CUSTOMER RELATIONSHIP MANAGEMENT (SERVICE & MAINTENANCE)



A service quotation is a quotation for a service that is to be delivered to a customer. A service in this context can be the repair or overhaul of an aircraft, engine or component; it can be a service management activity, or any other type of work that an organization can undertake on behalf of a customer. A service quotation is connected to one or more orders that make up the scope that is to be quoted. All preparation work is done on these orders, and when the preparation work is done, the costs, revenues and margins can be calculated for the entire quotation.

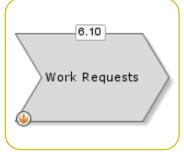


SCOPE TOOL IFS SALES & SERVICE ™ 5-6

DEMAND PROCESSING (SERVICE & MAINTENANCE)



Sales process (Invoicing) of Customer via Service Contract or Work Order. This process will use combination of Sales Part and Customer and therefore the Customer Price hierarchy will also be applied to this process.

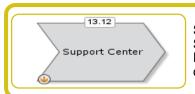


A work request is a direct entry of work order in IFS/Preventive and Corrective Maintenance. A work request contains a short description on the request, information on the maintenance organization, and information on the person who entered the information. The work request is used in IFS/Maintenance, and in IFS/Service Management.



SCOPE TOOL IFS SALES & SERVICE ™ 6-6

CROSS APPLICATION PROCESSES (RELATIONSHIP MANAGEMENT)



Support Center is used to administer Customer specific requirements (agreement) with regards of defining the Support Key (Scope), response time and specific set of actions for the Customer. It is possible to connect specific Project to Support Agreement which can be used to register Time against the case and sending invoice to customer based on the spent hours.



This process manages the creation of a case upon receipt of a support or complaint communication. The case which is generated is then handled to either give a resolution to the issue or to create a task or tasks which are dispatched to a team or individuals for them to handle the case and reach a resolution.



When a solution to an enquiry is found it can be registered as a global solution if it is found that the enquiry has been encountered on more than one previous occasion.

A global solution is a generic solution description based on one or more cases. It can be created from a case, or created in advance, independent of a case. It documents a problem and at the end of the time period, specifies the resolution for it. Global solutions are useful because they can be accessed using a search, when you want to find resolutions for similar cases.







This process supports the option to export information from IFS, and directly execute a Mail Merge in Microsoft Word©. Information from several sources in IFS can be used to combine information and perform a Mal Merge with a complete set of customer contact data.



Part of a complete enterprise asset management (EAM) system, our asset components enable you to anticipate and adapt to the rapidly changing demands of the world around you. Easy to work with and access, the solution contains the comprehensiveness and depth of functionality that you need for day-to-day asset requirements as well as continuous development and improvement.



IFS TOWER

N	IAIN	ITEN	IANC	E			Mapping		
					Sales and Operations Planning		Service Quotation Mangement		
	Consolidation	Employee & Manager Self-Service			Material & resource Planning		Service Contract Management	Overall Equipment Effectiveness	
	Business Planning	Time & Attendance			Visual Planning & Scheduling	Demand Forecasting	What-If Scenario Explorer	B2B Contracting	
	Cash Flow	Expense Management		Project Reporting	Configure & Make to Order	Supply Chain Planning	Dynamic Scheduling	Complex MRO	API & Access
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	elnvoice	Health & Safety	Commissioning	Project Budgeting & Forecasting	Project Based Manufacturing	Sales Order	Call & Case Management	Preventive Maintenance	B2B
	Accounts Payable	Qualitrication & Employee Development	Compatible Units	Planning & Scheduling	Discrete Manufacturing	SRM & Procurement	Product Estimate Management	Maintenance Planning	Lobby
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	IFS Financials™	IFS Human Captial Management™	IFS Engineering [™]	IFS Projects™	IFS Manufacturing™	IFS Supply Chain™	IFS Sales & Service™	IFS Maintenance™	IFS Business Enablers™



Accounting Rules

IoT Business Connecto

Process Models

Management

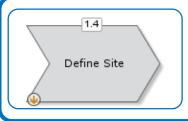
SCOPE TOOL IFS MAINTENANCE TM 1-20

ENTERPRISE MANAGEMENT (APPLICATION BASE SETUP)

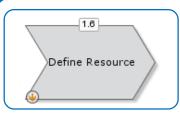


A work time Calendar is made up of Schedules and optionally a Schedule Exception. At least one Schedule has to connected to a Calendar to make it work. Schedules cannot be overlapping. All days that are not covered by a schedule, either before / after the first / last schedule date or between different Schedules, is considered as non-work days.

When a calendar is defined, it has to be generated to work properly. A calendar generation affects the components that are using that calendar. This might have a huge impact on stored data and should be carried out with caution.



The site represents a logistical entity within a company. It is a geographical location where logistic processes are performed and is the access point for suppliers and customers. On site several default parameters valid for the site are set. General parameters such as address, time zone and calendars but also specific parameters for Maintenance, Manufacturing, Inventory, Sales & Procurement and Rental for the site. Users must be granted access to sites to see and maintain its data (parts, orders etc.). Logistic processes create (financial) inventory transactions that are handled by Finance. The Site is the 'owner' of objects, work orders, customer orders, inventory parts etc.



Resources are everything that makes up capacity that can be used in planning and execution processes in IFS Applications. Resource Types are Machine or Machine Groups, Person or Person Group, Tool & Equipment or Tool & Equipment Group. Resource can participate in Maintenance, Projects or Manufacturing processes. Resources make it possible to get an overall view for the resource utilization and/or planning, combining capacity requirements or allocations from different functional areas.



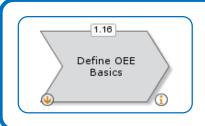
SCOPE TOOL IFS MAINTENANCE TM 2-20

ENTERPRISE MANAGEMENT (MRO & FLEET OPERATIONS)



This process is used to enter basic data for NATO Codification Standards and the basic data defined here is required to create both NATO Stock Numbers (NSN) and NATO Commercial and Government Entities (NCAGE). Countries that participate in the NATO Codification System (NCS) follow common standards and techniques to assign NATO Stock Numbers (NSN) to items of supply in their defense inventory. This process contains the definition of NATO Stock Numbers, connecting NATO Stock Numbers to parts in IFS/Part Catalog, and maintaining the NSNs. Under this program equipment components and parts of the military supply systems are uniformly named, described, classified, and assigned a NATO Stock Number. These stock numbers and item descriptions are published in supply catalogues and repair parts lists and are used as the key identifiers within logistic information systems. It facilitates interoperability, curbs duplication (both within nations and between nations), permits interchangeability and maximizes logistics support in the most economical manner possible.

ENTERPRISE MANAGEMENT (SERVICE & MAINTENANCE)



OEE (Overall Equipment Effectiveness), is a specific module in IFS Applications to manage the effectiveness of Work Center (Production / Manufacturing). OEE supports manufacturing enterprises with highly functional and easy-to-use features in the areas of production reporting and production follow-up which analyses major losses in equipment performance and reliability. Define OEE Basics process is used to register the basic data required to run IFS/OEE. Once you have registered OEE basics, production reporting and follow-up of the equipment in your enterprise can be performed.

- 3 (three) important factors will be captured (managed) in OEE:
- Availability
- 2. Performance
- 3. Quality

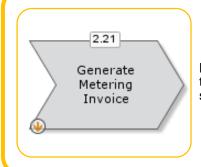


Define Maintenance Basics process is used to setup Maintenance module in IFS Applications. Defining Organization Basic Data & Equipment Basic Data is mandatory and other optional processes and activities which should be performed according to the user requirements are defining basic data of Maintenance, Work Order and PM, Mobile Work Order, Work Task, Maintenance Standard Administrator Groups, PM Grouping Rules, Part Certificates and Structured Failure Management.

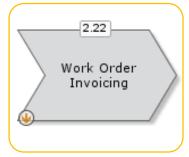


SCOPE TOOL IFS MAINTENANCE TM 3-20

FINANCIAL MANAGEMENT (SERVICE & MAINTENANCE)



Metering Invoice is used in IFS/Service Management and this functionality is used in IFS Applications to record the usage (e.g. cubic meter of gas) of Equipment. Based on this Metering Invoice, invoice can be generated and sent to Customer. Metering invoicing can either be done at a certain time interval or based on the usage



Work Order Invoicing is process to create invoices from Services (and Spare Parts) that are rendered to customer via Work Order.



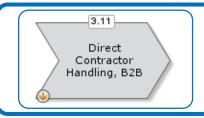
SCOPE TOOL IFS MAINTENANCE TM 4-20

SUPPLIER RELATIONSHIP MANAGEMENT (SERVICE & MAINTENANCE)



It is possible that external party (Sub Contractor) is needed to perform certain task in a Work Order. Tender Handling is the process to select Sub Contractors for a specific Work Order. This Tender Handling is done via B2B (Business-to-Business) functionalities in IFS Applications. The Sub Contractors can send their response, required documents via Web interface.

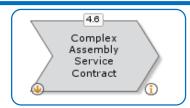
After selection, one Sub Contractor will be awarded to perform Work Order Task.



Direct Contractor Handling is to appoint directly Sub Contractor via B2B functionalities in IFS Applications. The Sub Contractor (without selection process) is awarded (given) Work Order task.

SUPPLIER RELATIONSHIP MANAGEMENT (MRO & FLEET OPERATIONS)

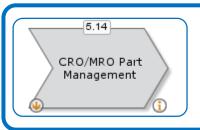




Complex Assembly Service Contracts are used to define pricing rules and conditions that are applied when invoicing MRO customers. The advantage that an complex assembly service contract has over a normal customer agreement is that the pricing rules and conditions can be defined to individual positions of a product structure within the same service contract whereas in a normal customer agreement the rules and conditions apply to all the objects in a structure (if chosen to do so), i.e., individual pricing definitions are not possible.

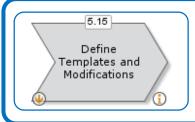
SCOPE TOOL IFS MAINTENANCE TM 5-20

PART & EQUIPMENT MANAGEMENT (MRO & FLEET OPERATIONS 1-2)



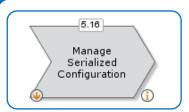
IFS/Complex Maintenance, Repair, and Overhaul (IFS/Complex Assembly MRO) covers a wide array of activities, from minor service requests for vehicles and machinery to complex overhauls—for example, Aircraft engines—that require an advanced-technology infrastructure and a highly skilled workforce.

The goal of the IFS/Complex Assembly MRO business solution is to support maintenance for complex equipment and machinery, such as main aircraft engines and auxiliary power units (APUs).



Templates are used for configuration control and are the basis for the creation of all serial structures. The templates contain the generic structure for a specific template part and the valid alternates to be used within the template.

The need for modifications typically arises as a result of new technology, safety demands, quality demands, etc., that the manufacturer of an equipment has specified or developed (as a Service Bulletin), or because of repeated errors or damages. It may also be a result of required changes issued by the authorities (as an Airworthiness Directive). A modification leads to an occasional maintenance event that will be executed, within certain time limits, on all or selected serials. The modification process can also be used to control other types of one-time events that will be executed on all or some serials.

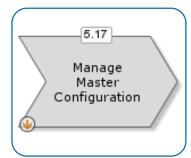


The Manage Serialized Configuration process consists of three sub processes which cover the registration of serial instances of a part number and the connection thereof into serial structures. This process also allows for historical usage, SB/AD embodiments and the accomplishment of previously completed maintenance activities to be recorded.

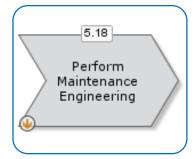


SCOPE TOOL IFS MAINTENANCE TM 6-20

PART & EQUIPMENT MANAGEMENT (MRO & FLEET OPERATIONS 2-2)



Process of Master Configuration is to manage Part (Engineering) Configuration of Equipment objects that are used in MRO and this Manage Master Configuration process is made up of three sub processes which covers the definition of serialized parts and the creation and maintenance of template structures in Fleet and Asset Management. These three sub processes are; Define Serial Part Information, Define Template Structure and Maintain Template Structure.

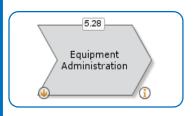


Process of Perform Maintenance Engineering is to manage Part (Engineering) Revision of Equipment objects that are used in MRO. This consists of the sub processes; Maintain Serial Structure, Resolve Structure Mismatches, Perform Reliability Analysis, Qualify Requirements, Prioritize Requirements, and Manage Maintenance Requirements.



SCOPE TOOL IFS MAINTENANCE TM 7-20

PART & EQUIPMENT MANAGEMENT (SERVICE & MAINTENANCE)



All equipment that will need to be maintained need to be entered as equipment objects in IFS/Equipment. Maintenance Organizations (departments), locations, systems, functions and groups of objects can also be entered as equipment objects.

Equipment objects in a facility can be of two different types, functional or serial. A functional equipment object is often viewed as a location or a function. Once a functional object has been created, it should not be moved to another place in the facility. A functional object's object level should reflect its location or position in the facility.

Objects that must be mobile within the facility, for example an electrical motor, should be established as serial objects. Serial objects can be moved between different locations within the facility and can also be moved into inventory.

To all types of object you can connect technical data, documents and drawings and spare part information.



There are Tools/Equipment that is used to support a maintenance plan or individual work orders assigned to perform different types of preventive and corrective maintenance. For instance, if Work Order is issued to perform a Non-Destructive Testing on certain Equipment, Infra-Red (thermography) Tool can be used to do that. This thermography will be registered in Tools/Equipment administration. The benefit of registering Tool/Equipment is to be able to track down where the Tool/Equipment is, and also to book cost of usage and possibility to invoice customer based on usage of Tool/Equipment.



Linear Asset is a solution to use when designing and maintaining linear assets, such as rail ways, roads, pipelines and power lines. On a linear asset it is possible to create segments, elements and make connections between different linear assets. It is also possible to make business object connections to elements. It is also possible to create sections that holds pre-postings for the linear asset.

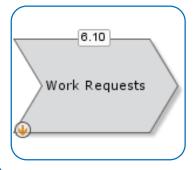


SCOPE TOOL IFS MAINTENANCE TM 8-20

DEMAND PROCESSING (SERVICE & MAINTENANCE)



Sales process (Invoicing) of Customer via Service Contract or Work Order. This process will use combination of Sales Part and Customer and therefore the Customer Price hierarchy will also be applied to this process.

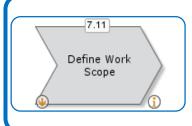


A work request is a direct entry of work order in IFS/Preventive and Corrective Maintenance. A work request contains a short description on the request, information on the maintenance organization, and information on the person who entered the information. The work request is used in IFS/Maintenance, and in IFS/Service Management.



SCOPE TOOL IFS MAINTENANCE TM 9-20

PLANNING (MRO & FLEET OPERATIONS 1-3)



Define Shop Visit Work Scope is where you define the maintenance level for a position part, e.g. an airplane engine requiring service. For a particular Shop Visit, the customer requests some type of maintenance service. The maintenance may be standard services offered by the vendor or pre-negotiated services for the customer. These pre-negotiated services are defined within the customer's agreement. Some parts also involve complex configurations and require the IFS Vehicle Information Management component to define and maintain this information. The IFS Vehicle Information Management component keeps track of each configuration and the usage of all parts within the configuration. In addition you are able to define rules for life limitations, interval based maintenance and all applicable modifications for a complex part configuration in IFS Vehicle Information Management.



CAMRO (Complex Assembly Maintenance Repair and Overhaul)/ CRO Handle Order Structure is the process to handle Order Structures in MRO solution.



This sub process handles creation and approval of operational budgets. The forecast is calculated per maintenance group, per vehicle, and for all sub parts in the vehicle part structure. The calculation also provides estimates on necessary maintenance for each maintenance event code per forecast year.



SCOPE TOOL IFS MAINTENANCE TM 10-20

PLANNING (MRO & FLEET OPERATIONS 2-3)



This process handles the scheduling of a heavy maintenance visit. Scheduling a maintenance visit allows planners and floor managers to assign tasks to resources for execution so as to ensure the optimum usage of resources, and to ensure that required dates can be achieved. Scheduling allows managers or team leaders to schedule the contents of the maintenance visit based on the current information available in terms of resources, facility capacity, facility constraints, physical access constraints and material availability.



This process handles the preparation for a heavy maintenance visit. Preparing a maintenance visit allows:

- Both service providers and operators to agree on the primary event codes to be assigned to the maintenance visit, upfront.
- Optimized packaging of visit contents.
- Inclusion of all maintenance, overhaul and repair requirements, i.e., interval maintenance, life limited part (LLP) replacements, Out of Phase (OOP) component inspections, Service Bulletins (SBs) etc, into the package.
- Scoping of the work content based on predefined maintenance event code and task card relationships and a
 dynamic grouping and arranging criteria to determine and create visit structures based on execution logic
 templates.



The Scope Maintenance Visit process consists of the sub processes Perform Due Calculations and Define Maintenance Visit. Following is a description of each sub process.

Perform Due Calculations sub process handles the different types of due calculations that can be performed.

Define Maintenance Visit sub process is used to define a maintenance visit prior to the actual visit occurring. During the planning stage of the visit, a maintenance slot can be defined in the system and then as the needs and requirements for the visit are firmed up and established, events can be added and removed from the maintenance order (work package).



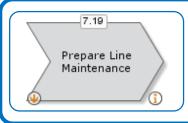
SCOPE TOOL IFS MAINTENANCE TM 11-20

PLANNING (MRO & FLEET OPERATIONS 3-3)

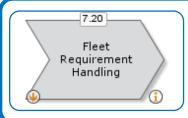


The process comprises of the conversion of OEM task cards into the IFS Applications structure to enable maintenance activities to be successfully completed. Against these task cards various task specific attributes are set including, sign-off requirements defined per license type, the BOM required per task card, any specific Tools and Test Equipment/GSE needed, the recommended duration of the task and also connections to Illustrated Parts Catalogues and Air/Component or Engine Maintenance Manuals.

Once the task cards and in certain cases sub-task, have been defined it is possible to connect these task cards to one or more maintenance checks, in this way ensuring that the requirements of the task card is defined once but used by many maintenance checks.



This process is used to identify maintenance opportunity and scope. Planners need to prioritize pending tasks from the pool of maintenance actions maturing within a time horizon defined in the both in the maintenance plan and for modifications along with all pending faults, life limited parts (LLPs) and condition limits. Mandatory modifications and critical faults are typical examples of tasks that must be prioritized. The available window of opportunity is a major factor in determining which maintenance checks and task to perform.

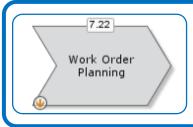


This process includes the analysis of reported faults occurrences along with any QA feedback of the inspected fault details allowing for improvements in corrective actions as part of the closure of defects/faults. The process also supports changes and adjustments in approved Maintenance Programs allowing for the achievement of better reliability and up-time of assets.

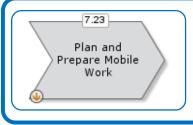


SCOPE TOOL IFS MAINTENANCE TM 12-20

PLANNING (SERVICE & MAINTENANCE 1-2)



Work order planning is the process which includes preparing Resource requirements(Person and or Tool/Equipment), Material, estimating budget and pricing to invoice Work Order at later stage.



The process is to plan and assign Work Order to a specific Assignee (Person) in mobile Work Order.



Managing safety environment to perform work order by means of requesting / administering required Permits and Isolation of work order environment.



SCOPE TOOL IFS MAINTENANCE TM 13-20

PLANNING (SERVICE & MAINTENANCE 2-2)



PM (Preventive Maintenance) planning is the process to plan preventive maintenance actions based on Calendar (Periodic), Condition (Predictive) or certain Event.



Process of setting up maintenance policies on how a certain equipment object, tool/equipment, or linear asset is maintained, where the purpose is to strive for a higher uptime of equipment to run almost continuously while ensuring smooth running and to meet regulatory requirements.

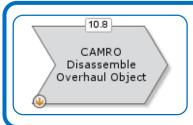


Operational plan represents the productive work plan for an equipment structure and used to schedule work orders and PM actions using Maintenance Planning Board. It mainly consists of a time schedule of operations that are planned called "operational plan items".

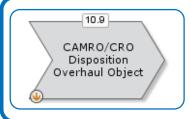


SCOPE TOOL IFS MAINTENANCE TM 14-20

EXECUTION (MRO & FLEET OPERATIONS 1-5)



This process is to perform Disassemble manufacturing process of Serial Object from MRO solution. Shop Order with type Disassemble will be created to perform this operation.



This process is to perform Disposition manufacturing process of Serial Object from MRO solution. Shop Order with type Disposition will be created to perform this operation.

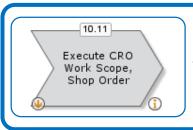


For the given Shop Order type (Disposition, Disassembly, etc.), shop order will be created. The CMRO/CRO will be connected to Shop Order for its execution.

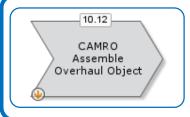


SCOPE TOOL IFS MAINTENANCE TM 15-20

EXECUTION (MRO & FLEET OPERATIONS 2-5)



This only applies to a CRO where the repair type of Shop Order is selected.



This process is to perform Assemble manufacturing process of Serial Object from MRO solution. Assembly Shop Order will be created to perform this operation.



This process is to identify whether the object is as per the identified standards through a configuration conformance check and to deliver the object to the customer.

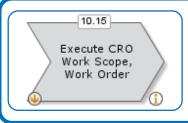


SCOPE TOOL IFS MAINTENANCE TM 16-20

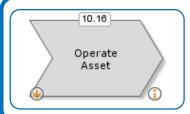
EXECUTION (MRO & FLEET OPERATIONS 3-5)



This process is used to calculate the price to customer based on the work done and the pricing in the customer contract.



This only applies to a CRO where the repair type of Work Order is selected.



The Operate Asset process is made up of the sub processes: Plan Daily Operations, Make Operational Entry and Manage Flight Logs.



SCOPE TOOL IFS MAINTENANCE TM 17-20

EXECUTION (MRO & FLEET OPERATIONS 4-5)



Execute maintenance visit essentially means releasing the various prepared work orders from the work package and executing the work tasks included in each of the work orders. This process includes, executing work order once scheduling of work has been done and resources allocated, report in work order once a work task has been performed, rescheduling of the work scope to take into consideration the additional task durations, requirements and finally, review the various maintenance activities performed and then the extent of testing required to ensure that the asset can meet its certification requirements, once returned to service.



This process handles the dispatching/returning of an asset back to the operator and conclusion of the heavy maintenance visit. Concluding the maintenance visit allows:

- Service providers to report back to operators on work that has been performed against the asset during the visit.
- Service providers to create, review and deliver release documentation.
- Customers or operators to review the completed work package before returning the asset back to service.



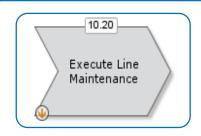
The Maintenance and Cleanup of Data process consists of the sub processes;

- Correct Operational Loggings handles the corrective transactions that can be made to the operational loggings for a vehicle. It is possible to add a missing operational logging, correct an existing one or mark an operational logging as a redundant logging for a vehicle and its components.
- Archive Historical Operational Loggings handles archiving of operational log history that is no longer needed for the daily work to be performed but still needs to be kept in the application for documentation purposes.
- Update Vehicle Condition History handles the corrective transactions that can be made to the vehicle condition history.



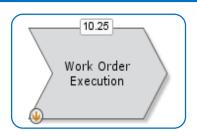
SCOPE TOOL IFS MAINTENANCE TM 18-20

EXECUTION (MRO & FLEET OPERATIONS 5-5



This includes, executing the planned Work Orders until completing and concluding the work.

EXECUTION (SERVICE & MAINTENANCE 1-2)

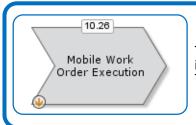


Work order execution includes, performing the planned work through work assignments connected to the work tasks, creating pick lists and issue the parts that are needed for the work tasks, report in actions, time, tool/equipment, expenses, external costs and unissued or returned parts that were not used or replaced and concluding the work orders once everything is done and completed.

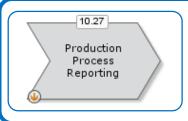


SCOPE TOOL IFS MAINTENANCE TM 19-20

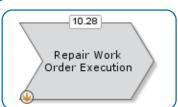
EXECUTION (SERVICE & MAINTENANCE 2-2)



The execution of Work Order from mobile Work Order. Started by Accepting the given Work Task and if travelling is required the Technician will then change the status to On Route and upon completion of Work Task, the Technician will set the Work Task status to Completed from his mobile device.



This process is used to report the events that occurred during the production phase in your enterprise. With IFS/OEE, events such as stop, log, produced, scrap and production change events can be reported on the equipment within your production unit(s). Production change events include occurrences where the production rate or product/quality changed. All event types can be reported manually or received as external events from other production systems using IFS/Connect. IFS/OEE also incorporates the functionality to manually correct external events that do not meet the defined validation rules.



When Work Order is categorized as Repair Work Order the following execution of scenario's will take place:

- Swap (replacement part will be sent to Customer)
- Double Swap (temporary replacement part will be sent to Customer, after the broken part is repaired then then the repaired part will be sent to customer prior to receiving the temporary replacement part)
- Repair to Inventory (broken part is repaired and sent back to Inventory location)



SCOPE TOOL IFS MAINTENANCE TM 20-20

CROSS APPLICATION PROCESSES (MRO & FLEET OPERATIONS)



Fleet reliability Analysis mainly includes, analyzing Historical Data and Analyzing data using pre-defined queries. In analyzing Historical Data process, historical records are analyzed in order to assist you for the registration of new records or as an improvement for existing data. Data query windows are used to analyze data to support the day-to-day tasks and to discover missing data.

CROSS APPLICATION PROCESSES (SERVICE & MAINTENANCE)



This includes performing Object Analysis, Work Order Analysis and Risk analysis. Currently there are 6 information sources based on IFS Maintenance, which are structured and holds information about a specific transaction table in IFS Applications. Those are; Work Order, Work Order Budget, Work Order Planned, Work Task, Work Task Actuals Cost, Work Task Actuals Sales and Work Task Accounting.





Production
Process
Optimization

The Production Process Optimization process is used to perform follow-up and analysis tasks on the equipment within your production unit. Follow-up activities are usually performed daily, in order to, make decisions on how to run a production unit as effectively as possible at present and in the near future. Analysis involves analyzing past production, in order to, draw conclusions for the near future, i.e., couple of months from the present date.



Our business enabler components let you create and enhance relationships, taking advantage of the latest web, mobile and social technologies. You can give employees, customers, suppliers, and other partners personalized, accurate, real-time information through easy-to-use role-based portals, event streams, and built-for-purpose mobile solutions. IFS' business enabler components also allow you to integrate with internal and external systems through web services while ensuring security, performance, and scalability.



IFS TOWER

BUSINESS ENABLERS Mapping ployee & Manas Management Demand Forecasting Supply Chain Planning **API & Access Configuration & Project Finance** Extensibility B2B Planning & Maintenance Lobby **Mobile Solutions** Data Management **Streams Business Enablers™**





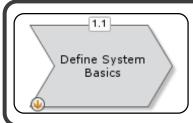
IFS TOWER

				Sales and Operations Planning		Service Quotation Mangement		
Consolidation	Employee & Manager Self-Service			Material & resource Planning		Service Contract Management	Overall Equipment Effectiveness	
Business Planning	Time & Attendance			Visual Planning & Scheduling	Demand Forecasting	What-If Scenario Explorer	B2B Contracting	
Cash Flow	Expense Management		Project Reporting	Configure & Make to Order	Supply Chain Planning	Dynamic Scheduling	Complex MRO	API & Access
Project Finance	Payroll Administration	Project Deliverables	Risk Management	Component Repair	Inventory Replenishment	Field Service & Mobile	Vehicle Management	Configuration Extensibility
elnvoice	Health & Safety	Commissioning	Project Budgeting & Forecasting	Project Based Manufacturing	Sales Order	Call & Case Management	Preventive Maintenance	B2B
Accounts Payable	Qualitrication & Employee Development	Compatible Units	Planning & Scheduling	Discrete Manufacturing	SRM & Procurement	Product Estimate Management	Maintenance Planning	Lobby
Accounts Receivable	Training Management	Asset Design	Project Management	Batch Process Manufacturing	Shipment Management	Sales Configurator	Work Order	Mobile Solutio
Fixed Assets	Recruitment	Engineering Change Management	Sub-Contract Management	Repetitive Manufacturing	Rental Management	Web Store	Linear Assets	Data Management
General Ledger	Employee & Organization Management	PDM Configurration	Sales Contract Management	Shop Floor Reporting	Warehouse Management	CRM	Equipment	Streams
IFS Financials™	IFS Human Captial Management™	IFS Engineering™	IFS Projects™	IFS Manufacturing™	IFS Supply Chain™	IFS Sales & Service™	IFS Maintenance™	IFS Business Enable

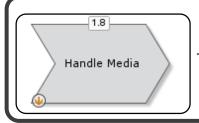


SCOPE TOOL IFS CROSS FUNCTIONALS 1-4

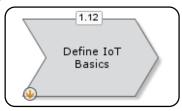
ENTERPRISE MANAGEMENT (APPLICATION BASE SETUP)



Defining system set up for ISO Codes, Entering access to Protected Persons, General Data characteristics, Define printers, Defining data for multi-site Ordering, Create formulas and object connection transformations.



This flow includes basic setup and the enabling the ability to create, edit, view, and delete media items.

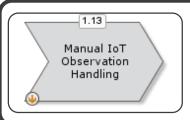


The IoT Business Connector includes the Discovery Manager, IoT Gateway and the IoT Controller. It connects the world of IoT with the world of business applications. It connects the data you gather, and the analysis you perform, to actions and business processes, so that you can execute these based on IoT insights.

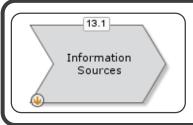


SCOPE TOOL IFS CROSS FUNCTIONALS 2-4

CROSS APPLICATION PROCESSES (BUSINESS REPORTING AND ANALYSIS)



An observation is a result of the data that the sensors collect and that the Discovery environment filters to the IFS back-end systems. An observation can be unknown, received, waiting for review, not executed (marked as error) or completed. The user can also manually set observations to be ignored. The observations comes in from sensors that send information automatically. But if the observation is not executed correctly or is waiting for manual review the user needs to execute all operations within the observations manually.



Information sources are the base component that is used in IFS Business Analytics to design reports using information available in IFS Applications. You can use one or more information source at a given time to design reports as appropriate.

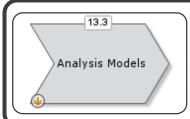


This process covers the definition of the information sources and analysis cubes for the generation of business Intelligence reports.



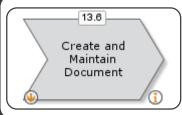
SCOPE TOOL IFS CROSS FUNCTIONAL 3-4

CROSS APPLICATION PROCESSES (DOCUMENT MANAGEMENT)



IFS Analysis Models provide a platform for high performance interactive visualizations from a range of different tools, both from Microsoft as well as from other vendors on the market. The Analysis Models can also be accessed directly from IFS Lobby.

The Analysis Models can be used in many différent scenarios including interactive ad-hóc analysis, fixed format reporting, Interactive dashboards for public use etc.



IFS Document Management is an independent module in IFS Applications, even though it can be integrated easily with any of the other modules. Its main function is to handle and maintain the various types of documentation connected to the other modules in IFS Applications. A document consists of one or more sheets. Each sheet can have one or more revisions. The document as a whole is referred to as a document title and each revision of a sheet as a document revision. You can create a new title or sheet manually and then connect a document file to it. If you have a set of electronic documents, you can use a file import utility to create a new title and sheet automatically for the existing files. After the document information has been registered (i.e., the attributes describing the document), the document itself needs to be developed. You need to edit the document and check in the document; you might want to organize documents in a structure, register originals, create a view copy, or set the document as a template for that document class. As you complete these tasks, you should update the development status and, if the document is part of a document package, register the different milestones as they are reached.



A search is conducted when you need to find a particular word or set of words within IFS/Document Management search domains. Three main search domains are used: Document Attributes, Document Contents and Document Object Connections.

Created Document can be used for various processes and purposes. When you want to email the document, print document, distribute it or lend and many more, there are processes you can follow in IFS Application.

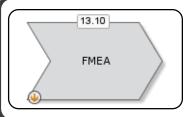


SCOPE TOOL IFS CROSS FUNCTIONAL 4-4

CROSS APPLICATION PROCESSES (QUALITY MANAGEMENT)



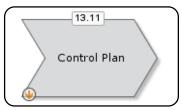
A system of maintaining standards in manufactured products by producing standards and seeing if the products achieve the desired level. In IFS this is done by setting up Audit management and compliances which can be used as a base for Non conformance checking. Followed by managing corrective and preventive actions identified in the previous steps.



Failure Modes and Effects Analysis (FMEA) is where you define function which captures the failure, effects, causes and controls which is an intended purpose of a part or manufacturing process. You can also recommendation action is a suggested action that would either eliminate the cause, reduce the severity, or improve the detectability of a design or process failure before it reaches the customer.







A control plan describes the action that are required in each process plan as part of ensuring product quality. Control plans are applicable to a wide range of processes and technologies, and should be viewed as an integral part of an overall quality program.

A control plan is a description of the system for controlling parts and processes to minimize product and process variation. The purpose is to aid in the manufacture of quality products according to customer requirements.

