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In This Perspective

This Manufacturing Insights Perspective highlights the key wins, product releases, mergers/acquisitions/investments, and partnerships announced by the manufacturing technology vendor community from March 3 to March 16, 2008.

Key Wins

- MicroStrategy announced that The Sherwin-Williams Co. has selected the company's Business Intelligence Platform for reporting and analysis across its 3,325 paint stores. Sherwin-Williams is the largest producer of paints and coatings in the United States.
- Microsoft announced that AliMed, a producer and catalog-based distributor of medical products, has chosen Microsoft Dynamics AX and Microsoft Dynamics CRM as its transaction platform. The company hopes the implementation will help to reduce costs, make purchasing easier for its customers by enlarging its ecommerce channel, and improve both speed and accuracy by integrating all of its customer information into a single database. Microsoft also announced that Clothworks Textiles, a Seattle-based manufacturer of quilting fabric, has selected Microsoft Dynamics NAV to serve as the transaction platform for its business. A designer and distributor of fabric to independent stores around the world, including 3,000 shops in the United States, Clothworks chose Microsoft Dynamics NAV 5.0 over an upgrade of its previous software because of its specific fashion-oriented business needs.
- The StoneEagle Group announced that Innovative Aftermarket Systems (IAS), a provider of software that supports aftermarket programs as well as financing and insurance sales automation, has selected SEcureCard to automate the claims management process for its R.O.A.D. InTire program. SEcureCard is a business-to-business payment solution that provides third-party administrators with an approach for handling claim payments. When a dealer (payee) requests approval for repairs covered under the R.O.A.D. InTire program, the IAS claims department authorizes a unique one-time use SEcureCard MasterCard number for each claim. The payee then receives an electronic authorization complete with the 16-digit number, expiration date, and security code. Once the payee completes the repair and submits the transaction, SEcureCard reconciles the information to the approved claim, and the payment is automatically processed through the administration system.
- Logility, a supply chain management software vendor, announced that C&C Group, a manufacturer, marketer, and distributor of branded alcoholic beverages, has selected its Voyager product to support its forecasting process. C&C Group's beverage brands include Bulmers Irish Cider (ROI), Magners Irish Cider, Tullamore Dew Irish Whiskey, and Carolans Cream Liqueur. C&C has seen significant growth in brand volumes, which resulted in forecasting challenges that led to a search for an application that would help the company predict demand more accurately and increase collaboration within the supply chain planning process. Also, the production of Magners cider still incorporates many of the traditional production processes of 50 years ago combined with the maturation time of several months. This process creates long lead times and additional complexity within the supply chain that can be minimized through better visibility into future market demand.
- Siemens PLM Software announced Algar Plastics Canada Ltd., a manufacturer of point-of-purchase display systems, has selected its Solid Edge and CAM Express software for its design and manufacturing needs over competing products. Algar Plastics is one of Canada's leading display and store fixture manufacturers, operating full plastic, metal, wood, and vacuum form divisions encompassing more than 80,000 sq ft of manufacturing facilities. Siemens PLM Software also announced that Dutch-based IHC Merwede, the global market leader in designing and building specialized dredging material and complex, custom-built offshore ships, has selected Solid Edge and Teamcenter Express software to design customized ships in 3D. IHC Merwede employs approximately 2,000 people in nine different locations throughout The Netherlands and units in China, the United States, India, the Middle East, Russia, and Singapore.
- eXalt announced that CDW has adopted its Selling Platform to improve quote turnaround times. CDW hopes to implement capability to assemble multisupplier bundles to respond to specific requests for proposals. CDW account managers should be able to assemble and present a complete configuration with proper pricing while adhering to design rules for servers without having to consult a sales engineer.
- eFuture Information Technology, a supply chain management software and service company in China, announced that it will roll out the deployment of its ONE DMS, a distribution management application, for Kimberly-Clark (China).
- Plexus Systems, providers of hosted software for the manufacturing industry, announced RFM is implementing its product to facilitate management of its business. The implementation is intended to improve all aspects of RFM's business and manufacturing processes, including engineering, sales/CRM, accounting, quality, production, supply chain (purchasing, receiving/shipping, inventory, supplier assessment), and human resources functions. RFM's primary focus in the first phase of implementation will be on order entry, part tracking and scheduling, inventory control, and better financial reporting.
- Apriso, a provider of business process management software for manufacturing operations, announced that Spellman High Voltage Electronics Corp. has selected its FlexNet product to support control over shop floor operations and to support the firm's lean initiatives. Spellman makes high-voltage power supplies.
- SAND Technology, a provider of enterprise information management software, announced that Procter & Gamble has chosen SAND/DNA for SAP BI for a pilot project to evaluate the benefits of NLS (nearline storage) to more efficiently and cost-effectively manage its multiterabyte SAP NetWeaver BI 7.0 data warehouse.
- Enigma, a provider of service content management software, announced that Korean Air has selected its InService MRO to augment its Oracle Complex Maintenance Repair and Operations (cMRO) implementation, which is designed to facilitate the maintenance of its fleet of aircraft. Korean Air is one of Asia's largest airlines and is the world's largest commercial airline cargo carrier, with a fleet of 124 aircraft.
- Kinaxis, a provider of supply chain management software, announced that Toshiba Matsushita Display Technology (TMD) has chosen to deploy its RapidResponse product across its supply chain with a goal of improving its operations performance. TMD, a joint venture between Toshiba and Matsushita Electric, was established in 2002 and produces LCD displays. As the market demands increasingly smaller, lighter, and more consumer-oriented products, TMD must keep on the