

A Win-Win Strategy for Quality Management & Cost Control

Combining MES & QMS to Lower Costs and Delight Customers

Today, discrete manufacturers are under more pressure than ever to keep costs low and customer satisfaction high. While these priorities may seem to be at odds, best-in-class manufacturers are leveraging a holistic approach to quality management (QM) that enables a powerful win-win for their operations and their customers. **Here's how.**



TOP QM PRESSURES FOR DISCRETE MANUFACTURERS¹

The most common pressures reported by discrete manufacturers reveal that customer-centric efforts to reach zero-defect levels while also keeping costs under control are greatly impacting business.

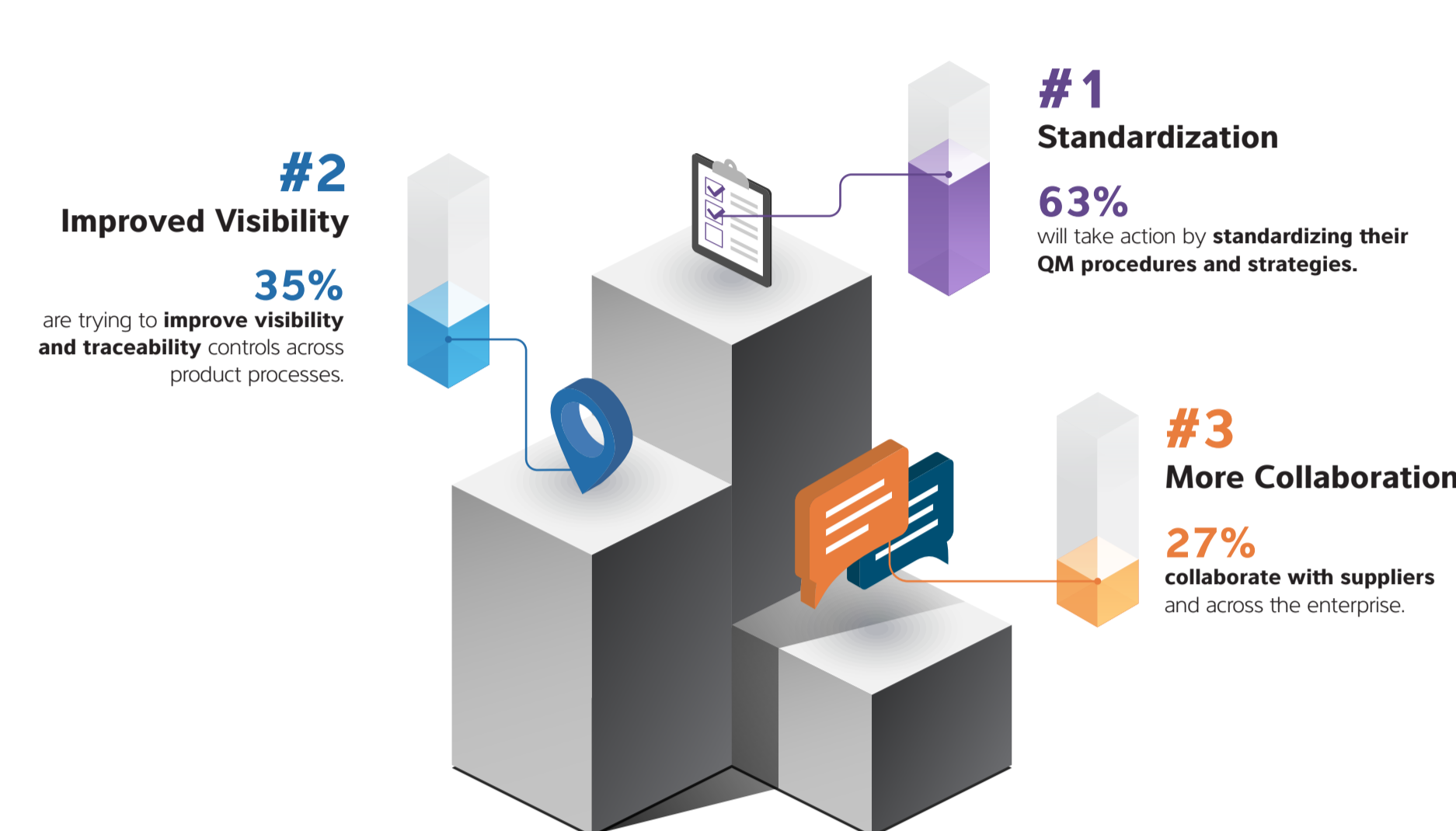
Manufacturers Need To



Manufacturers are now taking action in order to better balance the need for quality and the need for cost-efficiency.

COMMON QUALITY-ORIENTED STRATEGIES¹

In general, discrete manufacturers tend to leverage one of three strategies to quell costs while promoting consistent product quality.



While these are all important QM strategies, the most effective solution for manufacturers seeking lower costs and higher quality is a dedicated and holistic approach to quality management.

A HOLISTIC APPROACH TO CUSTOMER-WINNING QUALITY AT A LOWER COST¹

The elevated performance of best-in-class manufacturers is characterized by a strategic prioritization of quality management. From top senior management to operators on the factory floor, everyone is on the same page when it comes reaching a higher standard of excellence for every product produced, and doing so cost effectively.



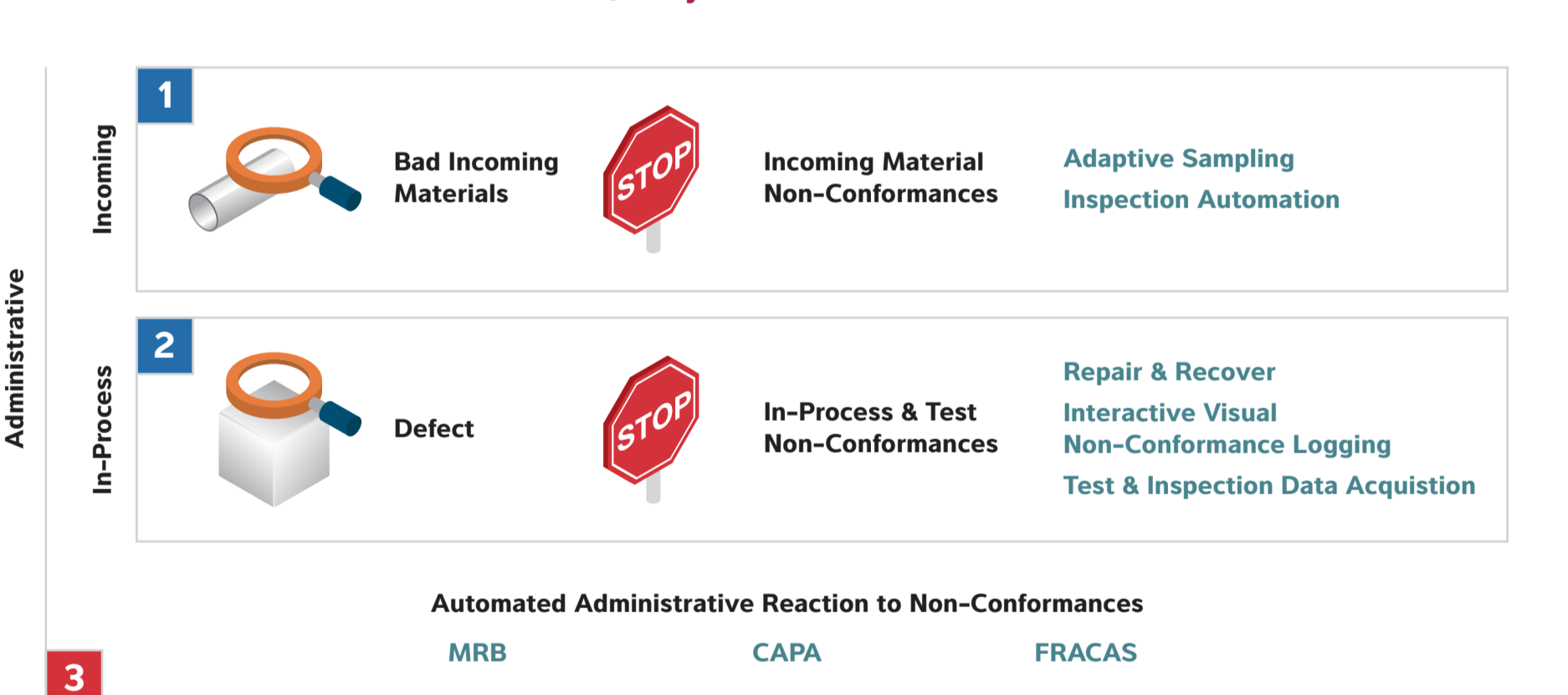
	Best-in-Class	Quality Management in Best-in-Class Manufacturers	All Others
Drive Quality Strategy from Top Down	100%		73%
Centralize Quality & KPI Data	53%		42%
Perform Supplier Audits to Improve Performance	60%		42%
Established Automatic Quality KPI Monitoring	53%		44%
Automate Change Control Management with QMS	80%		55%
Automate Corrective Action/Preventive Action	60%		52%

How do best-in-class manufacturers achieve cost-effective and holistic management of product quality? **With a holistic technology solution.**

MES + QMS: A WINNING COMBINATION

Manufacturing Execution Systems (MES) manage the entire manufacturing lifecycle, while Quality Management Systems (QMS) are instituted solely for managing quality. **By choosing a holistic MES solution with built-in QMS capabilities, best-in-class manufacturers can eliminate discrepancies in reporting, rapidly achieving zero-defects while realizing new efficiencies.**

Automate the 3 Pillars of Zero-Defect Quality



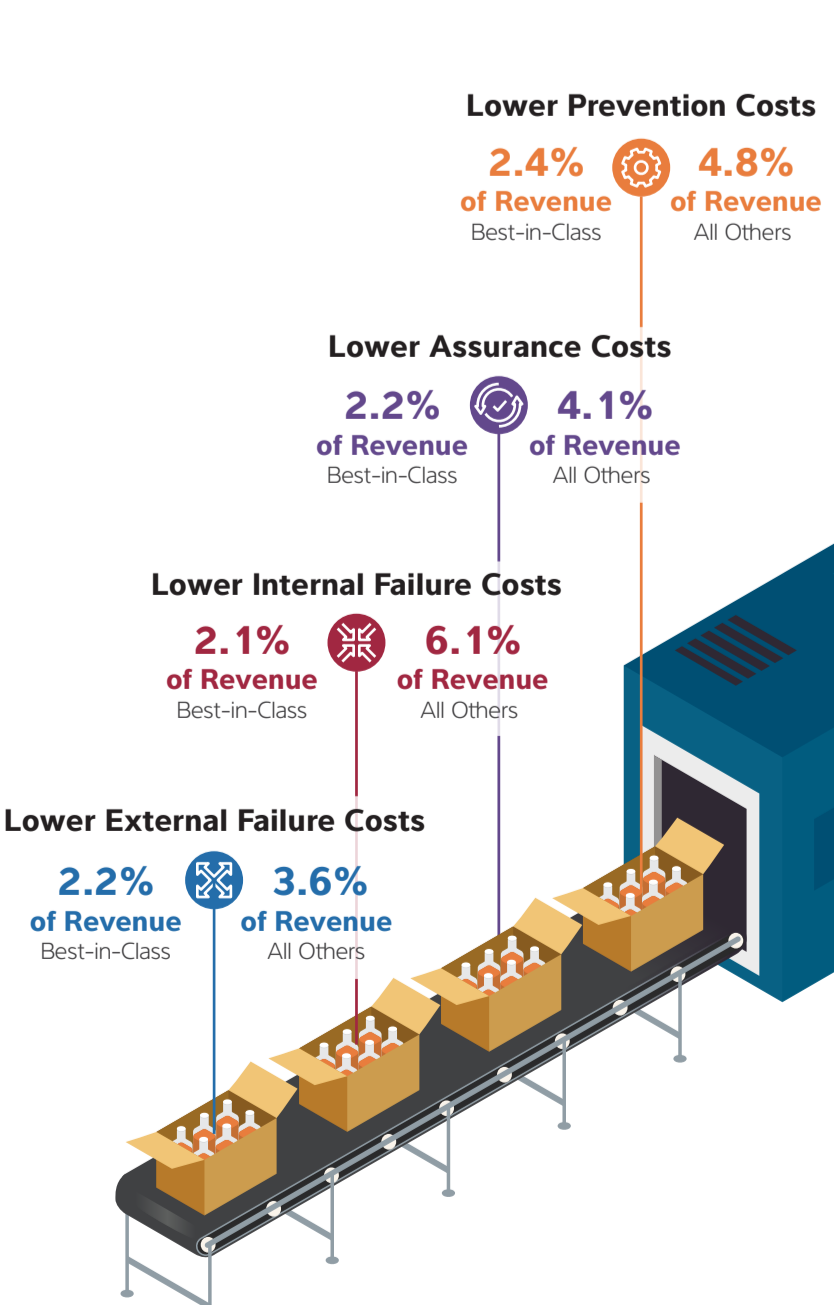
THE COMBINED POWER OF MES & QMS CAN

- Firewall the Factory from nonconforming materials
- Prevent Defects from ever leaving the factory
- Intelligently Revise products, processes, and documents
- Continuously Improve Processes with integrated CAPA, FRACAS, MRB
- Access a Single Source of Truth from the shop floor to the top floor
- Trace & View All Processes both forward and in reverse
- Connect & Collaborate throughout the factory and supplier ecosystem
- Ensure Regulatory Adherence and customer compliance

This holistic MES + QMS solution creates a dynamic win-win for discrete manufacturers and their customers.

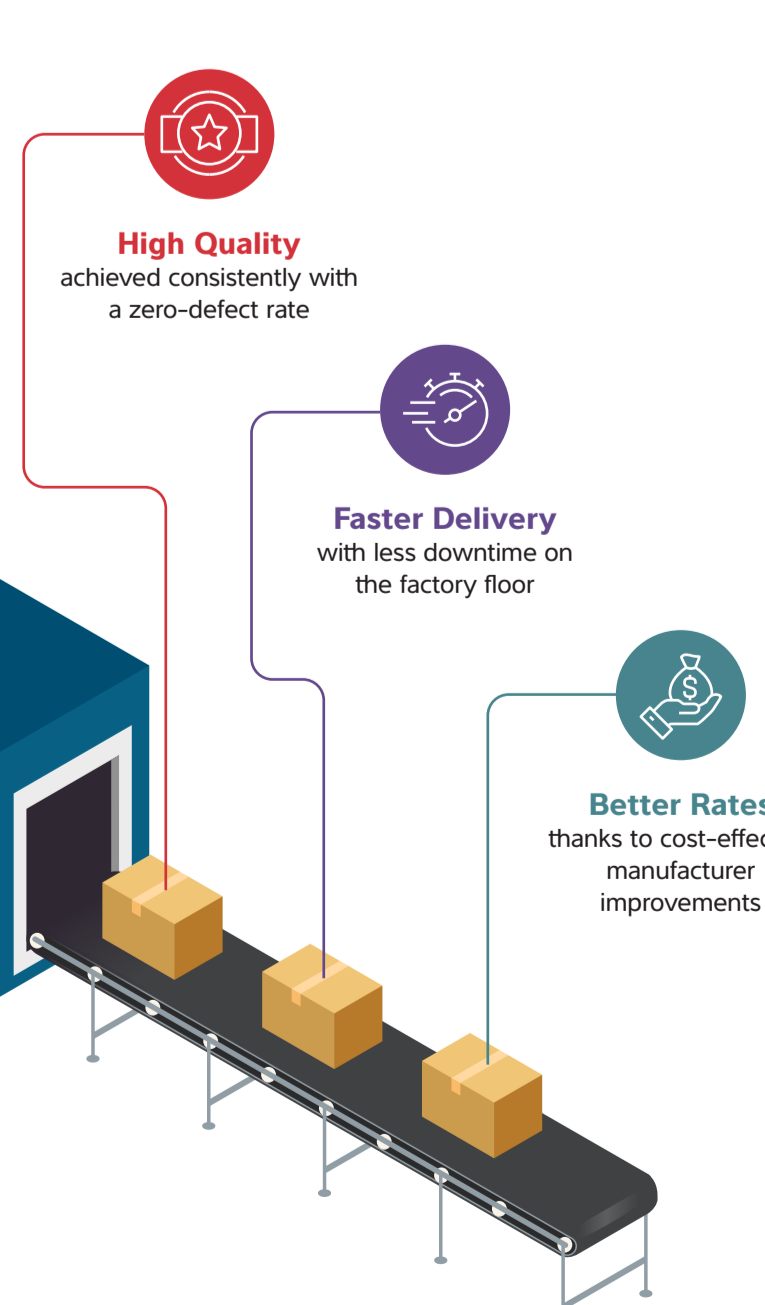
A WIN FOR MANUFACTURERS...

22% Greater MES+QMS Implementation Rates among Best-in-Class Manufacturers Lead to¹



...AND A WIN FOR CUSTOMERS.

Customers of Manufacturers with MES+QMS Solutions are Delighted to Experience



Control Costs & Exceed Expectations with Aegis

FactoryLogix[®]

Aegis FactoryLogix[™] MES includes comprehensive quality management modules that empower manufacturers to eliminate redundancies and errors, reduce product delays, simplify compliance, and improve collaboration and decision-making—all while delighting their customers like never before.



Learn more at www.aiscorp.com.

1. Aberdeen Group