



Microsoft Customer Solution Distribution/Manufacturing Industry Case Study



Haldex Brake Systems: Dynamics AX easily adapts to global geography to simplify complex distribution



Overview

Country or Region:
Kansas City, MO

Industry:
Manufacturing/Distribution

Customer Profile

Haldex North America is a manufacturer of Brake systems for heavy trucks, trailers, and buses with 6 manufacturing plants, 13 service centers, and 2 distribution centers.

Business Situation

They were running on a 30 year old system with 12 year old hardware making replacement difficult. There was a redundancy of work and the reports were sub-par

Solution

To provide a single face to the customer that was quick and accurate with potential to grow with the business.

"When looking for an Axapta implementation partner, we found many who knew how Axapta applications work, but few who knew how to make it work for our business. Solution Partners was our choice and they have made an invaluable contribution in making our investment in a total Microsoft business solution a great success."

-Bryan Long, Project Manger, Haldex Brake Systems



Haldex North America is a manufacturer of brake systems, focusing primarily on heavy trucks, trailers and buses with annual sales of over \$500M. Haldex NA is comprised of 6 manufacturing plants, 13 service centers and 2 distribution centers and employs roughly 1500 people in the United States, Canada and Mexico.



Benefits

- Axapta utilizes XML for Electronic Commerce, which is the foundation by which EDI will operate on in the future
- The company now has all of the corporate data in a central repository, SQL, which provides faster, easier access to information
- Financial systems are all real time, allowing management of the business based on current “in time” data rather than historical
- Haldex is able to provide better Customer Service by having instant access to information about customers, orders, shipments, plant inventories and production schedules
- Haldex now has software to support lean manufacturing, which has integrated EDI releases and the production schedules in the plants
- Advanced Warehousing allows for pull and flow techniques for automatically replenishing from plants or large relining facilities
- Automation of Inter-company transactions reducing the amount of manual work in the process.
- Automated cash application resulting in considerable data processing efficiencies.

Situation

Haldex was running its business on 30 year old business systems, which could only be run on 12 year old hardware, much of which was no longer sold, making part replacement nearly impossible. “We were also running on several different business systems in which were not able to interface, requiring us to manage the same information in multiple business systems, and leading to redundancy of work and out of sync systems” says Project Manager, Bryan Long. It was next to impossible to consolidate financial information for management to utilize for reporting and decision-making purposes.

Solution

Haldex’s goal was to have a single face to the customer, regardless of which location the product/service was coming from, and to have an integrated system that would allow for quick, accurate access to business information. They also wanted a platform that would allow for growth opportunities in the future. Microsoft Dynamics AX has provided the system necessary to achieve these goals. “We now have a business system that links all of our locations to a common solution, giving us a single repository for all business information with quick, easy access to real-time information”, says Long.

The Total Microsoft Solution Delivered

- Sales Order Process Enhancements
 - Implemented 32 Companies, including multiple consolidation companies, still allowing for the “One Face to the Customer” philosophy. Have the ability to enter a single Sales Order which can be shipped from 1 or any combination of warehouses/manufacturing plants/service centers
 - Warehouse Hierarchies



“We now have a business system that links all of our locations to a common solution, giving us a single repository for all business information with quick, easy access to real-time information”, says Bryan Long, Project Manager.



The Total Microsoft Solution Delivered (continued)

- Sharing of Inventory
- EDI/WEB discounting
- Expediting Sales Orders
- Printing to different printers for Pick Tickets and Packing Slips
- Haldex Freight Programs Interface
- Pricing
 - Base, Quotes and Promo's
- Finish Button
 - Allows for entering orders at the same time you are running Batch Pick Tickets
 - Tracking Price Holds, Credit Holds, Invalid Part Numbers
- Finance Changes
 - Unshared Ledgers
 - Shared A/R
 - Implement 5 Financial Dimensions
 - Added Consolidation Accounts to Standardize G/L between US and International Implementations
- Core Management Enhanced for Tailored Solutions
 - Supplemental Items for Core Groups
 - Order Entry to create a Core line for any part that had an associated Core
 - A/R to track Parts and Cores under different Terms
 - Invoicing for all of our different methods of billing cores
 - Pricing
- Fully integrated EDI/Web Solution
 - Purchase Orders (850), Invoices (810), Advance Ship Notices (856), Statements (821), Purchase Order Acknowledgements (855), Schedule Releases (830)
 - 80% of Haldex Aftermarket Orders, OE/OES Requirements and Invoices are EDI, equating to approximately 30,000 transactions per month
 - Integration of Biz Talk Server, communicating with existing EDI solution, applying all business rules before the order enters the system
 - Order Status, Drop Shipments and Pricing on the WEB
- Fully Integrated Inter-company Transaction process



The Total Microsoft Solution Delivered (continued)

- Auto Cash Application
 - Allows for the receiving of information from outside system and applies cash to open A/R
 - Bank Remittances, Payments from our other Systems, Formatted Excel Spreadsheets from Customers
- Lean Manufacturing
 - Allowing Sales Orders for “Build To Order” products to create Lean Order Schedules, triggering the manufacturing process in the Service Centers
- Advanced Warehousing
 - Implementation of Spoke and Hub, pull and flow processes for re-supplying spoke locations.
- Fully Integrated Bar-coding/Scanner System-**ScanWorks™** from Solution Partners
 - Picking/Packing/Inventory Movements/Bin Inquiry/Part Inquiry
 - Overflow Location Management
- Integration of UPS and LTL Software to allow for shipment tracking within Axapta
 - Integrated Software Labels into Shipping Process
- Automated Invoicing from all locations based on shipments made from UPS and LTL
- Integrated Axapta into Legacy systems until such time they can be implemented in Axapta
 - Maxcim
 - Core Bank
 - Returned Goods

Future Plans

- Implementation of Lean Manufacturing in the Plants
- Upgrade to Dynamic AX 4.0
- Upgrade to SQL Server 2005
- Implementation of SQL Reporting Services
- Business Intelligence
- Upgrade to Biz Talk 2006

For More Information

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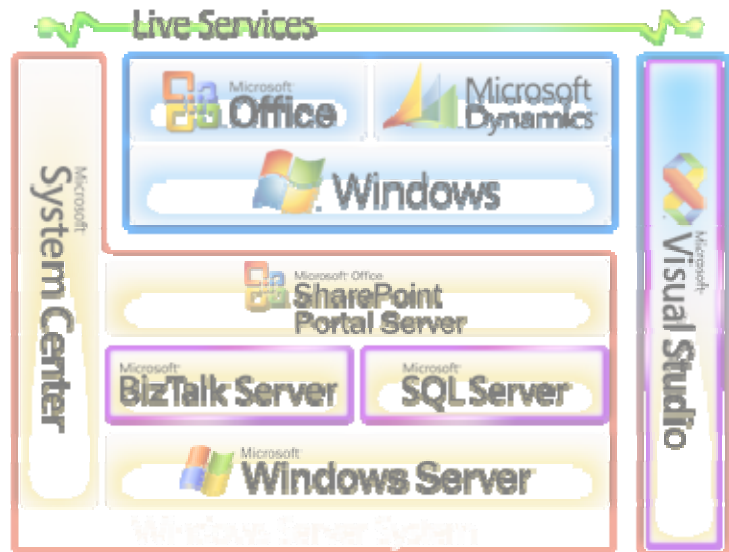
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