

Epicor for

Furniture and Fixtures

Functionality

- ▶ Powerful eCommerce
- ▶ Next-generation CRM
- ▶ Rules-based product configuration
- ▶ Engineering and PLM
- ▶ Advanced Planning and Scheduling (APS)
- ▶ Quality control
- ▶ Product cost

Enterprise Software Fit for the Furniture and Fixtures Industry

The furniture and fixtures industry worldwide is facing new challenges every day. Consumer demand is changing at a rapid pace—reflecting this generation's always-evolving lifestyle. As a result, customers are seeking multipurpose furniture that meets their needs, and product design is becoming more complex and personalized.

The industry is also dealing with new business models and the growing pressure from low-cost manufacturing competitors. Leaders need to manage more global manufacturing networks and supply chains, while making sure they are compliant with quality, health and safety, and environmental standards.

Epicor for Furniture and Fixtures is a global enterprise resource planning (ERP) software solution that can help your business transform these challenges into opportunities for innovation and growth. Epicor is uniquely positioned to manage the requirements of multifaceted manufacturing businesses by supporting simple to complex manufacturing requirements—including full warehouse management, short-run custom make-to-order manufacturing, high-run make-to-stock, and mixed-mode manufacturing with a single comprehensive solution.

Improve Operational Visibility

Epicor ERP is a tightly integrated software solution for identifying and planning the resources you need to capture, produce, ship, and account for customer orders. It provides the ability to access the right information, from the right source, at the right time, empowering all users through the supply chain to make informed decisions. Industry-leading technology makes it possible for manufacturers of all sizes and their suppliers to derive the benefits of real-time collaboration from Epicor solutions.

Putting Customers at the Center of Your Business

Customer-centric strategies are as important to your business today as they have ever been. Epicor Customer Relationship Management (CRM) provides a 360-degree view of the complete customer, supplier, or partner relationship. Epicor CRM broadens the scope of customer information to everyone within and across the organization and to stakeholders beyond. We also recognize that you need to be able to respond to your customers' requests in a fast and efficient way. Epicor Mobile CRM empowers your salesforce by providing mobile access to the entire CRM suite of capabilities on iOS™ and Android™ devices, so they can manage the sales cycle from opportunity to order shipment—anytime, anywhere.

Easy and Accurate Product Configuration

Manage the complexity of selling highly customizable products that include variables like color, finish, material, size, and much more. Epicor Commerce Connect™ offers a comprehensive rules-based configuration tool that provides a fast and efficient mechanism to display all product options on one page—allowing your customers to easily choose their own product specifications without the stress of navigating multiple pages to find the combination that best meets their needs. Fully integrated with Commerce Connect, Epicor Product Configurator enables web-based configurations that can be used for quoting and pricing within the Epicor Commerce Connect™ solution.

Once the order is accepted by the customer, the configuration automatically transfers bill of material and routing requirements along with special instructions to the plant floor for production. It can also optionally transfer configuration results to engineering where engineering CAD documents are created automatically. Use the robust configuration capabilities and extend them to your customers and channel to ensure that customer requirements are met. The parametric capabilities included enable visual confirmation of configuration results.

Many furniture and fixture manufacturers rely on a network of dealers to sell and service their products, but most dealers represent several brands. To differentiate your products and streamline interactions with your dealers for speed, accuracy, and quality, the Epicor Dealer Network Portal is an innovative enterprise solution designed for manufacturers who sell or service products through dealers. Powered by Epicor Commerce Connect™ (ECC) and tightly integrated with your Epicor ERP system, Epicor Dealer Network Portal creates a modern, online experience for your dealers to rapidly configure, price, and quote orders, as well as manage service and warranty needs for your products.

By capturing all dealer activity through a single, easy-to-use portal, you establish a single thread of data that connects all transactions at the dealer with your back-end ERP. You gain full visibility into the business, make it enjoyable for dealers to work with you, and drive business growth as the preferred, innovative brand.

Optimize Planning for Strong Cost Controls

Reduce waste with stronger cost control and management of key cost elements. Good forecasting and demand requirements provide better buying power. Epicor for Furniture and Fixtures includes strong demand management and inventory control alongside material requirements planning (MRP) and purchase suggestions capabilities to provide time-phased material control to reduce raw and finished goods inventory being carried. This enables you to deliver goods just in time.

If your business needs more advanced forecasting and demand planning methods to account for seasonality and trends, for example, the Epicor Smart Inventory Planning and Optimization Platform offers robust forecasting methodologies, optimization techniques, consensus demand, and inventory planning via an easy-to-use web interface accessible through any browser.

Improve Customer Service Through Delivery Performance

Long-term business relationships are at the core of the Furniture and Fixtures industry. Maintaining supplier status requires you to highly control cost and quality, but delivery performance is also critical. For many businesses, production and warehouse visibility have become more complex. They now encompass more expansive requirements such as “what-if” scenarios, multiresource constraints, and—in some cases as a result of workforce diversification—capability-based scheduling (whether employee skill set or machine capability). With visual scheduling boards and multiresource scheduling boards that offer color-coded load, drag-and-drop load capabilities, and drill-down functionality, master schedulers as well as production managers can accurately manage change and respond to overload constraints proactively.

For manufacturers that want to meet and improve delivery times responding to the question, “When can you deliver?”

during the sales cycle, Epicor for Furniture and Fixtures offers true capable-to-promise capability functionality that absorbs the requirements for the sales order into scheduling using appropriate finite capacity and MRP rules to offer an accurate delivery date. Simple acceptance of the sales order moves the requirement into production and procurement.

Using Lean Methodology and Demand Pull Systems to Improve Lead Times and Reduce Waste

Innovative manufacturers who deploy lean methodologies business-wide reap huge benefits in terms of customer satisfaction and overall business performance. For manufacturers looking to reduce wasted processes from the office to plant floor, integrated systems streamline business processes. Additionally, support for cell-based strategies to support key customer requirements as well as on the plant floor, deploying demand pull systems that are based on replenishment principals further JIT material and component efficiencies. Epicor ERP for Furniture and Fixtures is uniquely positioned with fully integrated modules and features such as customer relationship management, supplier relationship management, work-order-less “Kanban” control on the shop floor, lean metrics, and Epicor service-oriented architecture (SOA) to reduce waste in internal processes and ultimately enhance profitability.

Promote Collaboration in the Supply Chain

More than ever, businesses are reaching down into their supply chains to eliminate waste and improve bottom-line results. As global competition continues to drive cost down, supply chain partners are playing a larger role than ever before—and proximity to suppliers can be a benefit. Many businesses are looking for ways to more seamlessly collaborate with suppliers for optimum results.

Epicor for Furniture and Fixtures promotes tighter collaboration throughout the supply chain, maximizing new efficiencies and measurements of supplier performance. Look to automated processes for requesting RFQs, for sending change orders through electronic queues on supplier portals, or more directly through EDI.

Supporting Extended and Global Operations

With competitive pressures driving many businesses to expand globally, manufacturing plant consolidations, and the desire to put distribution centers closer to end consumers, both large and small businesses find themselves suddenly managing multiple sites—often with limited visibility across locations.

Epicor for Furniture and Fixtures has comprehensive multisite capabilities coupled with a global presence to meet your company's requirements for local support. Competing globally and domestically—bridging geographic and strategic diversity and eliminating supply chain inefficiencies—can be accomplished with the technologies to streamline intra- and inter-company processes and communicate quickly and accurately.

When you synchronize complex supply, demand, and fulfillment tasks, you can achieve industry-leading business performance. Epicor for Furniture and Fixtures can help you achieve maximum efficiencies across your globally extended enterprise.

Robust Technology Framework

At the core of Epicor ERP is our industry-leading architecture. It is the foundation upon which businesses execute strategies and achieve objectives, operating seamlessly and effectively in the background and enabling highly optimized business productivity.

Epicor has been a consistent leader and innovator for global ERP solutions built using a state-of-the-art connected systems architecture. Epicor ERP thrives as a high-performing, approachable service that connects people, systems, and processes.

Business strategy today is tightly coupled with technology strategy—and technology is partly responsible for shaping the culture within a company that ultimately drives competitiveness.

Deployment Choice

As your business grows and changes, you need a solution that can grow and change with you. How you choose to deploy your business software shouldn't limit your options—either now or in the future. Whether you are looking to procure your ERP solution on a software as a service (SaaS) subscription basis, as a managed service, or as an on-premises solution, Epicor ERP gives you the freedom to choose.

As the only ERP solution that can be deployed in any manner—on premises, virtualized, hosted, or true cloud in a single version—Epicor is uniquely positioned to enable you to focus on the functional needs of your business without compromise. Epicor ERP has the flexibility to meet your budget profile and to scale up and out, giving you the freedom to change your deployment approach as the business evolves.

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software designed to fit the precise needs of our manufacturing, distribution, retail, and service industry customers. More than 45 years of experience with our customers' unique business processes and operational requirements are built into every solution—in the cloud or on premises. With this deep understanding of your industry, Epicor solutions dramatically improve performance and profitability while easing complexity so you can focus on growth. For more information, [connect with Epicor](#) or visit www.epicor.com.



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