THE MARSHALL-TEICHERT GROUP, LTD. BEST PRACTICES MANUFACTURING PROCESS

Strategic & Detail Planning

Sales Management

Measurement

Execution

CAPACITY REQUIREMENTS PLANNING
- MULTIPLE SHIFTS
- OVERTIME
- OUTSIDE PROCESSING
- ADDITIONAL MANPOWER
- ADDITIONAL EQUIPMENT
- ADDITIONAL SPACE ACQUISITION
- TIME-PHASED CAPACITY ADJUSTMENT
- PLANT DESIGNATION

ENGINEERING
- CONFIGURATION CONTROL
- PRODUCT DESIGN
- ENG. CHANGE ORDERS
- RESEARCH & DEVELOPMENT
- ROUTINGS MAINTENANCE
- ENGINEERING
- SET UP & RUN TIMES
- CAD/CAE INTERFACE
- DESIGN FOR MANUFACTURABILITY
- RULES -BASED CONFIGURATOR

MASTER SCHEDULE
- REPLENISHMENT
- BACKORDERS
- SHORTAGES
- FORECASTED SALES
- ANTICIPATION INVENTORY
- DEMAND TIME FENCES
- PLANNING TIME FENCES
- FINISHED GOODS PLANNING
- MASTER PRODUCTION SCHEDULE BY PLANT
- AVAILABLE TO PROMISE
- FORECAST CONSUMPTION

BUSINESS PLANNING
- FINANCIAL PLAN
- GRAPHICS
- SPREAD SHEET
- SALES PLAN (PRODUCT IDENTITY)
- PRODUCTION PLAN
- MASTER SCHEDULE

BUSINESS PLANNING (CONT.)
- RESOURCE REQUIREMENTS PLANNING
- PERFORMANCE "WHAT -IF" SIMULATIONS
- MODIFY AS NECESSARY
- FEED BACK TO SALES PLAN
- PLANNING BILLS
- FORECASTED SALES BY PRODUCT, DATE & WAREHOUSE

Capacity Issues?

MTG
The Marshall-Teichert Group

Vision, Structure, Discipline

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PRODUCT CONFIGURATOR
- MULTI LEVEL CONFIGURATOR
- RULES-BASED PARAMETERS
- VARIABLE LENGTH INTELLIGENT PART NUMBERS
- CONFIGURED ROUTINGS AS WELL AS B.O.M.s

QUOTES
- ESTIMATES
- ORDER ENTRY
- LOST SALES
- CONTRACTS

SALES ORDER ENTRY
- LEAD TRACKING
- SALES ORDERS
- CREDIT CHECKING
- CHANGE NOTICES
- CANCELLATIONS
- STOCK INQUIRES
- RETURN MATERIAL AUTHORIZATION
- CUSTOMER SERVICE TRACKING

Stock Issues?

SALES MANAGEMENT
- MARGIN ANALYSIS
- PRICING STRATEGY
- MARKETING STRATEGY
- COMPETITIVE ANALYSIS
- PRODUCT RETIREMENT
- SALES REP PERFORMANCE
- MEASUREMENT
- SERVICE LEVEL
- COMMISSIONS

FIELD SERVICE
- ENGINEERING
- PRODUCTION
- SALES MANAGEMENT
- ACCOUNTS RECEIVABLE
- ACCOUNTING
- ORDER ENTRY
- CUSTOMER SERVICE
- RETURN MATERIAL AUTHORIZATION
- Q/A

P.O. — PLANT 1 / PLANT 2 / PLANT 3 — **W.O.** — **INV.** — **B.O.M.** — **M.P.S.**

EXCEPTION REPORTS

MRP LOGIC

AUTOMATIC RELEASES

GENERAL ACCOUNTING
- BALANCE SHEET
- PROFIT & LOSS STATEMENT
- SUPPORTING STATEMENTS
- FIXED ASSETS ACCOUNTING
- MARGIN ANALYSIS
- BANK RECONCILIATION'S
- CONSOLIDATIONS
- BUDGET VARIANCES
- MULTIPLE BUDGETS

ACCOUNTS RECEIVABLE
- CASH APPLICATION
- RETURNS & ADJUSTMENTS
- STATEMENTS
- AGING REPORTS – ANALYSIS
- DISCOUNT POLICY
- INVOICING
- DEBIT & CREDIT MEMOS
- DEPOSITS

PERSONNEL
- EEO REPORTING
- PERSONNEL ADMINISTRATION
- EMPLOYEE EDUCATION & SKILLS INVENTORIES
- EMPLOYMENT HISTORY (CAREER, SALARY & PERFORMANCE DATA)
- BENEFITS DATA MANAGEMENT

COST ACCOUNTING
- VARIANCE ANALYSIS
- BURDEN ALLOCATION
- OVER-UNDER ABSORBED ANALYSIS
- BURDEN RATE MAINTENANCE
- COST BUILD PS
- DEPARTMENTAL LABOR RATES
- COST OF QUALITY
- COST METHODS (STD, ACT, AVG, LIFO & FIFO)
- COST HISTORY
- PROJECT COSTING

ACCOUNTS PAYABLE
- INVOICE-RECEIVING MATCHING
- DEBIT-CREDIT MEMOS
- CHECK PREP, DISTRIBUTION & RECONCILIATION
- DIRECT CHARGES TO WORK ORDERS/PROJECTS
- ACCRUALS
- DEPOSITS
- RECURRING PAYMENTS

PAYROLL
- TIME CARD ENTRY
- CHECK PREP, DISTRIBUTION & RECONCILIATION
- LABOR DISTRIBUTION
- WORKMEN'S COMP. REPORTING
- DEDUCTION MAINTENANCE

PRODUCTION CONTROL
- WORK ORDER RELEASE
- CAPACITY PLANNING
- YIELD ANALYSIS
- REWORK SCRAP ANALYSIS
- PURCHASE REQUISITIONS
- LEAD TIME MAINTENANCE
- SET PRIORITIES -RESCHEDULE
- EXPEDITING
- PROJECT WORK ORDERS

PRODUCTION
- BASIC MANUFACTURING
- PLANT MAINTENANCE
- REWORK -SCRAP REPORTING
- YIELD REPORTING
- LABOR REPORTING
- SHIP FLOOR CONTROL
- CAPACITY REQUIREMENT PLAN

STOCKROOM
- ISSUES -RECEIPTS
- SHORTAGE CONTROL
- CYCLE COUNTING
- PHYSICAL INVENTORY
- PULL SHIPMENTS
- SLOW MOVING -OBSOLETE
- RAW MATERIAL
- RECE PARTS, SUB -ASSEMBLIES
- FINISHED GOODS
- MULTIPLE LOCATIONS TRACKING/ REPLACEMENTS
- USAGE ANALYSIS

PROCUREMENT
- PURCHASE REQUISITIONS
- PURCHASE ORDERS
- VENDOR NEGOTIATIONS
- EXPEDITING -RESCHEDULING
- MULTI SOURCING
- OUTSIDE PROCESSING
- DROP SHIPMENTS
- QUOTES -REP'S
- BLANKET ORDERS
- VENDOR PERFORMANCE

QUALITY CONTROL
- INCOMING INSPECTION
- WORK -IN-PROCESS INSPECTION
- MATERIAL REVIEW BOARD
- QUALITY ASSURANCE
- COST OF QUALITY
- LOT CONTROL
- SERIAL NUMBER CONTROL

SHIPPING -RECEIVING
- SHIPMENTS TO CUSTOMER
- RECEIPTS FORM VENDORS
- RETURNS FROM CUSTOMERS
- RETURN TO VENDOR
- VERIFY COUNTS
- PROPER PAPERWORK

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