



Choices.

Pick Your Platform.

CMS has been a leading provider of ERP solutions on the IBM platform for 18 years, and our reputation for providing robust, integrated functionality among IBM loyalists is unquestioned.

With the launch of **CMSm5**, CMS Software introduces the same reputation for ERP excellence to **Microsoft .net** users. Now, small and midsize manufacturers and distributors can access the first ERP solution engineered from scratch to exploit the power of Microsoft .net.

Our commitment to the IBM platform remains strong with the concurrent release of **CMSi5** - the next generation of java-based software designed to run on the new **IBM eServer i5** family of servers.

Regardless of platform - IBM eServer i5 or Microsoft .net - businesses now have access to the power of a CMSsoftware ERP solution.

We've Got Your ERP Solution.



CMSsoftware:

Vertically Integrated Enterprise Solutions

From its inception in 1986 - before concepts like "supply chain management" and "Demand-Driven Supplier Network (DDSN)" became part of the industry lexicon - CMSsoftware focused on developing a single integrated ERP solution that addressed the fundamental issues facing manufacturers and distributors. Then, as now, these companies need to satisfy their customers, while better managing relationships with, and seamlessly collaborating with their trading partners - all while keeping a tight control on short and long-term costs.

Over the intervening two decades, ever-changing industry requirements; more stringent performance, quality and cost-cutting expectations from customers; and the ongoing bottom-line pressure to perform financially for their stakeholders have forced these manufacturers and distributors to evolve. They have become leaner, demanding more from their people, their processes and their systems. CMS has evolved with them.

In today's extreme business environment, the dominant question supplier must answer is: *How does a*

company not only remain viable, but actually thrive on a playing field where the goal-posts continually move, the margin for error relentlessly narrows and a trio of seemingly conflicting outcomes - better performance, lower prices and higher profits - must be continuously reconciled?

CMS provides the answer: Vertically integrate your supply chain, so that every change in your customer's business immediately and seamlessly ripples through *your* enterprise's planning and operations, as well as those of your suppliers.

That type of control over your supply chain is a function of the amount and quality of the information managers are able to collect, organize, analyze and share, both within the four walls of your business and with your trading partners.

CMS has long offered that capability to IBM loyalists through its CMSi5 solution (formerly CMS/400), and now offer the same to the Microsoft.net community of users, with CMSm5.

ERP Models Today: Horizontal, Best-of-Breed or Vertically Integrated

True "Vertical Integration" is the ability to synthesize technology, information and business processes among trading partners up and down the supply chain. A company's ERP solution is the technological hub through which all this business critical information flows. In other words, ERP is a company's primary means of exerting control in its supply chain.

A manager's ability to monitor every department is enhanced through real-time visibility of all critical data, from the shop-floor to the stock-room and front office. Benchmarking, trend analysis and game-planning are critical to better supply chain decisions, and all are standard capabilities available to CMSsoftware customers.

"Too many ERP products today, particularly from the so-called Tier-One vendors, are all-purpose horizontal backbones that require heavy modifications and rely on vertical 'best-of-breed' plug-ins to meet the particular needs of a given industry," says Brian Angle, CMSsoftware's VP of Sales and Marketing. "There are so many integration, maintenance and long-term staffing issues associated with this approach that it isn't viable for most manufacturers. CMS is different, as we offer our customers all the targeted function they need in a single solution, right out of the box. We provide double the function at half the price."

Angle continues, "Ninety percent of all CMS customers are using our vertically integrated software

with no major enhancements or third party additions. They have no integration issues; no outside consultant fees; and it takes fewer people to run the system, so they have a lower long-term cost of ownership. They have the ideal solution for their business, because all the enterprise functionality they need is designed into the product."

By exploiting the integrated manufacturing and distribution functionality within CMS, companies are able to optimize their resources, maximize their efficiency, reduce costs and meet their customers' expectations. Victor Manufacturing, a CMS customer and Tier-One supplier in the exceedingly demanding automotive industry tests this promise daily.

"On-time delivery, inventory accuracy, machine efficiency, labor accountability and serial traceability---we needed someone to give us the tools to measure these items and improve upon them," said Andy Hrasky, Controller at Victor Manufacturing. "With CMS, what we ended up with was a system that made us more efficient, and in our industry efficiency in reacting to our customer's changing needs is key. And that applies not only to Victor, but to our vendors as well."

With a growing number of industries following the automotive industry's lead, collaboration and cost control has never been more critical and challenging. CMSsoftware is designed for that challenge.

Two Platforms Two Powerful Solutions

The top row of screenshots displays the CMS i5 ERP interface. The central window is titled "1030000 Bill of Materials" and shows a detailed table of materials and their requirements. To the left, a window shows "Active Orders" with a list of customer orders. To the right, a window displays a "Working Area" resource allocation grid with a color-coded Gantt chart and a "Part" details panel on the far right.



The bottom row of screenshots displays the CMS m5 ERP interface. The central window is the "Factory Wizard" for setting up a new facility, with fields for location, type, and address. To the left, a window shows "Update a Standard Order" with a list of order items and their quantities. To the right, a window displays "Credit Control Management Liability" with a summary of financial data and a pie chart showing the distribution of liabilities.



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