



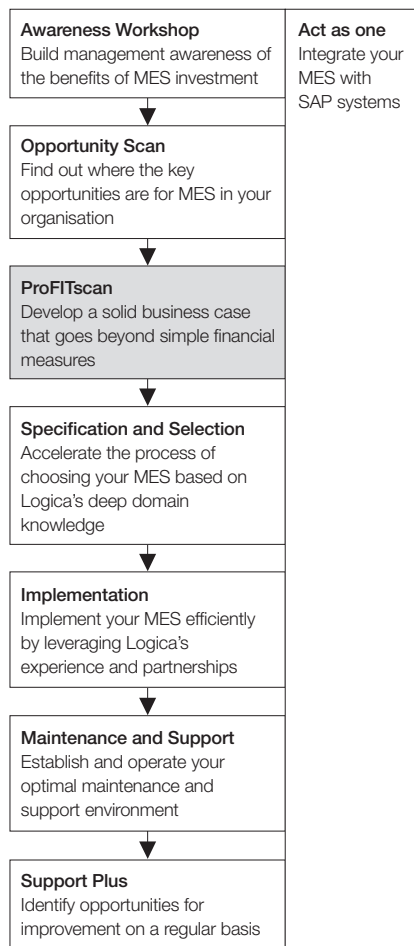
Manufacturing enterprise systems (MES)

ProFITscan

The most important business drivers for investing in Manufacturing IT are:

- Efficiency (cost)
- Effectiveness (quality)
- Compliance and agility
- Visibility.

Asle Kjetil Bratteli from Nutreco Skretting: "Logica assisted us in defining the business case for the investment in a roll out of a MES in all our plants. Their broad knowledge of production and their proven methods were vital for the quality of the result."



Logica's solutions support the complete MES project lifecycle: from initial consideration through to integration with enterprise resource planning (ERP) systems.

With the potential identified where manufacturing enterprise systems (MES) can offer specific improvements, managers need a solid business case before investing.

To be truly compelling and credible, this needs to include more than just numbers.

Based on Logica's experience, the business case should go beyond cashflow statements for MES solutions: it should provide a deeper view of the return on investment by helping management to judge the risks and opportunities that will affect their investment.

Our ProFITscan is designed around interview sessions and a series of workshops involving key stakeholders. These sessions take you through the steps involved in developing a solid business case.

- **Workshop 1:** Uses different scenarios to explore the potential of MES. In some cases, the clear benefits of a particular scenario obviate the need for further sessions. As a result, this first workshop is often called the 'Quick ProFITscan'.
- **Workshops 2 and 3:** Analyse and quantify the costs and benefits of the different scenarios, enabling the full business case to be constructed and evaluated.



Australia	Morocco
Belgium	Netherlands
Brazil	Norway
Canada	Philippines
Czech Republic	Poland
Denmark	Portugal
Egypt	Russia
Estonia	Saudi Arabia
Finland	Singapore
France	Slovakia
Germany	Spain
Hong Kong	Sweden
Hungary	Switzerland
India	Taiwan
Indonesia	Ukraine
Kuwait	United Arab Emirates
Luxembourg	United Kingdom
Malaysia	USA

Depending on the number and complexity of opportunities, the ProFITscan can take from 10 to 15 days over a one month period.

This exercise helps you to identify the right MES opportunities by developing a solid business case that goes beyond simple financial measures.

ProFITscan:

- Gives managers greater certainty about the benefits of a MES solution.
- Enables managers (using a risk and sensitivity analysis) to analyse how the net gains of a project react to changing internal or external factors.
- Makes non-financial benefits tangible.
- Creates a sense of ownership by creating a core team of stakeholders.

The results of a ProFITscan that Logica performed at a manufacturer of speciality foods showed that implementing MES would enable Six Sigma improvement teams to get valuable process data. The ProFITscan also leads to a quick win: a substantial reduction in material left standing between processing stages.

Logica manufactures execution systems integrators in Europe. We provide a full suite of services covering IT and process consulting, system implementation, integration and support. These services are developed and maintained by our European MES Centre of Excellence.

We operate partnerships with leading MES and ERP suppliers and our experience in wireless business solutions brings extra

strengths for those seeking to take advantage of emerging technologies.

Logica takes an active role in the MES community and are members of MESA, the MES industry body, whose growth we help drive in Europe.

Logica also publishes the industry's annual MES Product Survey, an invaluable guide to help companies accelerate their evaluation of potential MES solutions.

Did you know?

- Logica has more than 20,000 man years of experience in the automotive industry, covering manufacturers, suppliers and retailers.
- Automotive and aerospace manufacturers rely on Logica to test their complex embedded software systems, where the software really has to work first time.
- Logica's greenhouse gas reporting system underpins the CO₂ emissions programme of a leading global manufacturing company.
- Logica produces the authoritative survey of the leading MES products, which cuts months out of the product search and selection process, accelerating projects and driving earlier savings for our customers.
- Logica is an active member of MESA International and the driving force of MESA Europe.
- Logica has helped leading global stainless steel manufacturer, Outokumpu, to double their steel production.

Logica is a leading IT and business services company, employing 39,000 people across 36 countries. It provides business consulting, systems integration, and IT and business process outsourcing services. Logica works closely with its customers to release their potential – enabling change that increases their efficiency, accelerates growth and manages risk. It applies its deep industry knowledge, technical excellence and global delivery expertise to help its customers build leadership positions in their markets. Logica is listed on both the London Stock Exchange and Euronext (Amsterdam) (LSE: LOG; Euronext: LOG). More information is available at www.logica.com

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IDT/MESProfitScan/CE/0308/FS

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