



Crowe Metals Accelerator for
Microsoft Dynamics 365™ for Operations Software

The Smart ERP Choice for the Metals Industry



Fully integrated and highly flexible, the Crowe Metals Accelerator for Microsoft Dynamics 365 for Operations software is an industry-specific, scalable, and robust ERP solution specifically designed to meet the unique needs of the metals industry. Building on the strength and adaptability of Dynamics 365 for Operations software (formerly known as Dynamics™ AX), the Crowe Metals Accelerator can help metals companies of all types and sizes manage business processes more efficiently, allocate resources more effectively, and make smart decisions that add lasting value.



Meeting Today's Metals Industry Challenges

The evolution of the metals supply chain is affecting every aspect of the industry. Today's manufacturers are adding new capabilities, new services, and new lines of business while expanding their enterprises both domestically and internationally. As metals companies apply technology to support these changes, the need for a fully integrated and fully capable enterprise resource planning (ERP) platform becomes more acute – and the shortcomings of their aging legacy ERP platforms become more apparent.

Meeting today's industry challenges requires a metals-specific ERP solution that directly addresses the unique business and financial demands of metals companies, and provides a flexible and modern technology platform. The Crowe Metals Accelerator for Dynamics 365 for Operations software is quickly becoming the ERP system of choice for the leaders in the metals industry.

Dynamics 365 for Operations Software – Powerful, Flexible, Transformative ERP

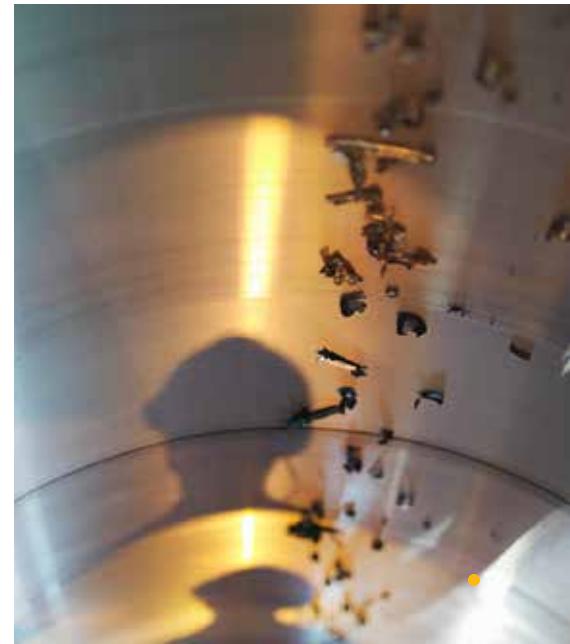
Dynamics 365 for Operations software is a powerful ERP solution that is designed with flexibility and change in mind, built with operational excellence at its core, and focused on enabling businesses to drive innovation.

By delivering tools that are built for the modern workplace, Dynamics 365 for Operations software enables business users to make smarter decisions faster, providing access to real-time insights and intelligence on nearly any device, anywhere. The solution helps organizations grow at their own pace, leveraging the power and flexibility of the Microsoft® Azure® cloud to scale their operations to meet business needs.

- **A truly global solution** – Capable of supporting thousands of concurrent users and business systems in dozens of countries with multiple currencies, time zones, languages, banking and reporting standards, as well as multiple deployment options to support global operations.
- **Enhanced user experience** – Introduces a new concept called “workspaces,” in which an enhanced user interface offers each user an individually tailored view of the business environment, with direct cross-functional access to all relevant activities, processes, and insights.
- **Agile and intelligent** – Allows manufacturers to readily adapt their ERP solution to the way they do business, with specialized industry functionality and embedded business intelligence.
- **Flexible and highly adaptable** – Takes advantage of the inherent flexibility of the Microsoft Azure cloud platform to allow manufacturers to choose from multiple deployment options including cloud-based, on-premise, and hybrid.
- **Better manufacturing through connected operations** – Enables accelerated product introductions, agile shop-floor execution, and intelligent order fulfillment, with global visibility of inventory, manufacturing, and logistics – from anywhere, on any device.
- **Coordinated and consistent** – Provides an integrated approach to manufacturing processes and subprocesses, helping to streamline and coordinate production, supply chain management, procurement and sourcing, and customer service functions.
- **High value, low total cost of ownership (TCO) technology** – Drives down both acquisition and implementation costs, while accelerating return on investment (ROI).

“I knew that Crowe was working with Microsoft, and the Dynamics AX ERP system offered the robust international currency and consolidation capabilities we needed to pursue our globalization strategy.”

– Jeff Young
Vice President,
Chief Information Officer
Haynes International Inc.



Crowe Metals Accelerator – an Industry-Tailored Solution

The underlying strengths of Dynamics 365 for Operations software are enhanced by the Crowe Metals Accelerator, providing a robust, highly specialized ERP solution that offers advanced industry functionality – right out of the box.

Crowe Metals Accelerator offers a number of important, specialized capabilities:

- **Mixed-mode operations** are managed efficiently, accommodating integrated mills, mini-mills, service centers, rolling and drawing mills, toll processors, and fabricators.
- **Workbenches** build on the Dynamics 365 for Operations “workspaces” concept to provide streamlined access to a number of key business processes, including customer service, cut and slit planning, vendor management, inventory control, and outbound load planning.
- **Customer service workbench** provides a 360-degree view of the customer, to enable faster response, better service, and a more proactive customer service approach.
- **Customer order specifications** are linked directly to manufacturing processes, for more accurate requirements, production schedules, and promise dates.
- **Flexible product definitions** are handled efficiently – including variations of physical dimensions, mechanical properties, and chemical attributes – to enable better management of costs, inventory, and production.
- **Melt make-up planning** is optimized for greater inventory usage and optimal quality for melting processes.
- **Quality management** is fully integrated, including the capture of real-time test results during production reporting and automatic certification documentation.
- **Yield planning and tracking** are improved, with automatic flagging of out-of-tolerance materials and full accounting of commodity price volatility.
- **Customized employee profiles** put metals industry-specific reports, data, and business intelligence at your employees’ fingertips.

The newest generation of the Crowe Metals Accelerator enables better customer service, provides advanced production control capabilities, enhances warehouse material management, streamlines cost and margin analysis, and provides actionable analytics and insight for the entire metals supply chain.

AVAILABLE ON
Microsoft AppSource

Crowe Metals Accelerator



Product Information Management

- Manage product dimensions and variants
- Streamline sales, purchasing, and production notes and specifications by product, customer, and vendor
- Track multiple units of measure
- Identify nominal, minimum, and maximum gauge values

Inventory Management

- Inventory by dimension and attribute
- Parent/child lineage traceability
- Actual and theoretical weight tracking
- Remnant and random length tracking
- Enhanced heat and lot management

Warehouse & Transportation

- Streamlined inbound order management
- Advanced cross-docking control
- Support for flexible packaging and bundling requirements
- Integrated mobile device workflows

Sales & Customer Service

- Customer workbenches
- Automatic T&C/certification generation
- Enhanced pricing capabilities
- Prebuilt product configurations
- Kitting and toll processing

Procurement & Sourcing

- Vendor workbench
- Enhanced pricing capabilities, including margin analysis and contract management
- Streamlined outside processing management
- RFQs, sales quotations, and buyout purchase order management

Production Control

- Chemistry and certification inheritance
- Theoretical yield calculations
- One-to-many/inverse bom support
- Customer specification validation
- Streamlined outside processing
- Dimensional transformation factors

Costing & Pricing

- Advanced cost segmentation, visibility, and management
- Surcharge management
- Visibility to product profitability
- Advanced pricing capabilities

Planning & Scheduling

- Max OD/coil break point
- Material optimization
- Order-promising tools
- Interactive graphic planning
- Cut, slit, and melt planning workbenches

Quality

- Material certification generation, traceability, and management
- Comprehensive testing and sampling capabilities
- Nonconformance, quarantine, and disposition tracking
- Claim/rma management
- Integrated quality and production reporting

Crowe Metals Accelerator provides an excellent technology platform for every point in the metals supply chain.

Metals Service Centers, Distributors, and Fabricators

Crowe Metals Accelerator is an ideal solution for metals service centers, distributors, and fabricators. For any product mix – coil, plate, long product, pipe, tube – it can provide the toolset to improve customer service, increase inventory visibility, and better plan operations. Service centers, including those with downstream fabrication capabilities, can use Crowe Metals Accelerator workbenches to strengthen manage their customer relationships, sell more product faster, and closely track margins on an order-by-order basis. A robust projects module, complete CRM and field service features, and heat- and lot-level traceability allow complex assemblies, large industrial projects, and repetitive orders to be managed efficiently with the Crowe Metals Accelerator for Dynamics 365 for Operations software.

Toll Processors

Toll processors require a unique set of technology tools to accommodate their most important business scenarios. The needs of their largest customers, including those in the automotive and aerospace industries, mean toll processors must be closely connected to both suppliers and customers throughout the metals supply chain. Crowe Metals Accelerator delivers constant communication for managing inventory, production specifications, quality, and shipping and receiving, in an integrated ERP and EDI system that can accommodate metals industry requirements.

Producers

The Crowe Metals Accelerator addresses many of the needs of primary metal producers. It offers features such as the melt planning workbench to optimize material planning, integrated production control and quality management to track chemistry and specifications for hot roll, cold roll, or extrusion production. Crowe Metals Accelerator also allows companies to track the dimensional transformation of products through the production process.



Why Choose Crowe?

Here's why more and more metals companies are choosing the Crowe Metals Accelerator and Crowe for their ERP implementation:

- A proven track record of successful Dynamics implementations for many of the world's leading metals companies
- In-depth understanding of the metals industry and a long tradition of providing thought leadership across a broad range of business and management issues
- Proven, proprietary intellectual property that turns the Dynamics 365 for Operations package into a powerful, metals-specific ERP platform
- Faster implementation, greater return, a lower total cost of ownership, and outstanding service from a dedicated team of Crowe professionals

With manufacturing experience going back 60 years, and more than 30 years' experience consulting on technology solutions, Crowe has built a high-performing team of consulting and implementation specialists who are well-versed in metals, and who understand the critical processes that set the metals industry apart from other manufacturing operations.

Gold
Microsoft Partner



“Crowe brings a constant level of new talent and very educated personnel that have the ability to listen to our users and our needs, to understand the product, and to create a solution that will allow us to be successful for the next 15 to 20 years.”

– Jeff Young
Vice President,
Chief Information Officer
Haynes International Inc.



Learn More

For more information about the Crowe Metals Accelerator for Dynamics 365 for Operations software or any other practical, cost-effective business services from Crowe, contact:

Vicky Ludema
Managing Director
+1 800 599 2304
vicky.ludema@crowe.com

If you would like information via email about topics of importance to you, please sign up on our website at crowe.com/emailsignup.

About Crowe

“Crowe” is the brand name under which the member firms of Crowe Global operate and provide professional services, and those firms together form the Crowe Global network of independent audit, tax, and consulting firms. Crowe may be used to refer to individual firms, to several such firms, or to all firms within the Crowe Global network. The Crowe Horwath Global Risk Consulting entities, Crowe Healthcare Risk Consulting LLC, and our affiliate in Grand Cayman are subsidiaries of Crowe LLP. Crowe LLP is an Indiana limited liability partnership and the U.S member firm of Crowe Global. Services to clients are provided by the individual member firms of Crowe Global, but Crowe Global itself is a Swiss entity that does not provide services to clients. Each member firm is a separate legal entity responsible only for its own acts and omissions and not those of any other Crowe Global network firm or other party. Visit www.crowe.com/disclosure for more information about Crowe LLP, its subsidiaries, and Crowe Global.

crowe.com

Microsoft, Dynamics, Microsoft Dynamics 365, and Azure are either registered trademarks or trademarks of Microsoft Corp. in the United States and/or other countries.

The information in this document is not – and is not intended to be – audit, tax, accounting, advisory, risk, performance, consulting, business, financial, investment, legal, or other professional advice. Some firm services may not be available to attest clients. The information is general in nature, based on existing authorities, and is subject to change. The information is not a substitute for professional advice or services, and you should consult a qualified professional adviser before taking any action based on the information. Crowe is not responsible for any loss incurred by any person who relies on the information discussed in this document. © 2018 Crowe LLP.

MD-17004-020A