



## attune for manufacturers™

The post-quota era has fueled the race to globalization. Fashion and apparel manufacturers need a strategic advantage to address today's increasingly time-sensitive opportunities. It takes ready access to a global supply of cost-efficient labor. Along with the real-time visibility, across the entire supply chain, to synthesize the efforts of employees, suppliers and customers.

### Streamlining the path from planning to productivity.

*attune for manufacturers* was created to help small and midsize manufacturers with limited resources — who face the same challenges as larger manufacturers — to meet their core objectives. It is equally valuable to larger manufacturers as an accelerator for the overall reduction of costs and timelines.

Designed to maximize the power of the SAP® Apparel & Footwear (SAP AFS)™ application — and based on the inherent Best Business Practices that have made SAP AFS the de facto standard for industry leaders — it is a proven business platform for continuous, scalable and flexible growth.

Quickly implemented — with predictive costs, timeline and scope — *attune for manufacturers* combines make-to-stock and make-to-order processes in a single, integrated solution. A comprehensive ERP system for managing sales/planning, procurement, production, delivery and finance.

### Exceptional control. For an unforgiving industry.

Identifying the source of hidden costs. Ensuring which orders can be promised, and to which clients. Providing process partners with the tools to increase productivity and responsiveness. These are some of the advantages offered by *attune for manufacturers*. It is engineered for seamless integration with existing investments, and requires minimal ongoing maintenance.

Designed to maximize the rich functionality and exceptional scalability of the SAP® Apparel & Footwear (SAP AFS)™ application, *attune for manufacturers* is a pre-fitted solution that enhances ROI, reliability and flexibility. Small, midsize and large enterprises can all benefit from a consistent global view across all areas of the enterprise, including customers, products, vendors, assets and employees. With a level of visibility and traceability that increases revenues, electronic order rates and inventory turns.

#### **attuned to the vision.**

The attune group was created through the synergy of a major apparel production conglomerate, leading fashion & apparel consultancies, and senior SAP corporate executives. With over a decade of experience as an SAP® solution provider — and a comprehensive offering of full lifecycle services for manufacturers, brand owners and retailers — its mission is to make great fashion companies greater.

## KEY FEATURES

### Make to Order (MTO) Manufacturing

MTO manufacturing production is purely based on specific customer orders. All related *attune for manufacturers*<sup>™</sup> activities are governed by the specific requirements of these orders. The resulting stock, which must be delivered on a specific date, is unique to the customer order. This is key for particular scenarios, i.e. when cutting and sewing operations take place in a single plant, and finished goods stock is moved to a distribution center.

### Make to Stock (MTS) Manufacturing

MTS manufacturing is forecast-driven. The forecasted quantities may be split for delivery by day, week or month. Purchasing is carried out to maximize the order quantities. Items purchased for manufacturing could be used across multiple forecasts, as long as the finished product is the same. Manufactured finished goods are held in stock until the customer places the order — which drives the actual quantity and delivery date.

While offering traceability to the original requirement, *attune for manufacturers* covers the MTS scenarios where:

- Cutting and sewing operations take place in a single plant, and finished goods stock is moved to a distribution center
- Cutting and sewing operations take place in separate plants
- Cutting and sewing of an assortment takes place in two separate plants and finished goods stock is moved to a distribution center
- Cutting and sewing operations take place in two separate plants. A partial quantity of the forecast is purchased from a third-party vendor and the balance quantity is produced inhouse.

## OPTIONAL ADD-ONS

### Master Data Accelerator (MDA)

Both end users and consultants are all too familiar with the painful process of managing a company's master data. A typical process involves creating hundreds or potentially thousands of records. The *attune for manufacturers* MDA is designed to accelerate the voluminous process for creating the following:

- Master grids
- Material masters
- Info records
- Source lists

### Critical Path Management (CPM)

This functionality is designed to effectively manage events related to pre-production and production. A traffic light system is used to depict the status of activities in the Apparel and Footwear lifecycle, using planned dates based on the factory calendar.

### Graphical Planning Tool (GPT)

As the name suggests, GPT provides a visual and flexible interface for management planning. This tool provides an onscreen representation of plant capacities, giving the user the ability to manipulate orders via drag-and-drop, split and merge commands.

## BEST BUSINESS PRACTICES: OUT OF THE BOX

The preconfigured business processes inherent in *attune for manufacturers* enable seamless collaboration between employees, manufacturers and retailers across enterprise boundaries. Benefits include:

### Scalability

Leading multinational brand owners rely on SAP<sup>®</sup> solutions to meet their operational needs, while allowing for acquisitions, divestitures, growth and continued global expansion. *attune for manufacturers* empowers you to further leverage this time-tested and field-proven platform.

### On-time, on-budget Implementation

*attune* and SAP have collaborated on successful fashion-industry implementations for over ten years. By preconfiguring and productizing its service offerings, this partnership is truly co-creating value — for small, midsize and large customers alike — through the delivery of pre-defined solutions at a fixed price with a fixed timeline.

## AVAILABLE FUNCTIONS

### Pre-Order Costing Tool • *attune-enhanced*

- Provides the ability to cost a garment prior to production-related activities

### Sales

- Front-end business management including customer details/types and required functions
- Simplified pricing/discount procedures
- Customer order entry and processing (single and mass)
- Make-to-order and other standard order scenarios
- Credit management — with the ability to set limits and block transactions based on credit status
- Online stock availability monitoring, when processing orders for Customers, Order Management integrated with Available To Promise (ATP)
- Detailed sales information for status and visibility of the order fulfillment cycle

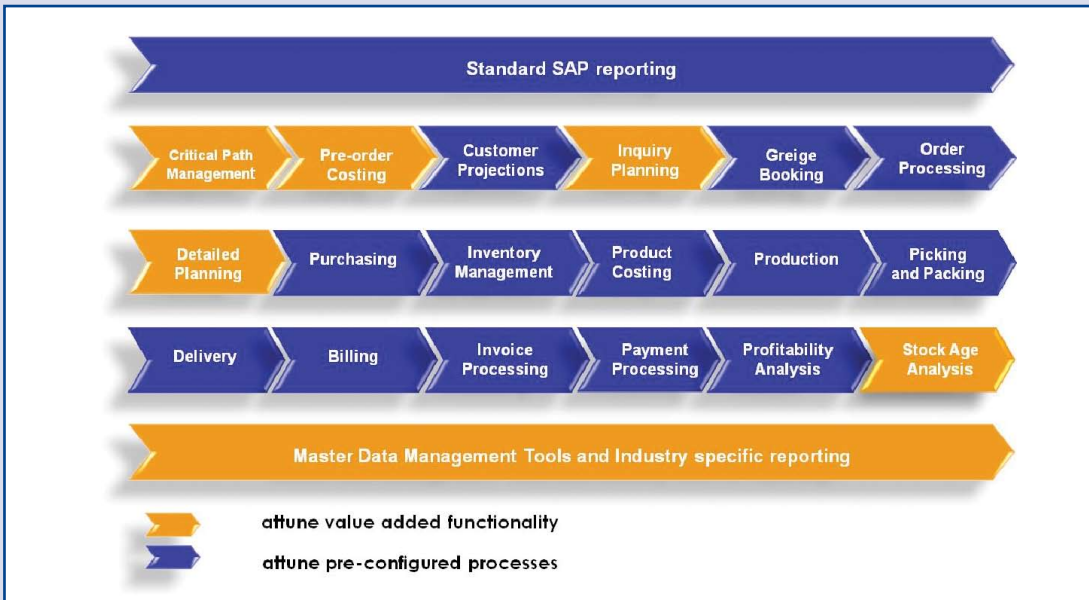
### Material Requirements Planning (MRP)

- On-time procurement/production of required quantities
- Automatic inventory of demand, existing and expected stocks when creating order proposals for purchasing and production
- Automatic compensation for shortages through the creation of appropriate procurement/production elements
- Built-in alerts for critical parts and exceptional situations. Enables the MRP controller to quickly reprocess the results of the automatic planning run in the specific problem area

### Capacity Planning • *attune-enhanced*

- An *attune* add-on — the Tabular Planning tool — eases the management of inquiry and confirmed-order planning

Planning is possible in single or multiple sewing lines.



Planned orders and production orders linked to a customer. Orders appear in an order pool.

Orders are allocated (dispatched) to the required sewing lines

Required capacity for each order is calculated using parameters such as worker efficiency, working hours for the day, standard minute value and number of working hours for the day

Capacity can be represented in terms of pieces per day or standard hours

Eases the ability to replan, and to manage simulations of capacity utilization

#### Procurement

- Management of sourcing from business partners
- Comprehensive pricing procedures handled with ease
- Processing Purchase Orders based on source allocation
- Purchase Order Authorization & Release ensures the right controls are in place
- Management of embellishments such as embroidery (subcontracting)
- Generation of standard Purchase Order Layouts
- Relevant purchasing reports

#### Inventory Management

- Incoming goods receipt and storage
- SKU-level batch information
- Material movement within facilities
- Visibility of stock status
- Physical stock takes
- Three-way matching  
Purchase Order + Goods Receipt + Invoice
- Invoice verification

#### Shop Floor Control • attune-enhanced

- Production orders management
- Picklists generation  
For the issue of accessories and cut bundles
- Scanning function • attune add-on  
Captures items issued from stock, line-in quantities and line-out quantities  
Provides clear visibility of quantities on production shop floor  
Facilitates order confirmation for production orders

#### Finished Goods

- Management of movements at SKU Level
- Optimization of order fulfillment based upon allocation algorithms (ARUN)
- Manage deliveries with Sales Order traceability
- Picking, packaging and goods issue
- Generate customer billing

#### Finance

- Management of day-to-day activities
- Financial reporting
- Management & responsibility accounting
- Profitability analysis  
customers, products and divisions

#### Product Costing

- Costing Management
- Costing Sheets Maintenance

Solely dedicated to the global apparel, footwear, sportswear and fashion industry, the attune group empowers companies at all stages of the fashion value chain to maximize revenue, ROI and supply chain visibility. With over a decade of experience as an SAP® solution provider — for manufacturers, brand owners and retailers — attune's comprehensive offering of full lifecycle services include preconfigured solutions for accelerated SAP Apparel & Footwear (SAP AFS)™ implementations.

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