



Manufacturing: Drive Efficiency and Productivity with Microsoft® Windows® Small Business Server 2003 R2



To stay competitive in a global economy, manufacturers must constantly seek new ways to reduce costs while improving time-to-market, operational efficiencies, and customer service. Introducing the right technology solution can have a significant impact on productivity and efficiency.

Manufacturers are using technology to address common needs such as:

- How can we streamline inventory management?
- How do we get real-time visibility into orders, materials, and production?
- How can we improve supply chain management: managing and tracking distribution, and delivering a seamless experience?
- How can we speed time-to-market?
- How can we communicate information to all employees?
- How do we give customers access to timely, accurate information?
- How can we lower TCO with reliable technology?

Microsoft Windows Small Business Server 2003 R2 (SBS) can help manufacturers streamline supply chain and inventory management, increase productivity, keep operations up and running, and serve customers more professionally.

Designed for businesses with up to 75 employees, SBS provides many of the features used by large

companies—e-mail, Internet connectivity, internal Web sites, remote access, support for mobile devices, file and printer sharing, backup and restore—in one *affordable*, integrated solution.

Achieve Operational Efficiencies

- **Centralize orders, invoices, distribution schedules, catalogs, and pricing information** with an internal Web site that stores core company information, records, and files. Precision Results Manufacturing, a tube and sheet metal fabricator in Ohio, increased productivity by 25 percent by deploying SBS.
- **Reduce costs** with a solution that's easy for IT consultants to install and manage, lowering the costs of managing a network.
- **Stay productive in the field, on-site, or on the road with remote access** to e-mail, internal Web sites, network files, and even business applications. For example, Brooklyn Brewery increased sales productivity by 10 percent using SBS's remote access capabilities.
- **Run applications of choice**, with a powerful database that supports the largest selection of business software applications. (Premium Edition only)

Improve Vendor, Customer, and Manufacturer Rep Communications

- **Stay up-to-date with vendors, customers, and manufacturer reps in the office or on the road** with round-the-clock access to business e-mail, calendars, contacts, internal Web sites, network files, business applications, and more. SBS also integrates with Windows Mobile®-powered devices.

- **Present a professional image** with tools to help manufacturers create a strong brand for their company, including a customized Web site and personalized communications, to increase credibility with customers.
- **Build customer loyalty** with one-to-many e-mail capabilities and a contact database, enabling manufacturers to announce new products, distribute product updates, communicate special offers, and more.
- **Extract real-time business intelligence** by giving manufacturing, sales, and financial managers real-time views into supply-chain, inventory management, and financial applications using the internal Web site. SBS can be customized to deliver up-to-date business information, allowing faster decision-making—and more efficient business processes.

Keep Daily Operations Up-and-Running

- **Protect sales and revenue reports, customer profiles, and inventory logs** with a more secure infrastructure that includes built-in firewall protection and security-enhanced remote access.
- **Avoid losing critical data** with automatic data backup and restore capabilities; and keep your network up-to-date with automatic updates for PCs and servers running Microsoft software.
- **Provide secure, reliable access to data 24/7**, for multiple shifts running around the clock.

Learn more, visit: www.microsoft.com/sbs

How Manufacturers are Using SBS

OmniMount Systems

Shipping costs were eating the profits of OmniMount Systems, a manufacturer of audio-video component fixtures based in Phoenix, Ariz. A manual bill of lading process that depended on handwritten entries made data difficult to retrieve. The company also needed to improve its customer follow-up and improve network access during off-hours. OmniMount installed SBS, Microsoft Office Professional Edition 2003 and Microsoft Office InfoPath® 2003 to create an automated shipping management solution—and saved more than \$250,000 a year. Better management decisions are now possible for product pricing, marketing programs, and vendor negotiations. The solution also helps track customer information more effectively and gives OmniMount's staff 24-hour access to full network resources and desktop files.

"Easy, 24-hour access to all our network resources, even down to desktop hard drives, gives us 10 percent to 15 percent more time to get things done. We can solve problems from home or the road, which ultimately means we can take care of our customers better."

Chuck Riddell, Information
Technology Manager
OmniMount

Precision Results Manufacturing

Precision Results Manufacturing, a tube and sheet metal fabricator for companies such as Toro and Global Electric Motor Cars, relied on desktop computers connected directly to one another without a central server. System-wide shutdowns were common and workers found it difficult to be productive with an unsophisticated e-mail system, manual fax processes and no central data storage. Precision Results deployed SBS and saved 20-to-30 staff hours a week and increased productivity by 25 percent. The scalable system also positions Precision Results to meet the kind of growth the company anticipates.

"Precision Results is growing rapidly and with dual Intel Xeon processors running Windows Small Business Server, we have no doubt that our computer system will be able to grow with us."

Shelley Loftsgard, Financial Manager
Precision Results Manufacturing

Brooklyn Brewery

Brooklyn Brewery, based in Brooklyn, N.Y., produces and markets handcrafted beers. After selling its distribution division, the brewery found that its aging Novell network could not support the company's increased reliance on a mobile work force and e-mail access. Working with a Microsoft partner, they deployed SBS and benefited from remote access to all files and resources, increasing sales productivity by 10 percent. SBS also helped the company enhance security, efficiently manage internal resources, retain low office overhead, and easily integrate technology solutions.

"If I had to consult someone who was in the same position that I was in a few months back, I would tell them that they have to decide whether they want to be in the technology business or the brewing business... If you want to spend more time focused on your business and less time focused on the technology that is running your business, Microsoft is the right choice."

Eric Ottaway, General Manager
Brooklyn Brewery

For more product information, visit:
<http://www.microsoft.com/sbs>

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