



The big challenges for small-medium manufacturers

And how you can connect the dots like never before

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Below the surface, every business has hidden layers of complexity

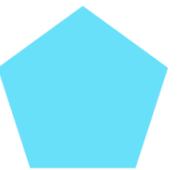
Owning a small or medium manufacturing business comes with all kinds of challenges. There's your people. Sales. Inventory and invoicing. Plus the systems you use to manage it all. As well as ensuring you've got steady cash flow, you need to stay on top of your ordering and inventory, keep costs down, and maintain happy suppliers and customers.

To maximise profit, you need to be able to zoom in on the finer detail and zoom out on the bigger picture. And if something isn't working as it should, to fix it before it escalates. Plus, it's important to be able to accurately predict what the future holds, so you can avoid under or over ordering, which can leave a big dent in your bottom line.

Despite all of this, many manufacturers are still operating with old or disconnected software, which makes it very hard to get a clear picture of what's happening across your production lines.

Because when you see it, you can solve it.

The question is... how can Wiise help you discover a hidden depth of knowledge? Let's take a look at some common challenges facing manufacturers.



A new perspective can change everything. See your business clearly with Wiise.

Running a small or medium sized business (SMB) is no easy task. Here are some of the top things that keep owners of manufacturing firms awake at night, and how Wiise can help.

The problem	What's happening?	What it means	How Wiise can help
 <p>WE DON'T KNOW WHICH PRODUCTION LINES ARE MAKING US MONEY...AND WHICH AREN'T.</p>	As a manufacturer, understanding the cost and time it takes to produce inventory is vital. Not being able to see your production line clearly means you're flying blind with understanding your profit. Only 12% of manufacturers feel they were 'very effective' at determining the profitability of their products. ¹ And only 26% of Australian businesses say they track their projects according to budget and time, making it impossible to see the overall profitability. ²	Without the ability to see the exact cost of producing a particular product, it's extremely hard to keep costs down, prioritise certain lines over others, or work out the best direction for your business overall.	<p>Wiise gives you at-a-glance information regarding the specific costs required to produce an individual product, so you can make clever decisions and fix problems very quickly.</p> <p>It even offers you insights on all the different things which can influence the profitability of your manufacturing business - including labour costs, machinery costs, potential maintenance of equipment, seasonal demand, vendor delays, and much more.</p> <p>Plus, you can get real-time alerts if problems occur, so issues can be very fixed quickly.</p>
 <p>WE CAN'T CREATE ACCURATE FORECASTS WHICH MEANS OUR INVENTORY LEVELS ARE ALL OVER THE PLACE.</p>	Ever paid storage cost for inventory that was ordered unnecessarily? Or had to delay a customer's order because you lacked inventory in your warehouse? Not being able to create the right sales and inventory levels is an ongoing problem in the manufacturing sector. Manufacturers end up with a warehouse full of inventory and aren't able to plan ahead, or get the right stock out at the right time.	If you can't accurately plan for the future, there's a chance you'll order too little – or too much – stock, both of which can be costly. Delays in production can also have flow-on effects in terms of customer service.	Wiise helps you quickly and easily create accurate sales and inventory forecasts, so you can cater for upcoming demand and accurately work out how much inventory you need.

The problem	What's happening?	What it means	How Wiise can help
 <p>WE CAN'T SEE OUR CASH FLOW POSITION CLEARLY.</p>	<p>Cash flow issues can seriously affect manufacturing businesses:</p> <ul style="list-style-type: none"> • 21.1% of SMBs are unable to take on new work because of cash flow restrictions.³ • 92.7% of SMBs say cash flow restrictions prevent them from generating more revenue.⁴ • 66% of SMBs use personal credit cards to manage cash flow.⁵ • The average Australian business is owed more than \$38,000.⁶ 	Without consistent funds in the bank, it's impossible to order inventory for new products, pay rent or even pay staff. This can lead to critical business failure.	<p>Wiise brings all of your financial information into the one place, so you can see your financial position at a glance. It also makes it very easy to see which customers aren't paying on time or which invoices are overdue.</p> <p>As Wiise works directly with Microsoft Outlook, you can immediately see a customer's payment history as soon as you receive an email from them. And as everything is connected, customers can pay their invoices in just a few clicks.</p>
 <p>OUR EXISTING TECHNOLOGY IS DATED AND MOVING TO THE CLOUD SEEMS DAUNTING</p>	<p>Many manufacturers, currently relying on dated legacy technology, are thinking about digitising their businesses, however have security concerns in doing so. In 2018, 37% of global manufacturing CEOs said cyber-security was one of the two biggest threats to their business.⁷</p>	Failure to invest in digital technology means your business could very quickly get left behind. Yet, as cloud-based technology becomes more vital in the manufacturing sector, so does having the right security in place. A cyber-security breach can be devastating to a small or mid-size manufacturing business.	<p>A truly effective digital solution, Wiise can deliver all new levels of flexibility and convenience. You can monitor your production while on the go, cut manual paperwork, automate purchase orders, quickly see where you could be working more efficiently and much more.</p> <p>Plus, Wiise is built on the world's most trusted and secure cloud platform – Microsoft Azure. All ongoing maintenance, security, updates and IT management happens in the background so you don't have to stress.</p>

1 KPMG, Global Manufacturing Outlook, 2014, [online], accessed 30 January 2019,
 2 AIPM & KPMG, The State of Play in Project Management, November 2018, [online], accessed 30 January 2019,
 3 Scottish Pacific, SME Growth Index 2018, [online] accessed 4 September 2018,
 4 Scottish Pacific, SME Growth Index 2018, [online] accessed 4 September 2018,
 5 Scottish Pacific, SME Growth Index 2018, [online] accessed 4 September 2018,
 6 ABC News, Unpaid customer bills costing small business, [online], accessed 30 January 2019,
 7 KPMG, Global Manufacturing Outlook - data from 2018 Global CEO Outlook, [online], accessed 30 January 2019.

Take a look at our example scenario of how Wiise could help connect the dots

Bikes 4 Kids

Mid-size kids' bike manufacturer



- ✓ Manufactures durable, quality bikes for kids
- ✓ Average revenue of \$5m a year
- ✓ Been in business for 10 years
- ✓ Uses dated, on-premise technology

Bikes 4 Kids manufactures high quality, durable bikes for children – yet lacks sufficient insight about exactly what its customers are ordering, and how it should be adapting its product line to cater for customer demand. The business also has no quick and easy way of determining which customers it should be focusing on in order to drive more sales, or which customers are holding up cash flow due to their slow payments.

Another major problem for Bikes 4 Kids is its lack of insight into its overall production processes. Currently, they produce a range of bikes – yet have no real insight as to which bikes are the most cost efficient to produce, where the most money is being spent, or where exactly certain processes are taking longer than they should.

The business' owners are also very keen to invest in a new technology solution, but are worried about the business' data security – and risk of cyber-attack – if they do so.

Connect the dots like never before. Get in touch.

How can Wiise help Bikes 4 Kids?



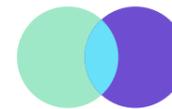
Production insights

Perhaps most importantly, Wiise uses smart and sophisticated data analysis tools to give Bikes 4 Kids the insights it needs on the profitability and efficiency of its production lines – so it can work out which products are the easiest to produce, and which cost the business the most money or take the longest. With Wiise, they can even zoom in on range of factors associated with certain production lines, including labour costs, machinery costs, equipment maintenance costs, seasonal demand, vendor delays, and much more. The system will issue an alert if any processes aren't working optimally, or if some bikes are taking too long to produce, which means the business' owners can very quickly determine where improvements can be made.



Know the true cost of importing goods with landed cost

With Wiise, Bikes 4 Kids can understand the true cost of imported goods so they can make the best buying decisions for their business. With landed cost information at their fingertips, they can see the total expense of receiving a good when selling, including the purchase price, transportation costs and duties, so they can compare overseas and local goods.



Integration with Microsoft Outlook

With Wiise, Bikes 4 Kids' sales team can get all of the customer information they need at their fingertips, via Outlook, without needing to flick between different systems. As soon as a retail customer emails a member of the Bikes 4 Kids team, they can see – at a glance – how many orders this customer has made, and any particular patterns in this customer's purchasing habits that are worth paying attention to. Plus, with the ability to send invoices, quotes and raise purchase orders directly from within their emails – they're saving time and getting purchase orders organised sooner which means more money in the bank.



Faster, easier debt collection

With Wiise, Bikes 4 Kids can also instantly see which customers are reliable at paying – and which are not. Alongside an individual retail customer, the Bikes 4 Kids team can see if a particular customer has any outstanding debts, and can either follow up on the invoice, or make a bigger decision not to sell to this particular customer due to their failure to pay for previous orders.

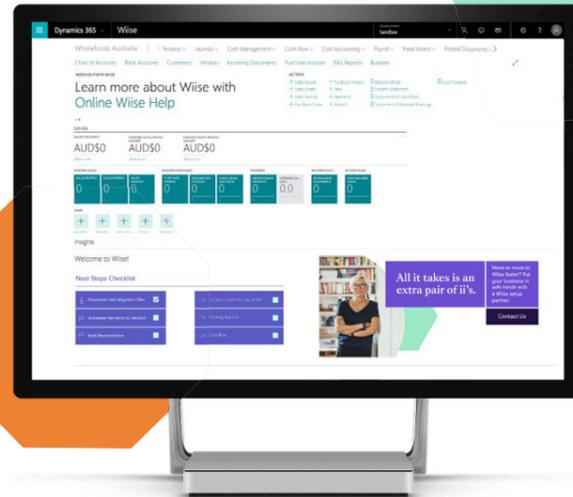


A more digital business

With Wiise, Bikes 4 Kids can upgrade to a new technology solution with the support of an expert and experienced team. They can store all their invoices and purchase orders within the system so there's no need for manual paperwork - it's all stored in their digital hub. This helps remove the hassle of having receipts and purchase orders scattered in individual inboxes and all over the office, and makes day-to-day work much faster and more organised.

What is Wiise?

Wiise is clever business software created by KPMG, built on Microsoft and supported by Commonwealth Bank. It shows you the full potential of your manufacturing business, all in one place. See how finance impacts forecasting, or inventory affects invoicing, and get a clearer picture of what's happening across every customer order and every production line.



Get paid sooner

Make it easier for customers to pay, and see which customers haven't paid, at a glance.

Real time analytics and insights

Get quick access to clever insights about your processes, so you can make better decisions and fix problems before they escalate.

See your production lines clearly

Understand exactly where you're making money – and why and how – and where you're not.

Manage suppliers and customers in the one spot

Easily add new customers or suppliers, and manage your relationship via the one, straightforward interface.

Connect via Microsoft Office

Wiise works directly with the Microsoft Office software you already use, so you can see insights directly in your Outlook and spend less time flicking between applications, and more on the things that matter.

Work securely

Rest easy knowing your technology is based in the world's most secure platform – Microsoft Azure.

Integrated solution

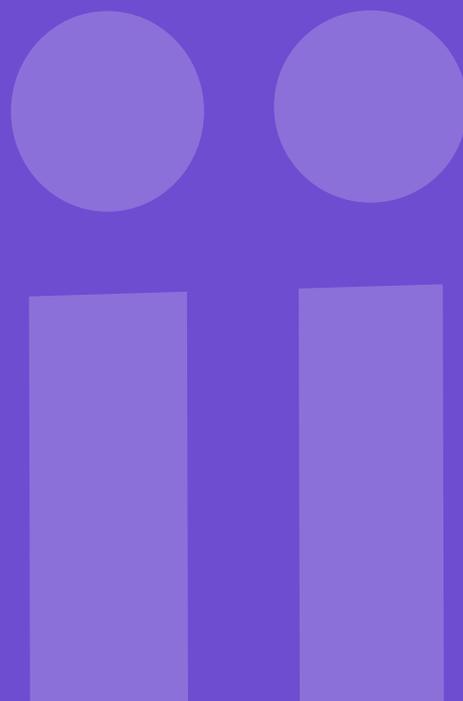
Wiise brings your key business information together in the one hub, including payroll, so you can manage and oversee your manufacturing business digitally, wherever you are, from any device.

See the big picture and the finer details of your manufacturing business



Designed to meet the specific needs of your sector, and supported by a wealth of experience, Wiise is the next big step for small and medium manufacturers.

If you're ready to move forward and make decisions with certainty, **get in touch with us today.**



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