# Fujitsu's Strengths in SAP Manufacturing Solutions

Fujitsu provides the latest SAP manufacturing solutions to its customers based on its "Manufacturing insights" and SAP co-creation built up through 30 years of experience in production and manufacturing - fields in which Fujitsu has a wealth of references based on its own know-how and strengths as a manufacturer.

| Fujitsu's knowledge in manufacturing | Leader in SAP manufacturing solutions | Implementation methodology based on experience and know-how |
|---|---|---|

- Over 20 manufacturing locations in Japan
- Provided manufacturing solutions to over 10,000 companies
- Started sales of FUJITSU Application that supports maximum utilization of SAP S/4HANA

- First global adoption of SAP PEO
- First adoption of SAP ME/MII in Japan
- Extensive implementation track record with SAP Cloud Platform

- Efforts related to CoreClean, the latest development method for Fujitsu Application
- Unique UX approach
- Implementation method focused on manufacturing scenarios found in Japan

## Solution Lineup

### FUJITSU Application for ETO on SAP Cloud Platform

- Masterless operation that turns the common approach to ERP on its head
- Configurator for greatly improved master operation
- Arrangement Navigator minimizes complex operations

- Masterless operation
- Arrangement Navigator
- Optimized usuability

### SAP Manufacturing Execution (SAP ME)

- SAP Manufacturing Execution System
- Compliance with the most stringent international manufacturing quality standards
- Collection of individual manufacturing process instructions and performance data
- Flexible design of templates by setting parameters

- Assembly MES
- Compliance with manufacturing quality standards
- Variable capacitor/MES integration

### SAP Manufacturing Integration and Intelligence (SAP MII)

- Integration and intelligence for the production floor
- Integration of management information (ERP) and production floor information (ME)
- Plant-wide manufacturing intelligence using a web browser

- ERP/MES integration
- Performance management
- Production floor IoT

### SAP Digital Manufacturing Cloud

- Cloud-based manufacturing execution management and analytics solution
- DMC for execution: An Industry 4.0 compliant solution for the production floor
- DMC for insights: A data-driven performance management solution

- Cloud-based MES
- MES global deployment
- Performance management

### SAP S/4HANA® Manufacturing for Production Engineering and Operations

- Vertical integration between design and manufacturing floor enables the downward flow of technical requirements
- Integration of production order information (design BOM, manufacturing BOM, process design)

- Aerospace/engineering
- Compliance with manufacturing quality standards
- PLM/ERP/MES vertical integration

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■ Please note that product specifications are subject to change without notice.

## Fujitsu's SAP Manufacturing Solutions

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https://www.fujitsu.com/global/services/application-services/enterprise-applications/industry/sap-industry/saps4hana-peo/

We support the Sustainable Development Goals (SDGs)

8 DECENT WORK AND ECONOMIC GROWTH   9 INDUSTRY, INNOVATION AND INFRASTRUCTURE   12 RESPONSIBLE CONSUMPTION AND PRODUCTION   17 PARTNERSHIPS FOR THE GOALS
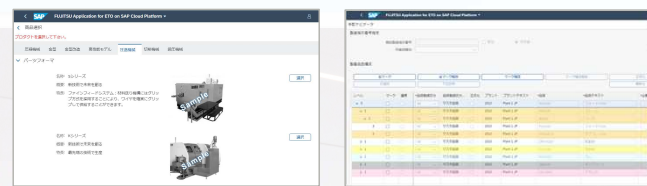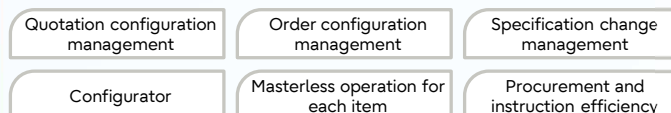
# Fujitsu's Manufacturing Solutions with SAP at their Core

**SAP × FUJITSU**

By combining the optimal solutions for your industry and operations, we can create an SAP environment that maximizes management efficiency from the production floor.

## FUJITSU Application for ETO on SAP Cloud Platform

### Optimizing mass customization for the custom manufacturing industry

Improving efficiency in quoting, material arrangement, and configuration of custom ordered products
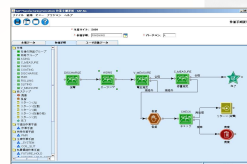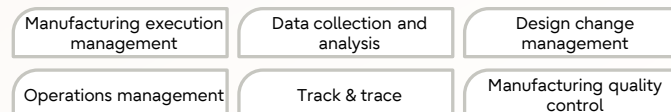
- Quotation configuration management
- Order configuration management
- Specification change management
- Configurator
- Masterless operation for each item
- Procurement and instruction efficiency

## SAP S/4HANA® Manufacturing for Production Engineering and Operations

### "Manufacturing DX" through vertical integration of design, production, and manufacturing

Vertical integration of all manufacturing operations (PLM, ERP, MES) in engineering MES

- Technical requirements downward flow
- Manufacturing execution management
- Design change impact
- Operations management
- Track & trace
- Non-conformity management

**Solution Map**

PLM

Designers — E-BOM

ERP
SAP S/4HANA

Planners — M-BOM

ETO master
CTO master

Orders

Production management

MRP

Operating procedure
Routing
Operation
Activity
Activity
Operation
Activity
Activity
Work content

Utilization of data

Shipping — Clients

Suppliers

MES

Manufacturing instructions

Manufacturing quality control

Results registration

Production floor IoT collection

Traceability

Error management

Results management

ERP/MES integration information

Equipment operation monitoring

Plant KPIs management

## SAP Manufacturing Execution (SAP ME)

SAP Digital Manufacturing Cloud for Execution

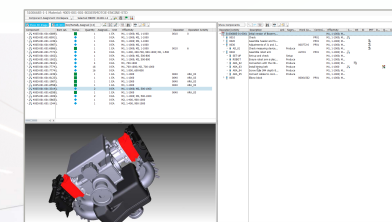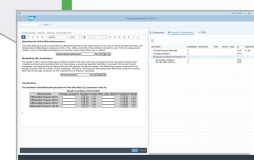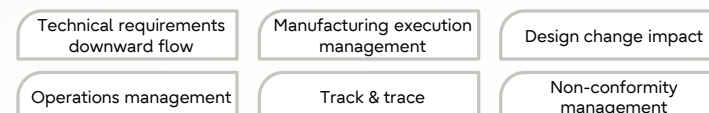### Improve production efficiency and comply with global quality standards

Connect all operations and information on the production floor to ensure efficiency and manufacturing quality

- Manufacturing execution management
- Data collection and analysis
- Design change management
- Operations management
- Track & trace
- Manufacturing quality control

## SAP Manufacturing Integration and Intelligence (SAP MII)

SAP Digital Manufacturing Cloud for Insights

### Smooth communication between management and the production floor through manufacturing visualization

Real-time communication between management and the production floor by collecting and analyzing ERP and manufacturing information

- ERP/MES information integration
- Plant visualization
- Equipment/IoT information collection
- Production/manufacturing analysis alerts
- Manufacturing quality reports
- Web browser screens