Cincom Total™
The Most Complete and Capable ERP System—Ever

Cincom Total is a result of joint innovation between Cincom and Microsoft to conceive the most powerful, agile, simple, and smart ERP solution for manufacturers. It is natively developed within Microsoft Dynamics AX platform, recognized as a worldwide ERP leader by Gartner.

Cincom Total helps manufacturers manage and optimize their total business from complex selling, through manufacturing, to aftermarket services.

Total provides a full gamut of leading enterprise software capabilities including Knowledge Configuration, Complex Selling, Estimating, Product Configuration, Advanced Contracts, Product Lifecycle Management, Project Supply Chain, Service Management, Advanced Projects, and Performance Management.

Cincom Total provides a single, comprehensive, integrated enterprise solution for manufacturers that deal in some combination of:

- Discrete and/or highly engineered products
- Project segregation and performance control requirements
- Rigorous regulatory compliance protocols (e.g., aerospace, defense and medical devices)
- Production planning styles spanning engineer-to-order, configure-to-order and make-to-stock, including mixed-mode styles
- Manufacturing execution styles including job shop, process, lean and engineering services only

Cincom Total delivers the strongest enterprise solution for manufacturers through its combination of: 1) deep vertical functionality, 2) broad business foundation modules and 3) leading-edge Microsoft Dynamics AX technology framework.
**Solution Scope**
Total has unique capabilities that enable companies to achieve manufacturing excellence across the entire value chain—from selling, designing, producing, buying and servicing to managing. The solution addresses key business challenges for manufacturers to flexibly, fluidly and flawlessly execute process complexity across their entire value chain.

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<th>Value Chain Focus</th>
<th>Business Challenge</th>
<th>Cincom Total</th>
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<tr>
<td>Sell</td>
<td>Proposal generation, cost estimating, configuration-to-order and contract administration</td>
<td>Fast, accurate quotations</td>
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<tr>
<td>Design</td>
<td>Product and process structure control from new product introduction through production, aftermarket service and disposal</td>
<td>Product definition single source of truth</td>
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<tr>
<td>Make-Buy</td>
<td>Project-segregated production, supply chain and inventory control integrated with project cost and performance control</td>
<td>Integrated project management and cost/schedule control</td>
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<td>Service</td>
<td>Aftermarket maintenance, repair and refurbishment services for long-term original equipment assets</td>
<td>Complete aftermarket service support</td>
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<td>Manage</td>
<td>Project cost, schedule and risk management integrated with performing organization processes, data and metrics, Enterprise-connected information analysis, simulation, forecasting, reporting and actioning</td>
<td>Fast, agile, business process change</td>
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**Manage**

Advanced project management
- Visual project scheduling
- Earned value management
- Government contract compliance

Enterprise decision support
- 360-degree project view
- Project portfolio management
- Forecasting, simulation and actioning

Other functional capabilities
- Multi-organization, single instance (including multi-language and multi-currency)
- Multiple cost methods per organization (weighted average, FIFO/LIFO, standard)
- Embedded workflow, alerts, attachments, activities cases
- Embedded business intelligence/analytics

Other technical capabilities
- Ease-of-use, familiar MS Office look and feel
- Batchless
- Electronic signatures (enables paperless environment)
- Virtual company (shared master tables across legal entities)
- Cloud-ready, web-based

**Sell**

CRM portal
- SharePoint®-independent, configure/price/quote web front end for Dynamics AX
- Straightforward, improved handling of opportunities, customers and quotations
- Advanced product configurator and business rules engine

Estimate management
- Graphical estimate breakdown structure with drag-and-drop
- Automated estimation processes including:
  - Bill of material and route import into estimate
  - Automated, rule-based cost history application
  - Cost spreads across fiscal periods, user-definable spread models
  - User-definable inflation, scrap and contingency factors
- Estimate revision control and what-if scenarios

**Design**

Product data management
- Formal configuration management of items, bills of material, routes and documents
- Product release management (across multiple-item states)
- Product revision control and engineering change management
- CAD integration and item classification/retrieval

**Make-Buy**

Project-based supply chain
- Project enablement of entire supply chain
- Optional project control by item
- Master planning parameters and product costing by project/item

Mixed-mode discrete, process, lean manufacturing in single instance

**Service**

- Service-level agreements
- Disassembly bills of material, routes and work instructions
- MRO-driven material requirements planning
- Product genealogy tracking (through as-maintained bills of material)
- Inventory by condition code

**Knowledge Configure**

Rule/constraint-based product configuration
- Product configuration for sales quotations and estimate bills of material and routes
- Configured knowledge stored within Dynamics AX database

Knowledge-configured business processes
- All ERP entities become “knowledge-aware”
- Complex business rule automation with no programming required
- Easy-to-use graphical modeling environment
In summary, only Cincom Total helps manufacturers master complexity to run simpler, smarter, faster and better than ever!

- **Simpler** Empower seamless collaboration across the enterprise – Single instance, role-tailored solution reduces complexity, provides ease-of-use with 360-degree project view, and accelerates communication

- **Smarter** Manage change at speed of thought – End-to-end knowledge-driven enterprise solution (CRM to ERP), provides process spectrum flexibility, and supports mixed operating styles

- **Faster** Make faster, more accurate decisions – Enterprise decision trade-off visibility enables real-time simulation, forecasting, and what-if analysis

- **Better** Leverage embedded, rich functionality – Project supply chain, product lifecycle management, cost estimating, and product configuration capabilities support complex engineer-to-order environments

Total is capable of handling the needs of small and medium-sized businesses as well as large, multinational, multi-division organizations, and is scalable across the entire process complexity continuum—from basic to advanced.

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**About Cincom**

Cincom develops, delivers and supports innovative software and services to simplify complex business processes. For 44 years, Cincom has enabled thousands of clients worldwide to increase revenue, control costs, minimize risk and achieve rapid ROI.

For more information, please visit: [dynamics.cincom.com](http://dynamics.cincom.com).

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