



EPICOR

Part-on-the-Fly

*How Manufacturers Can Stay Flexible
and Increase Efficiency in a Modern World*





INTRODUCTION

In modern manufacturing, the ability to satisfy one-off customer needs without disrupting daily processes is critical. With Epicor Kinetic, manufacturers can maintain ERP flexibility through a feature called “part-on-the-fly.” In this eBook, you will learn what part-on-the-fly is and how it can help you stay agile and increase efficiency in a fast-moving, dynamic manufacturing environment.

Competing in Key Industries

The concept of part-on-the-fly began in job shops, where manufacturers often need custom techniques to produce products without stopping their production line. If you're ever in an "I'm only going to do it once" situation with a customer, part-on-the-fly gives you a massive competitive edge.

Key Industries:

- Industrial Machinery
- Fabricated metals
- Job Shops
- Manufacturer-to-Order (MTO)
- Engineer-to-Order (ETO)
- Custom-to-Order (CTO)



How Part-on-the-Fly Works

Part-on-the-fly allows manufacturers to quote, sell, build, and ship parts even when the part does not exist in an inventory system—and never will.

Quote

- Put a part number on a quote.
- Go into the quote.
- Create a method of manufacture (MOM) for the unique part.

Sell

- Push the quote to the customer.
- Push the quote to an order.
- Push the job to the shop floor.

Build

- Utilize resources, machines, and material in inventory.
- Procure additional one-off parts as needed.
- Bring them into the job work-in-progress (WIP).

Ship

- Ship the finished product from WIP.
- Get sales and revenue data.

Compare that particular job to the sale.

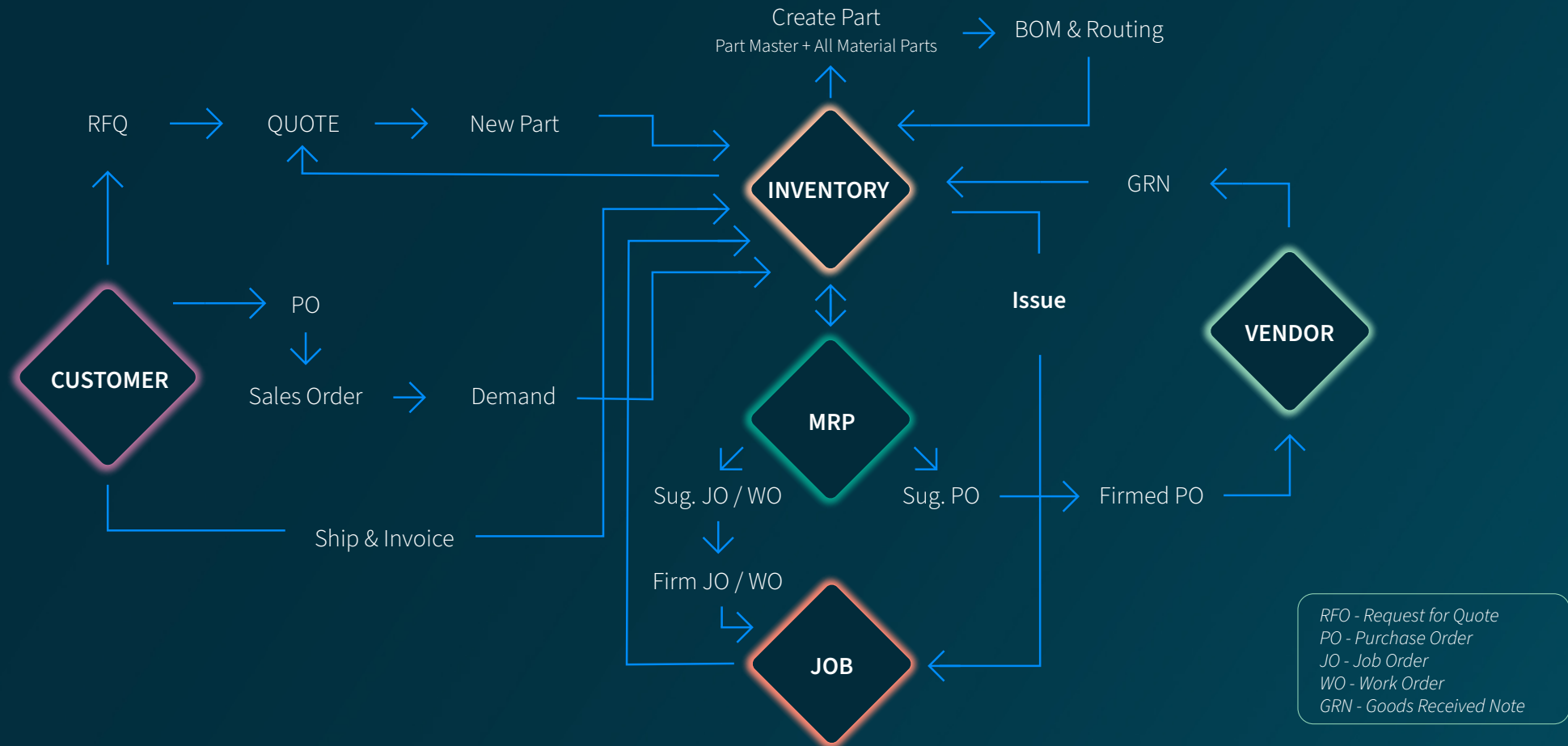
Stay Flexible into the Future

Using the part again? Add the part number to your inventory.
Fulfilling more one-off orders that require the part? Reference the unique MOM.

Advantages of a Job-Centric ERP

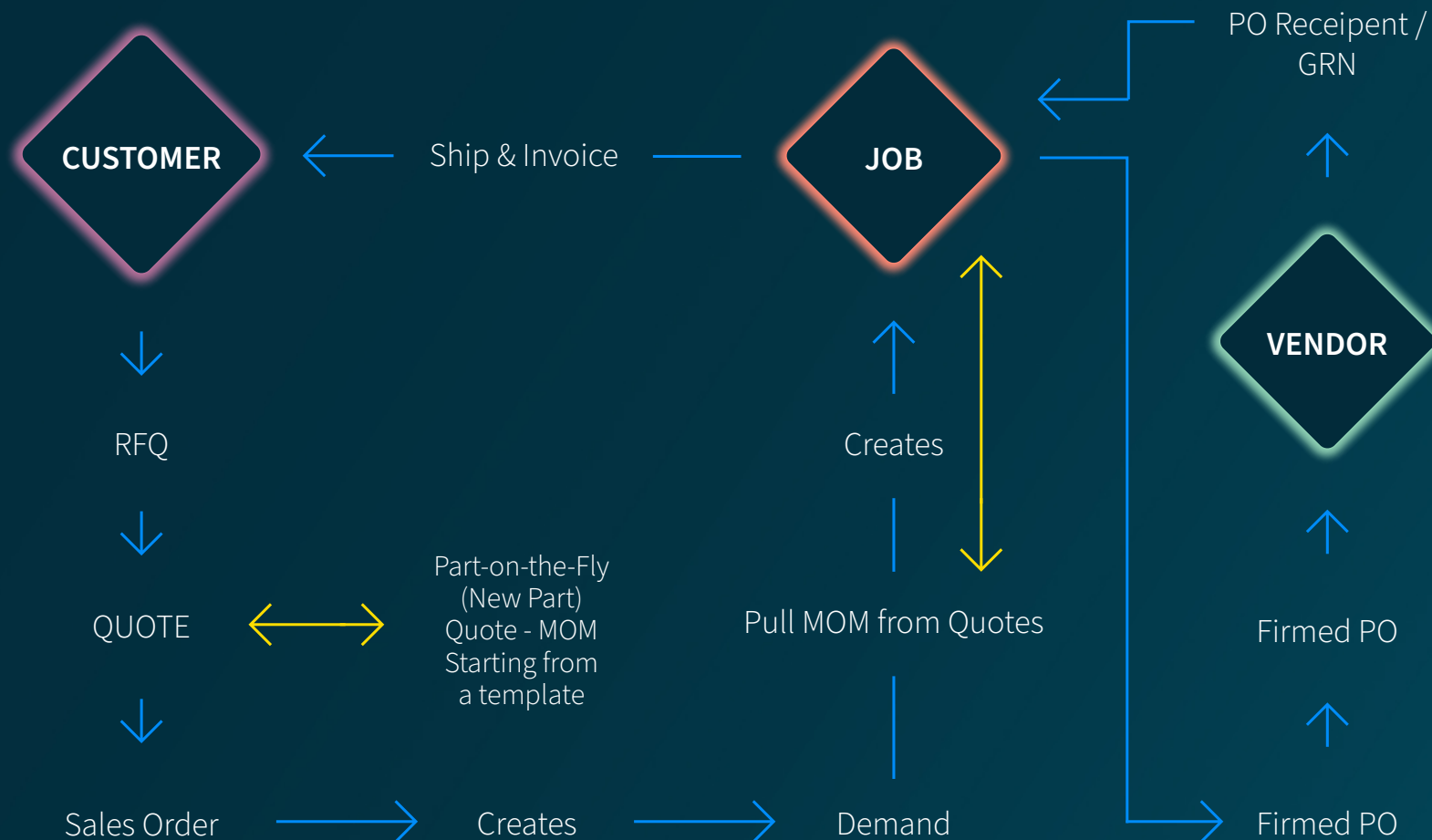
Part-on-the-fly is possible only with a job-centric ERP system. An inventory-centric ERP has too many rigid and conflicting processes. A job-centric ERP gives you an easy place to store and use unique parts.

Inventory-Centric ERP



Advantages of a Job-Centric ERP (continued)

Job-Centric ERP



Part-on-the-Fly Use Case

Manufacturing jobs can have long sales cycles where circumstances change and environments are uncertain. Part-on-the-fly in a job-centric ERP allows you to flex to any situation over time.

Company: *Hydraulic power units manufacturer*

1-3 months

- Bids on a project.

1 month

- Win the bid and secure supplier pricing, but hold off on purchasing.

6-9 months later

- Materials pricing changes due to external circumstances.
- Materials requirements change due to job.

Part-on-the-fly enables you to:

- Quickly adapt to any changes.
- Make changes within a job.
- Procure the correct material.
- Accurately track changes in cost.
- Never add a new material item to a Bill of Materials (BOM) or Part Master.





Benefits of Part-on-the-Fly

By enabling a more general quote rather than creating a detailed quote for each part in a unique order, manufacturers can quickly and seamlessly push the job into their production line.

Increased Efficiency

- Save time and increase efficiency when using parts you will never need again.

Enhanced Flexibility

- Adapt to changing customer needs, supplier situations, and macroeconomic shifts.

Streamlined Inventory

- Reduces manual legwork associated with multiple part creation and inventory management activities.

Grow and Expand Your Business

- Enter new markets.
- Take on new jobs.
- Expand, etc.

To see how our job-centric ERP solution can help your business, request an [Epicor Kinetic demo now](#).





We're here for the hard-working businesses that keep the world turning. You're the companies that make, move, and sell the things we all need. Trust Epicor to help you do business better. Your industry is our industry, and we understand you better than anyone. By working hand-in-hand, we get to know your business almost as well as you do. Our innovative industry solution sets are carefully built to fit your needs and respond flexibly to your fast-changing reality. We accelerate ambitions, whether you want to grow and transform, or simply become more productive and effective.

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