

Playbook

What Real-Time ERP Visibility Looks Like for Machinery Manufacturers

And how it transforms the way you run your business

Reporting is not visible

→ Reports describe past events. Visibility means knowing what's happening right now—across jobs, inventory, cash, and capacity—without waiting for someone to compile a report.

True real-time ERP visibility means:

- One shared version of the truth
- Real-time operational and financial data
- No reconciliation between departments
- No waiting until month-end to discover problems

Key Takeaway

If you can only identify problems after the fact, you don't have visibility.
If you rely on spreadsheets to understand production, you're already behind.



Data is delayed

→ Delayed data leads to missed ship dates, expedited freight, margin erosion, and unhappy customers.

This adversely affects the company's bottom line, resulting in:

- WIP reports that don't reflect what's actually happening on the floor
- Inventory reports that look fine until production hits a shortage
- Margin issues discovered after the job ships
- Missed ship dates, expedited freight, and frustrated customers

Key Takeaway

When data arrives late, every decision becomes reactive.



Leadership needs real-time ERP visibility

→ Management needs real-time visibility across the company to make effective decisions, including:

- Backlog showing what's coming and what's at risk
- Margins by job, customer, and product line
- Cash flow showing how much is tied up in WIP, inventory, and receivables
- On-time delivery performance

Key Takeaway

Executives don't need more reports; they need fewer surprises.
Visibility helps leadership act early rather than react late.



Operations need real-time visibility, too!

→ Operations must have their finger on the pulse of what's happening in its domain, including:

- **WIP status:** What's flowing, what's stuck, and why
- **Capacity utilization:** Where bottlenecks are forming
- **Material availability:** What's ready, what's missing, what's late

Key Takeaway

Visibility helps operations coordinate planning across the organization.



What finance needs to see *before month end*

→ Effective money management can't wait until the end of the month to identify when projects are in trouble.

Your finance team needs to know:

- Job profitability while jobs are still running
- Variances as they occur, not after the fact
- Real-time cost rollups across material, labor, and overhead

Key Takeaway

You can't manage what you only see after it's finished.
Visibility helps finance protect margins while there's still time to act.



Benefits of real-time ERP visibility

→ Real-time visibility allows you to:

- Reprioritize production before a bottleneck derails multiple jobs
- Expedite the right material instead of everything
- Intervene on a job before it turns unprofitable
- Fix root causes instead of fighting symptoms

The Result

Fewer fire drills, stronger margins, and more predictable delivery performance.

Let's talk

Ready to eliminate surprises? Let ArcherPoint by Cherry Bekaert help you identify your visibility gaps and map a path to real-time ERP insight with a modern platform like Microsoft Dynamics 365 Business Central.

[Schedule a Call](#)