

A black and white photograph showing a close-up of a car's tire tread and suspension components. The tire is the central focus, with its tread pattern clearly visible. The background is blurred, showing various mechanical parts of the vehicle's chassis.

***3 Strategies Thriving Automotive Suppliers Use to Run Their Businesses Smarter***

STRATEGY #1

# *Gain More Operational Control of the Shop Floor*

Increased Productivity  
+ Inventory Accuracy

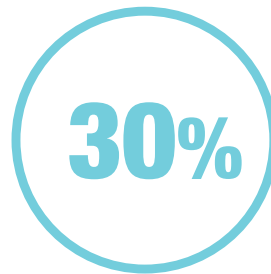
= **INCREASED CAPACITY**



Reduced inventory on-hand and doubled inventory turns for greater working capital.

Less Scrap and Waste  
+ Operationalized Quality Compliance

= **REDUCED COST**



Improved efficiency and reduced expedite and premium freight costs.

Built-in Automotive Processes  
+ Continuous Improvement

= **INCREASED BUSINESS**



Increased business without adding production personnel.

## Gain Control with the Plex Manufacturing Cloud

- Dramatically increase inventory turns.
- Reduce scrap with built-in error proofing.
- Reduce risk of non-compliance.
- Isolate and reduce the risk of recalls with end-to-end traceability.



***“Our overall productivity has increased, and we are beating the Precision Metalforming Association (PMA) index that we use to track our performance, in every single category.”***

**STEVE SPANJERS**

Director of Engineering  
Marwood Metal Fabrication

## Achieve Operational Excellence On Your Shop Floor

***“Plex’s biggest strength is its ability to integrate our manufacturing plants in the United States and Mexico. We are considerably more efficient after integrating PLCs, allowing our operators to function with less manual interaction.”***

SAM WINTZ

IT Manager  
Batesville Tool & Die

***“We decided to expand our use of Plex and implemented its complete Quality Management System. Using Plex made earning ISO/TS 16949 and ISO 9001 so much easier than what the typical company has to go through. Plex brought real value to our company.”***

RICHARD NAJARIAN

President  
Precision Global Systems



STRATEGY #2

# *Connect Your People, Processes, and Machines for End-to-End Visibility*

## CxOs

Executives rely on Plex for real-time data to drive faster, more confident decisions.

- Easily stand up or shutter plants for right-sourcing to meet changing demand.
- Shorten cash-to-cash cycle with visibility to customer demand, production schedules, and dynamic costing.
- Mitigate the risk of recalls with accurate traceability information at your fingertips.

## Operations

Uses Plex to understand costs, optimize schedules, and eliminate waste.

- Effectively launch more successful programs to respond to changing customer needs.
- Reduce the time and cost of customer compliance with a world class quality “operating system.”
- Quickly react to change with access to a single source of data at anytime from anywhere on any connected device.

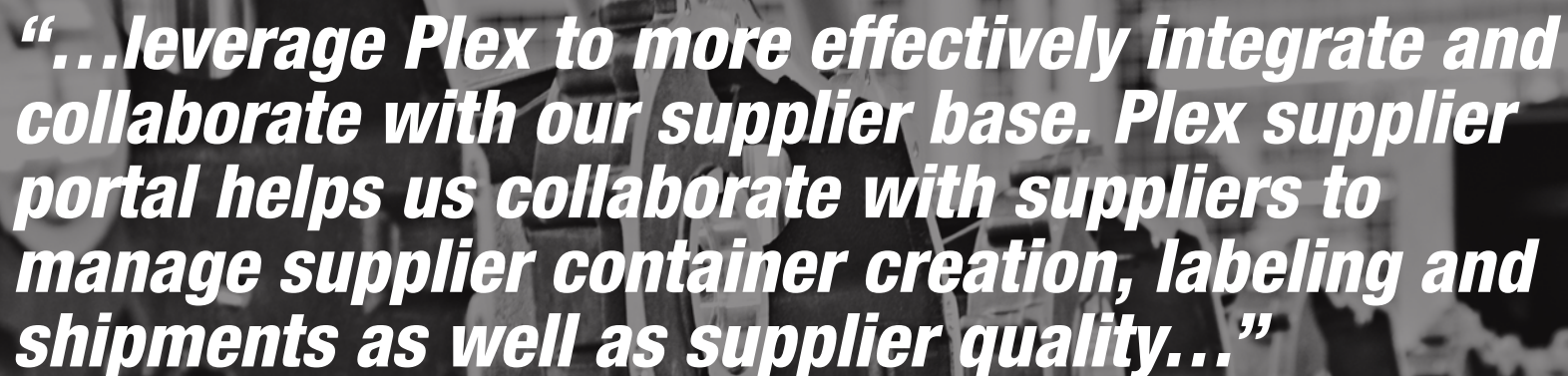
## Supply Chain Managers

Count on Plex for real-time information to better mitigate the risk of supply chain disruptions.

- Improve collaboration and visibility with a robust supplier portal (at no cost to your suppliers).
- Easily comply with EDI requirements with a solution that is built-in, not bolted on.
- Manage supplier quality by sharing access at no additional cost.

## The Benefits of End-to-End Business Visibility

- Align your business with manufacturing operations.
- Improve financial visibility to drive profitability.
- Enable more lean operations with a single source of truth.
- Improve quote win-loss ratios.
- Mitigate the risks of supply chain disruptions.



***“...leverage Plex to more effectively integrate and collaborate with our supplier base. Plex supplier portal helps us collaborate with suppliers to manage supplier container creation, labeling and shipments as well as supplier quality...”***

MICHAEL TRATHEN

Sr. Manager VSM/Lean Systems  
American Axle & Manufacturing, Inc.

## Purpose-Built for Automotive Manufacturing Suppliers

***“Plex has played a huge role in helping us to consolidate and transform the performance of our business, making us a super-efficient manufacturer across our product range. Our customers are happy, we have secured our place in the market and our bottom line is healthy.”***

PAUL WRIGHT

Director of IT  
Accuride International Inc.

STRATEGY #3

# *Unleash the Power and Flexibility of Cloud ERP*

No software to install or maintain

- + No downtime to install upgrades
- + Customer & Supplier Portals

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**= INFINITE SCALABILITY**

IT-Enabled Business Improvement

- + Scalable, Extensible Cloud Platform
- + IT Data Analysts

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**= HIGHER VALUE FROM IT INVESTMENTS**

Subscription vs. Capital Expense

- + Included EDI, Labeling & Barcoding
- + Unlimited users, suppliers, & customers

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**= SIMPLE PRICING MODEL**

***“Not having to pay upgrade costs for our old systems  
made Plex an immediate break-even investment.”***

JEFF AZNAVORIAN  
Clips & Clamps



## The Plex Manufacturing Cloud By the Numbers

### Weber Metals, Inc.

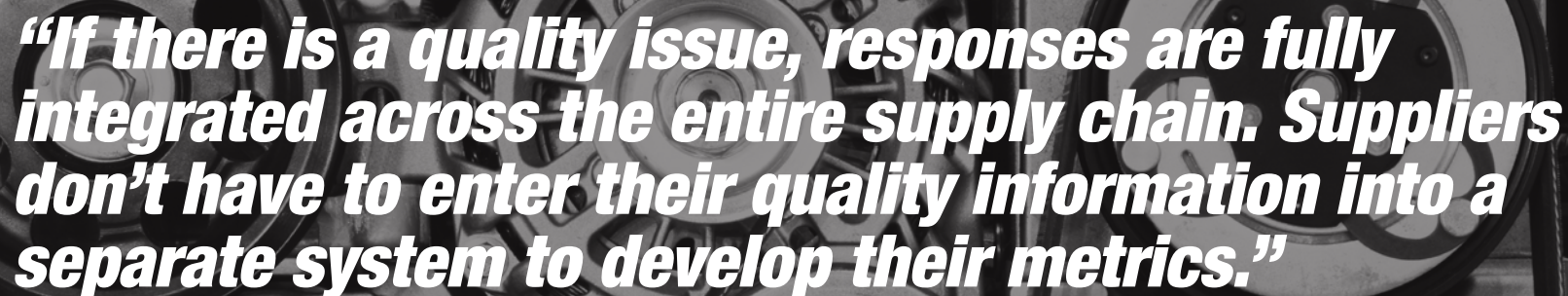
- Reduced quote entry time by 80 percent.

### Jagemann Stamping Company

- Saved \$200,000 in IT costs.

### Clips & Clamps

- Zero upgrade costs.
- Replaced six systems with Plex.



***“If there is a quality issue, responses are fully integrated across the entire supply chain. Suppliers don’t have to enter their quality information into a separate system to develop their metrics.”***

**MIKE GERBER**

IT Director  
Fluid Routing Systems

## Lower Your Total Cost of Ownership

***“Plex’s cloud-based delivery is one of the main reasons we chose Plex. Because it is continuously updated, it takes us out of the IT business and allows us to focus on our core competencies.”***

MELISSA SMITH

President  
Bhar

***“Plex has simplified data gathering and data management at all levels of our enterprise, allowing savings in time and resources. We are no longer chasing data from one source to another. It is now readily available to help us make informed and proactive decisions.”***

ARVEL WOOTEN

Organizational Development Specialist  
Hatch Stamping Company

## Are you ready to run your business smarter?

The Plex Manufacturing Cloud gives you:

- Control
- Visibility
- Flexibility

***The Plex Manufacturing Cloud helps automotive suppliers, like you, run an efficient business and deliver on customer demands.***

**Call us at 855.534.8012**  
**[www.plex.com/automotive](http://www.plex.com/automotive)**