



# MAKE IT SMART.

PLEX SYSTEMS | COMPANY OVERVIEW

PLEX<sup>®</sup>



# — THE SHIFT IS ON.

You'd be hard-pressed to find a manufacturer today who's not thinking about smart manufacturing. And it's no wonder why. The push to produce more precisely, transparently and efficiently—all while reducing waste—gets stronger every day. Here, we'll explain how Plex has helped manufacturers around the world meet these new expectations—and how Plex can help you Make It Smart.

**80%**

of industry professionals surveyed cite smart manufacturing as “critical” to their future\*

**71%**

of organizations surveyed are actively evaluating and/or using smart solutions\*

**89%**

of organizations already planning to adopt smart solutions anticipate doing so within two years\*



# Anything that can be made, can be made better.

And from that point of view, we began. We set out (somewhat naively, perhaps) to make the right tools. Yes, we may have called it “the coolest information system in the world,” but what we meant was “the tools that the future would be built on.” Tools designed to work on the industrial scale. At the speed of a 24/7/365 always-on, hyper-connected, just-in-time global economy. A different kind of tool. A new generation. We’re talking technology. Intelligence. Connectivity. The kind that takes

120,000 inputs and spits out the single truth. The kind that unites 20 plants making 2,000 SKUs in 14 countries. The kind that predicts and solves slowdowns and issues before they become slowdowns and issues. And above all, the kind that makes awesome, amazing, “blow your mind” things possible. From the steam engine to Industry 4.0, the dream was always there. It’s the tools that were lacking. Until now.

**DISCOVER THE PLEX SMART  
MANUFACTURING PLATFORM.**

# IT'S TIME SMART MANUFACTURING EARNED ITS NAME.

The Plex Smart Manufacturing Platform is a digital system of record and engagement that enables manufacturers to execute on the core Industry 4.0 capabilities they need most.



The Plex Smart Manufacturing Platform was built to deliver the four key capabilities required of manufacturers and Industry 4.0—Connect, Automate, Track and Analyze. With these four capabilities, you realize greater control with high levels of enterprise visibility and quality guarantees.

The Plex Smart Manufacturing Platform works by tying all your people, technologies and machines together to create a complete, connected view of the entire business. In doing so, Plex becomes a digital system of record and engagement that radically improves your visibility into what's happening, what's about to happen and what just

happened. Plex doesn't just make manufacturing smart, it makes you smart about your manufacturing business. If producing high quality products is a high priority, Plex will help you make them more precisely and efficiently.

Plex will also improve the speed and accuracy of your operation while helping you reduce waste. We slash the time you're forced to spend meeting industry requirements like audits—often from weeks to mere hours. That, in and of itself, gives you a degree of control and efficiency that was, until recently, unthinkable.

# Built to evolve.

## A SOLUTION THAT GROWS AND CHANGES WITH YOUR BUSINESS

Whatever your needs are today, you can be sure they'll change tomorrow. And the one thing you don't want is to implement a new platform every time they do. With Plex, you've got options. Cloud-native and built to adapt and grow as your business changes, the Plex Smart Manufacturing Platform can power part of your business—or run the

entire enterprise. Our applications can be used alone, or they can be used together as a complete, end-to-end solution. From the plant floor to your top floor, you get the peace of mind that only comes from knowing your solution will evolve with your business. Flexibility, scalability and innovation you can run with: now that's just smart. That's Plex.

### PLEX ENTERPRISE RESOURCE PLANNING

is a fully featured business operations solution that automates front- and back-office processes, including financial, revenue, human capital, inventory and order management, and uniquely includes manufacturing execution (MES) to manage production.

### PLEX MANUFACTURING EXECUTION SUITE

is a comprehensive manufacturing solution that provides real-time paperless production management to drive enterprise-wide compliance, quality and efficiency.

### PLEX DEMANDCASTER SUPPLY CHAIN PLANNING

combines data from multiple departments across your business to sync up demand and supply forecasting to improve inventory accuracy and production management.

### PLEX QUALITY MANAGEMENT SYSTEM

is a cloud-based digital quality solution for manufacturers that standardizes and automates quality documentation, processes and measurements.

### PLEX INDUSTRIAL IoT

combines process, operational and machine-level data through highly visual dashboards that empower manufacturers to improve business processes and production efficiency.

### PLEX MANUFACTURING ANALYTICS

supplies preconfigured, role-based dashboards and reports that display manufacturing-specific insights using industry-standard key performance indicators.

## SMART MANUFACTURING JUST MAKES SENSE.

**95%+**

on-time delivery is common

**18%**

higher production rates than the market average

**60%**

higher quality with up to 60% scrap reduction

**80%**

more inventory turns than the market average

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# ALL CLOUDS ARE **NOT** THE SAME.

## PLEX CLOUD INFRASTRUCTURE

You need to stay focused on your business to stay agile as new challenges and opportunities arise. This requires that your software stay safe from security risks, vulnerabilities, unauthorized access and data theft while delivering a high level of dependability. Unlike many other solutions, Plex was born in the cloud, not retrofitted to it later. So your business has confidence with hardened security, world-class availability and scale powered by Plex's proven cloud infrastructure. In an industry where every moment counts, let Plex free you up to do what you do best.



**"A" Security  
Rating\***



**99.998%  
Uptime**





**AEROSPACE**



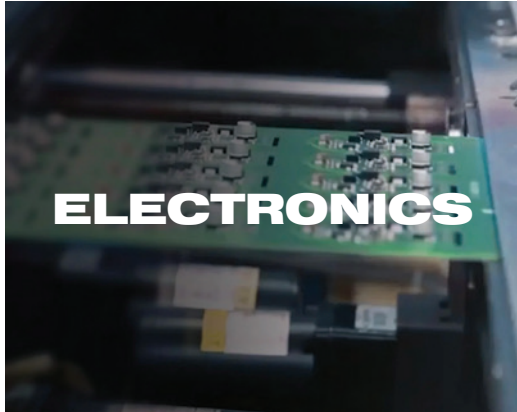
**AUTOMOTIVE**



**FOOD &  
BEVERAGE**



**INDUSTRIAL**



**ELECTRONICS**



**PLASTICS  
& RUBBER**

# Manufacturing is all we do. Full stop.

**BORN ON THE PLANT FLOOR, FORGED IN INNOVATION**

Plex was born on a plant floor—one that’s every bit as real as yours. All we’ve ever done—all we will ever do—is work to develop innovative technology solutions for

manufacturers like you. It’s a distinction that makes all the difference in the world. With Plex, you hit the ground running and don’t look back. Can you really afford anything less?

# A company of problem solvers. Sound familiar?

**OUR BUSINESS IS HELPING YOU BUILD YOURS**

Plex started with a problem that needed solving. A plant floor guy started working on it nights and weekends for months. Eventually, he developed the first generation of what would become the Plex Smart Manufacturing Platform. It was simplistic, but it worked. More importantly, it laid the blueprint for the company it would eventually give rise to.

Today we honor and cultivate that very “figure it out” spirit. It’s evident in the people we hire. In our software engineers and implementation teams. In our customer success people. We’re all here because we love solving problems—the more complex, the better. Just like our founder. Even more importantly, just like you.

# WHY LEADERS CHOOSE PLEX.

## **BECAUSE WE ARE A “CENTRAL NERVOUS SYSTEM” OF SMART MANUFACTURING OPERATIONS.**

With rich data tracking and analysis, you can control and optimize operations—from plant floor to top floor.

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## **BECAUSE WE KNOW MANUFACTURING LIKE THE BACK OF OUR WORK GLOVES.**

We handle the technology so you can focus on your first priority: making awesome things.

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## **BECAUSE WE DELIVER TODAY—AND TOMORROW.**

We future-proof our solutions so you can scale at your own pace.

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## **BECAUSE WE ALWAYS PUT OUR CUSTOMERS FIRST.**

We incorporate your needs into our product roadmap, and our customer success team is always there to listen and respond.

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## **BECAUSE WE’RE DEDICATED TO CONTINUOUS INNOVATION.**

Not only do we roll out continuous updates, every time we do, every single one of our customers benefits. Instantly.

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## **BECAUSE WE’RE LEADING THE SMART MANUFACTURING MOVEMENT.**

We’re leading the way with solutions, resources and events aimed at helping all of us—the whole industry—get smarter together.



# WHY THEY LOVE US.

**WE MEASURE EVERYTHING AND LET THE NUMBERS SPEAK FOR THEMSELVES**



*"It's no coincidence that we were recognized as a 'Supplier of the Year' after we implemented Plex. Plex enables us to manage our entire business in real time."*

**GARN EVANS**, Vice President of IT, Motus Integrated Technologies



delay in reporting  
(originally 12–16 hours)



plants unified: U.S.,  
Mexico, Germany and  
Japan



General Motors  
"Supplier of the Year"  
awards (consecutively)



*"We're now at nearly 99% on-time and in-full deliveries, which is extremely rare. That's thanks in large part to Plex—and it's opening the door to new business."*

**MARCUS MERCHANT**, Director of IT, Olde Thompson



in operating capital  
freed up



on-time, in-full  
deliveries maintained



reduction in inventory  
levels



*"Now we are addressing issues that go right to our bottom line because we have valuable details that we never had before. We can click a button and it's right in front of us."*

**JEFF KARAN**, Director of IT, G&W Products



reduction in inventory  
(less than 40 days'  
worth)



on-time delivery (up from  
mid-80%)



increase in profitability

# THIS CHANGES EVERYTHING.

## TRANSFORM YOUR COMPANY WITH PLEX BY YOUR SIDE

The promise of manufacturing shines brighter today than ever before—and Plex is one of the reasons why. From design and implementation to ongoing support, constant innovation and community-building events, the entire Plex organization is here to help you win. Whether we're integrating with your existing systems or

providing an entirely new plant floor to top floor solution, our world-class service organization is here to help you get the most out of your Plex relationship. After all, your success is the beginning, middle and end of why we exist. With Plex, you can expect a team willing to do whatever it takes to help you succeed.





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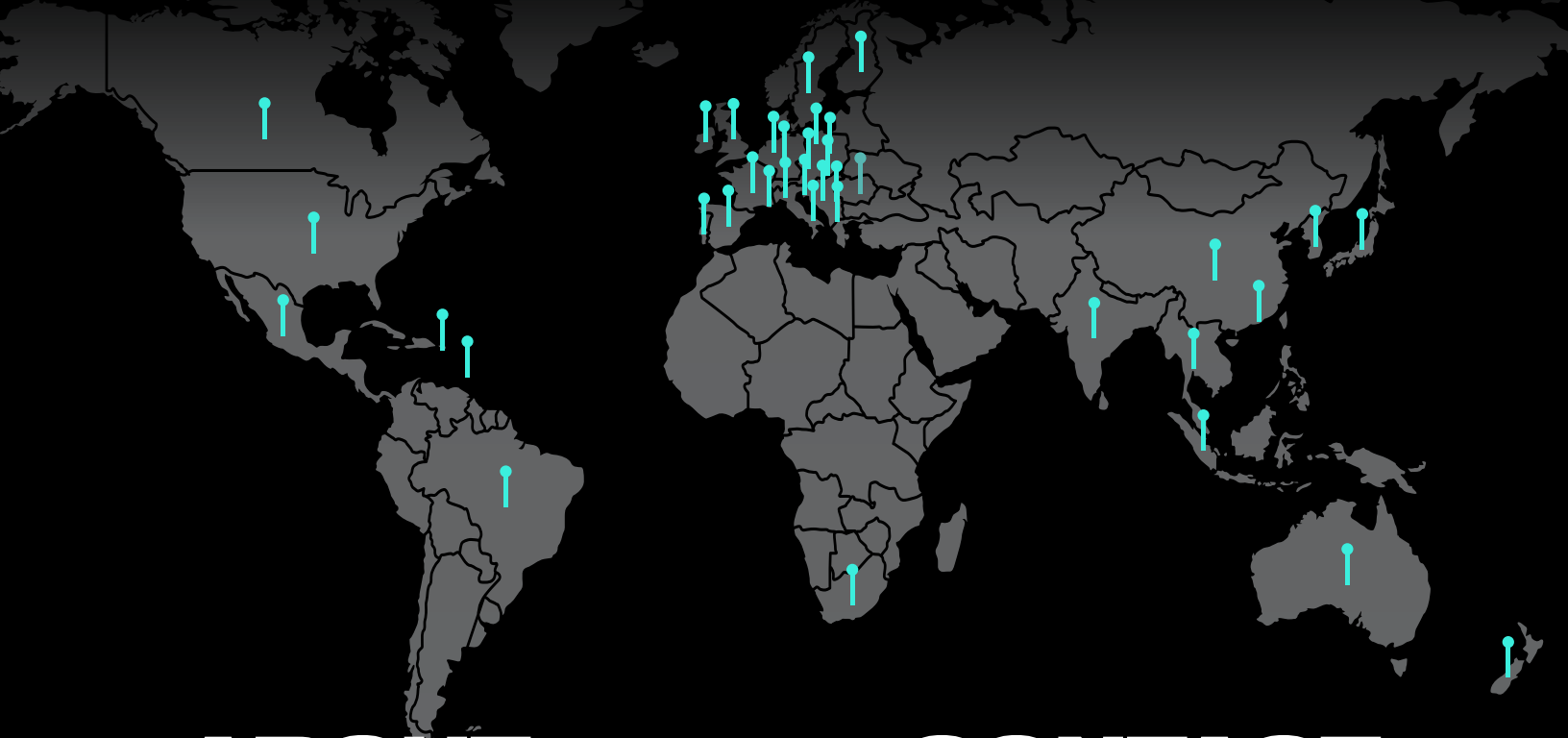
# SMART IS THE WAY FORWARD.

## **PLEX IS LEADING THE SMART MANUFACTURING MOVEMENT**

Today's smart manufacturing movement is driven by macro trends like innovation, competition, resource constraints and the need for supply chain agility. Business as usual is a thing of the past. Today, manufacturers either find ways to move faster and more precisely—or they don't. The age of smart manufacturing is here. And whether you're knee-deep or still finding your footing, we urge you to join us. This is the future. Let Plex help you Make It Smart.

# WHEREVER YOU ARE, WE'RE WITH YOU.

Plex serves 675+ companies in dozens of countries



## ABOUT

The Plex Smart Manufacturing Platform includes solutions for manufacturing execution (MES), ERP, quality, supply chain planning and management, Industrial IoT (IIoT) and manufacturing analytics that connect people, systems, machines, and supply chains to deliver unmatched visibility, quality and control.



### 100% Manufacturing Focused

Manufacturing is in our DNA. Born on the plant floor, Plex solutions address manufacturers' need to realize value today while planning for tomorrow.

## CONTACT

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