

VISIBILITY

MANUFACTURING SOFTWARE REVIEW BY SHELDON NEEDLE



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Introduction

VISIBILITY is an Enterprise Resource Planning software developed to meet the needs of manufacturers. The system is designed to optimize performance throughout your extended enterprise, and offers a quick implementation that accelerates your return on investment. This fully integrated solution cost effectively delivers the power of .NET-based Web Services for use with either a Microsoft® SQL Server™ or Oracle® database.

Its target market is complex product manufacturers (including To-Order, ETO, CTO, MTO, Project Based, Discrete and Hybrid) where it supports deep project functionality, strong costing controls and powerful engineering features. Other industries served include; A&D, Electronics Manufacturing, Fabricated Metal, Industrial Machinery & Capital Equipment, Instrumentation and Medical Device Manufacturing.

Security and personalization are strong features of the product including SOX compliant role-based security.

2017 , 2018 Enhancements

Schedule Advisor – This is a shop floor scheduling application. This graphical, drag and drop application allows users to dynamically compare shop floor load to capacity. Overload situations are readily identified and corrected by dragging operations to different time slots or adjusting available capacity. Integration with VISIBILITY allows shop orders to move back and forth between the scheduling application and the Work in Process module.

Latest version of the product offers a more modern User Interface.

Financial Consolidator – Empowers multi-entity organizations to quickly and accurately prepare

consolidated financial reports regardless of currency

General Ledger and Financial Reporting

The General Ledger provides the tools to measure performance against budget at individual levels including project, department and account levels based on either actual or standard cost. Complete support for multi-entity businesses is built in assuring the ability to conduct and manage business with any combination of single or multiple business hierarchies.

Standard cost versions can be maintained by entity, warehouse and operating budget. Labor variations are supported by warehouse and part revision dependent routings.

Revenue Recognition and Installation Billing

A unique capability is the ability to automate the generation of accounts receivable invoices based on user defined installment billing templates. These templates allow for timed generation of invoices in relation to order progress based on predefined business-specific event triggers.

Project Accounting

The VISIBILITY Project Accounting module, together with fully integrated project management capabilities, provides the tools needed to manage all projects on time and within budget. The Project Accounting module extends into every module of the system, providing the means to manage on a project basis. So, for example, you can track all costs to a particular contract or project regardless of whether those are departmental or manufacturing costs. It also enables each department to operate optimally with a mix of project and non-project

work. Project Accounting is a cost collection and planning tool.

Cost Accounting

Work order and sales order transactions accumulate costs to Work in Process and Cost of Goods Sold ledger accounts. Cost Accounting lets you track real-time standard costs to actual.

Materials and Production Planning

This suite provides organizations with a solution that improves the efficiency of the procurement and planning processes.

The VISIBILITY Material & Production Planning suite provides the ability to match supply with demand at each stage of the product lifecycle with its forecasting, Material Requirements Planning (MRP) and Capacity Requirements Planning (CRP) capabilities.

Forecasting / MPS / MRP CRP / APS-ETO /MTO / Repetitive

The VISIBILITY Master Production Schedule (MPS) is used to specify demand independent from sales orders and forecasts to drive the MRP process. Multiple named forecasts can be maintained for consumption by MRP. Forecasts may be specified for high level family items. The MPS process can be run as a simulation or as an actual run, and allows for optional direct entry of planned orders.

Vendor Server & Customer Server

Web portals are essential to the ability of manufacturers to meet customer and vendor needs for visibility into purchase orders, inventory, sales orders, work orders and the like. To meet this

objective, the VISIBILITY suite provides partner self-service access to key collaboration data.

Purchasing

VISIBILITY Purchasing permits preparation of requisitions and purchase orders, including blanket order parts against a warehouse or any work order, sales order, project or valid general ledger account. It is fully integrated with VISIBILITY Accounts Payable, Cost Accounting, General Inquiries, Inventory Control, and Work in Process to track materials, costs and activity.

Lot /Serial Number Control

The Lot/Serial Number Control option enables tracking the activity of inventory items that are sold, purchased or manufactured. Lot and Serial Number traceability meet the requirements for CFR 21 Subpart 15 traceability and management.

Collaboration and Workflow

The VISIBILITY collaborative and foundation application provides improved controls through the use of workflow, document management and threaded discussions. In addition, the system allows for personalization at both the system and user levels. These added controls increase compliance as well as help tailor and extend the application increasing usability and adaptability to best fit the business requirements without customization.

Document Management

Files and documents can be attached to any transaction or to master data. Attached documents

are efficiently uploaded for storage in the backend relational database and linked to the originating transaction for absolute audit control. Attached documents can be retrieved for review via reference to the original transaction at any time.

Business Intelligence

Visibility's Business Intelligence Analyzers unlock critical business information and transform data into knowledge. The pre-built departmental Analyzers include: Purchasing, Projects, Accounting (AP, AR, GL), WIP, Inventory, Sales, Capacity and Labor. These tools leverage the power of MS Excel Pivot Tables to accommodate unique Key Performance Indicators and end user analytics.

Multi-Entity Financial Consolidation

VISIBILITY supports both multi-entity and multi-currency capabilities. In financial consolidation, business unit controllers electronically authorize unit financials prior to clearing them for use in the consolidation. Where revisions are made, change history records are recorded.

Scheduling & Distribution Engine

Business reporting may be sourced from the core ERP database using IQPlus or from the Visibility Business Intelligence Analyzers. VISIBILITY supports security controlled access to reports and data sets, and content may be delivered on request, or using scheduled publication/intranet folder or email delivery methods.

Quality Systems Management

VISIBILITY Quality Systems Management module is integrated throughout the application and business process. It delivers integrated quality assurance management by extending standard shop floor control and provides for the creation and use

of revision controlled, "process oriented" routings. Quality Systems Management also offers a number of tools to assist in quality control data collection and analysis. This module can help businesses achieve ISO compliance with a well defined process throughout the business from the shop floor and in all aspects of the production cycle.

Shop Floor Control

The Shop Floor Control module provides maximum flexibility to deploy plant wide resources using finite, infinite, backward or forward scheduling. Users may split work orders, track material and change routing operations content and scheduling to meet the critical needs in the time required.

Work in Process

This module allows each business to effectively manage the production functions of the business. It identifies assemblies to be built, channels material for work orders into the production floor and returns finished assemblies to the warehouse for shipment to all customers.

Maintenance Operations

The Maintenance Operations module assists with the tracking and resolution of customer service calls through its integration with the controls, labor and order entry features of other VISIBILITY modules.

Data Collection

Support for barcode identified inventory data collection is available for a variety of inventory related transactions.

In addition, VISIBILITY supports linkage to data collection systems such as smart device data capture or barcode systems including VisMobile Labor Collection and the VisMobile Warehouse

Management Systems. Approaches such as these offer the opportunity to further reduce the cost of collecting and improving the timeliness and accuracy of all inventory, work in process and related operations data.

Engineering & Product Life Cycle Management (EPLM)

The Engineering & Product Lifecycle Management suite provides an integrated product backbone in support of multi-department enterprise requirements. Complex product manufacturers require robust product data management, continuous engineering and support for cradle to grave and cross-domain elements all of which are facilitated using the VISIBILITY application. Common data access and efficient transaction handling allows complex manufacturing companies to develop, describe, manage and communicate information about their products.

CAD Interface

The CAD Interface provides for export and import of parts and BOMs. Visibility .net provides online links from ERP product data to part drawings and electronic files.

Product Configurator

The Product Configurator provides powerful, rule-based generation of product structures, costs, and pricing, in a flexible guided user interface. The product configurator is fully integrated with quoting, order entry, and engineering, delivering efficient data entry and reliable generation of simple to complex Configure-To-Order items.

CRM – Customer Relationship Management

The CRM suite maximizes the value of every customer interaction through its integrated approach that manages, synchronizes and coordinates every customer and potential customer interaction. In manufacturing, companies and their customers interact through every step of the process, from engaging the customer as a prospect all the way through to servicing the customer. Efficient sharing and management of these processes provides faster communication, improved customer support and enhanced customer loyalty.

Prospect and Sales Force Automation

VISIBILITY facilitates timely and coordinated management of leads, contacts and opportunities. Having the ability to configure and price complex quotations and sales orders, gather and review historical sales data, access information associated with customer related jobs and projects allows appropriate individuals to quote more quickly and accurately.

About Sheldon Needle



A former CFO, consultant and software designer, Sheldon Needle has authored or co-authored more than 20 books on software selection and has contributed articles to major publications, including the Journal of Accountancy

and Nation's Business. CTSGuides.com has the distinction of being the very first company to do hands-on, independent evaluations of software for the middle market.

Sheldon speaks with business owners and managers every day about software selection and makes personalized recommendations based on their needs and budget. He is widely known and respected throughout the business software community for his independence, integrity and expertise.

As part of registering for our free software selection kit, you receive a 15-minute consult with Sheldon. Sheldon understands financial and business issues and speaks your language.

He knows the leading software companies—how they compare, their strengths and weaknesses, where they fit into the market and which ones would be suitable for your business.