DYNAMICSCON PRESENTATION

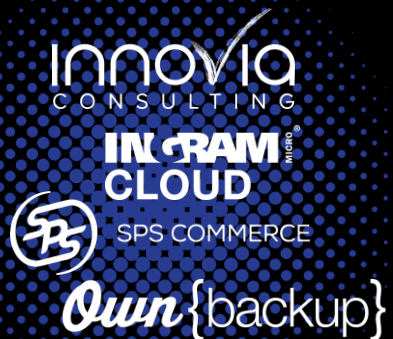# DynamicsCon LIVE

POWERED BY
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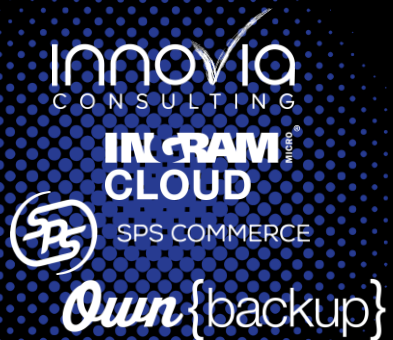
SEPTEMBER 14-16,
2022

JOBS VS. MANUFACTURING: WHICH DO I USE FOR WHAT?

If you're in the wrong session, now is the time to quickly sneak out before someone notices! You can also stay and learn something new! Welcome!

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DYNAMICSCON
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SESSION AGENDA

- **Introductions**
- **Design Concept: Jobs vs. Manufacturing**
- **Feature Comparison**
- **Use Case Scenarios**
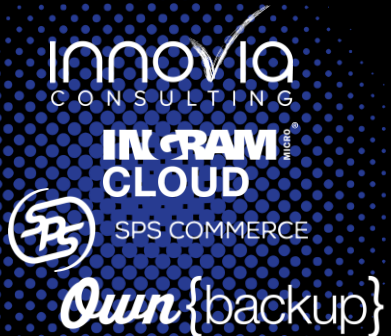- **Use one, the other, or both?**

WHO ARE THESE GUYS?

- **Ken Sebahar**
  - 20+ Years supporting NAV/BC
  - President: Solution Systems
  - Focus on both Jobs and Manufacturing
  - CPA
  - Podcast Host

- **Ben Baxter**
  - 15+ Years supporting NAV/BC
  - President: Accent Software
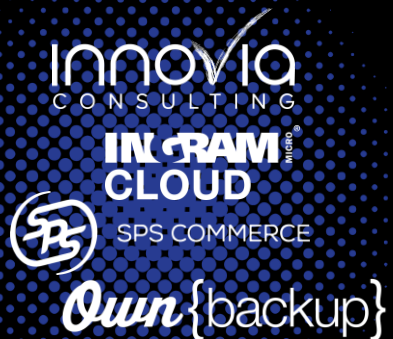 - Focus on both Jobs and Manufacturing
  - Coach
  - Volunteer

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DESIGN CONCEPTS

DESIGN CONCEPT: JOBS

- **Long Duration Jobs**
- **Activities required to complete might change**
- **Unique Material Requirements per Job**
- **Emphasis on Budget vs. Actual**
- **Job is linked to a Customer**
  - **Capture Revenue to a Job**
  - **Focus on Actual Cost Recording**
  - **No Finished Good Item Produced**
  - **Internal Jobs and R&D**

DESIGN CONCEPT: MANUFACTURING

- Short Duration Build

- Standard Routing (Operations)

- Standard Bill of Material (BOM)

- Emphasis on Variance from Standard Cost

- No link to Customer

  - No Revenue linked to Build

  - Automation of Consumption (Flushing)

  - Outputs Finished Good to Inventory
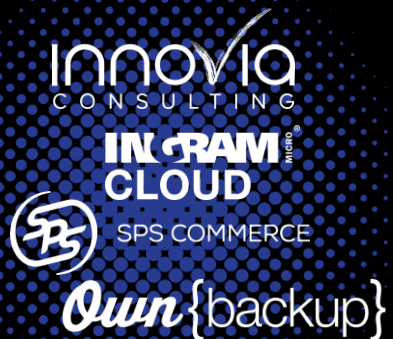
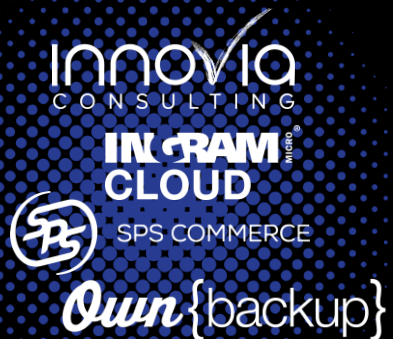 - Handles Multi-Level BOMs

FEATURE COMPARISON

FEATURES: AVAILABLE IN BOTH

- **Activity Structure (Tasks vs. Operations)**
- **Bill of Material (Job Planning Lines vs. Components)**
- **Ability to record Actual Costs**
- **Ability to Purchase to Inventory OR Direct to Job/Prod. Order**
  - **Statistics on Capacity (Time) and Material compared to Budget/Std.**
  - **Ability to change requirements per Job**
  - **Ability to record Sub-Contractor Costs**
  - **Work In Process (WIP) Accounting**

FEATURES: AVAILABLE IN JOBS

- **Only Available in Jobs:**
  - Cost Tracking for a Service Business (longer duration; No Item)
  - Nested Activity Structure w/ Cost Roll-Up
  - Direct Invoicing and Revenue Reporting
  - Ability to establish multiple Billing Events
  - Ability to track Time Sheets to Job(s)
    - Ability to Copy details (Structure/Budget or Actual) from prior Job
    - Advanced WIP Control
    - Job Specific Pricing of Time and Materials

FEATURES: AVAILABLE IN MFG

- **Only Available in Manufacturing:**
  - Ability to produce a Finished Good Item
  - Version Control on both Routes and BOMs
  - Automation of Sub PO creation and linked processing
  - Ability to create and link multi-level Sub-Assemblies
  - Ability to generate Prod. Order via Planning Worksheet
      - Ability to generate Prod. Order directly from Sales Order
      - Integration with Business Central Warehousing
      - Nested Capacity Schedules and Costing

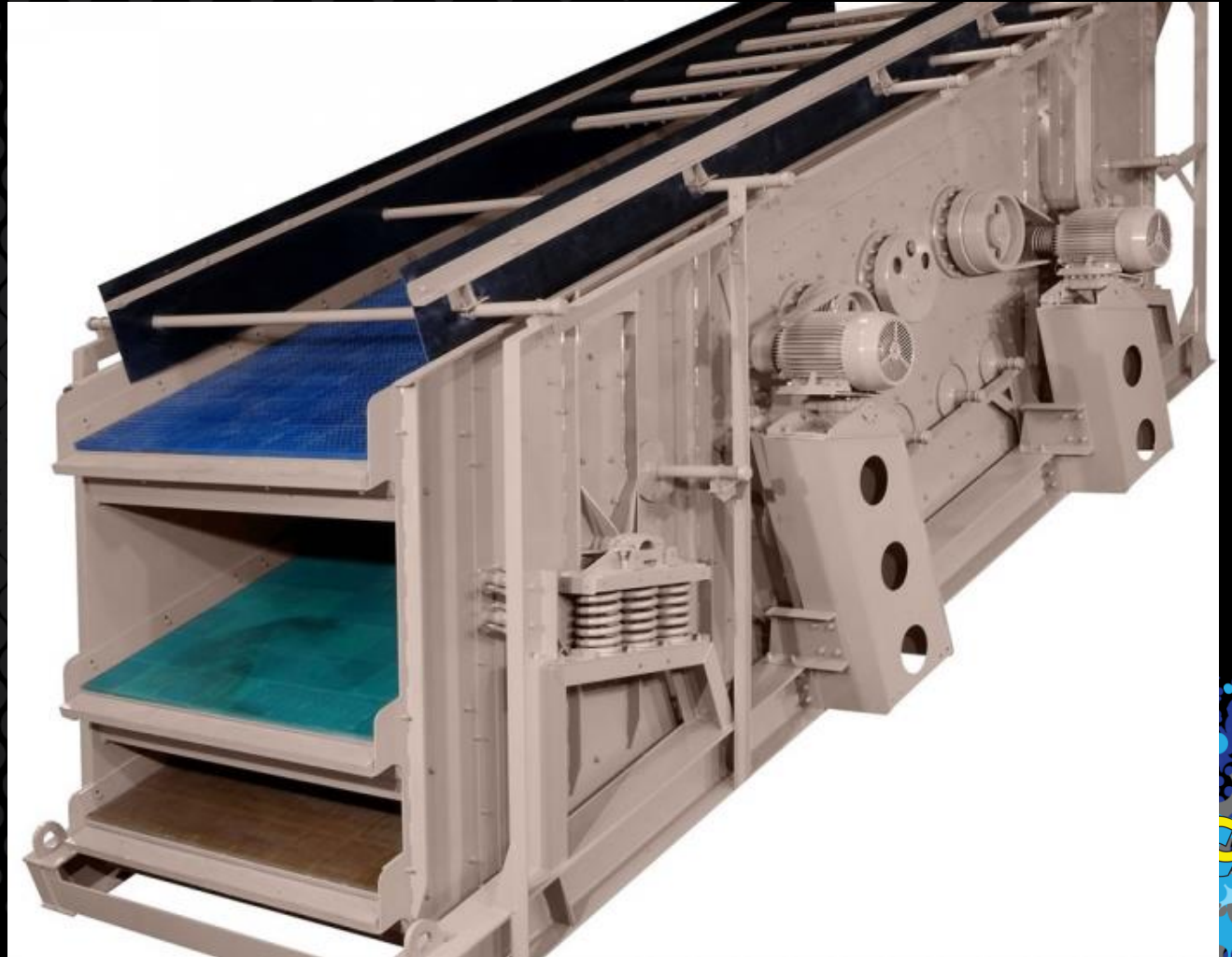# USE CASES

USE CASE 1: Quarry Screen

Highly Variable

Size of a Semi Trailer

Long Planning and Design Process

Many Stages within Build

In-Depth Analysis on Budget vs. Actual Cost

USE CASE 2: Backpack Sprayer

No Variability

Standard Cost defined with BOM and Routing with tracking of material/production variances

Scheduled and produced per On-hand inventory and forecast

Sub-assembly quantities are scheduled and tracked independently

1 per Box, shipped small parcel (or LTL for large orders)

CAN YOU USE BOTH?

USE BOTH? (PROJECT MFG)

- **Jobs**
  - Tracks the Project
    - R&D/Engineering Time
    - Specific Dates/Milestones
    - Billable Events
  - Has the Finished Good as a component of the Project
    - Sets the Due Date used by Plan. Worksheet/Prod. Order
    - Consumes F.G. out of Inventory
      - Full Estimate vs. Actual Stats

- **Manufacturing**
  - Gets F.G. demand from Job
  - Tracks the build of the F.G.
  - Automates Consumption of Raw Materials
  - Better Scheduling Tools available
  - Output is consumed to Job

USE CASE 3:
Custom Generator

Little/No Variability amongst components and related BOM structures (Manufacturing)

Variability amongst the list of components and other costs (Jobs)

Long-project lifecycle with milestone billing and cost/revenue recognition over multiple periods (Jobs)

Non-material costs are key to the profitability (shipping, installation services, travel time, warranty)

QUESTIONS AND ANSWERS

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