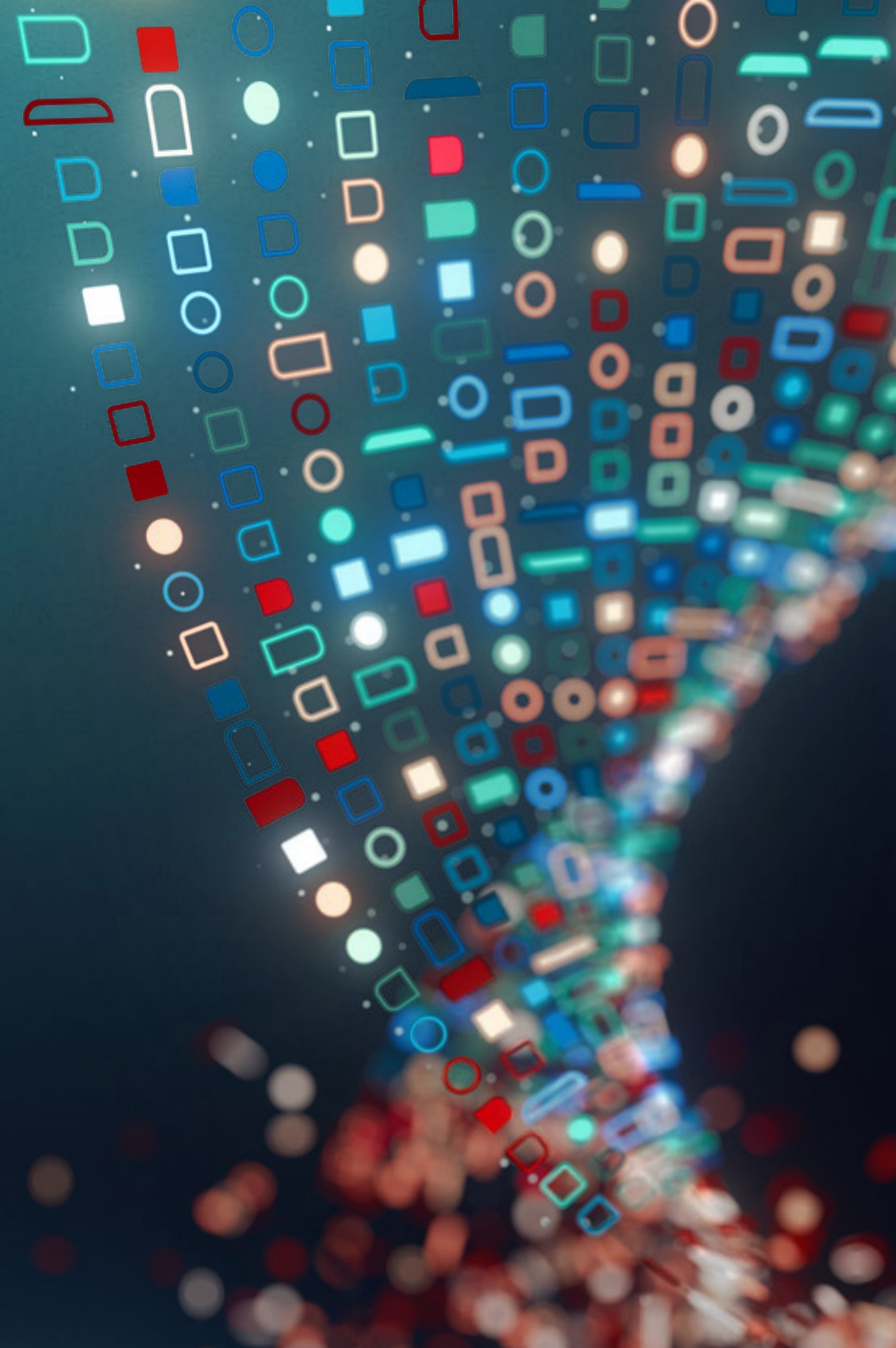


EPICOR

# Epicor for Aerospace and Defense



MANUFACTURING



# Business Agility to Stay Ahead

## Aerospace and Defense Manufacturers

With decades of experience in Aerospace and Defense, Epicor understands how to solve the challenges faced by manufacturers seeking to streamline complex operations while managing costs in a dynamic and highly regulated space.

Our global technology solutions go beyond traditional ERP. We enable A&D manufacturers to consistently and reliably deliver products and services to their customers, on time and on budget. Built on a foundation of industry-leading technology and best practices to maximize productivity and achieve greater sustainability, Epicor provides adaptable solutions that cut through the complex web of production changes, hard deadlines, and regulatory demands.

## Functionality

With full operational visibility, cybersecurity, performance, and scalability geared towards Aerospace and Defense, Epicor helps ensure that you are always ready to navigate the next contract, no matter how complex.

- Full quote-to-cash management with contract flow down\*
- Robust embedded quality management and infrastructure to meet strict A&D regulatory requirements
- Product Lifecycle Management (PLM) for complex, engineering-intensive product control
- Supports engineer-to-order and mixed-mode manufacturing
- Embedded project management supports efficient cost and schedule visibility
- Proactive Supplier Management with certifications and approvals
- Inventory management with traceability by revision

*\*Functional capabilities may depend on partner solutions, implementation configurations, or customizations*



**EPICOR**

Certified Gold Partner



**NIST**

# Epicor Aerospace and Defense with Cre8tive Technology and Design

## Expertise with Epicor

Epicor helps you achieve compliance and drive profitability through greater operational efficiency. Our relationship with Cre8tive Technology and Design takes the possibilities even further to enable a solution designed to fit your precise requirements.

Cre8tive Technology and Design is an Epicor Platinum Partner with the proven experience to successfully enable business-critical ERP solutions for our clients in the aerospace and defense industry. They can help you achieve compliance, enhance your ERP with industry software solutions, and provide personalized support as the foundation for a strong and lasting business relationship.

## Compliant Implementations

Cre8tive supports manufacturers with Epicor A&D deployments working with all levels of compliance. This includes on-premises, SaaS Azure Government Cloud, as well as a Cre8tive Managed Hosting option to support GCC Moderate and GCC High Requirements.

## We Speak A&D

Both the Epicor A&D Solution and Cre8tive Technology are ITAR Certified/Registered. Additional certifications and qualifications include NIST (800-171), AS9100, DCAA (1034/35), and DFARS. Implementations with Cre8tive Technology and Design are based on a defined process with best practices in A&D, helping manufacturers of all sizes navigate the complex regulatory oversight involved with manufacturers in aerospace and the defense industrial base.

## Information Security

Experts in cybersecurity/infosec, Cre8tive Technology and Design support the guidelines set by the Cybersecurity Maturity Model Certification program, to help ensure that best-in-class cybersecurity practices adhere to strict compliance requirements. Epicor A&D implementations can support progressively advanced levels of cybersecurity, helping manufacturers navigate the evolving CMMC 2.0 Program to be ready for certification.

## Complete Contract-to-Cash Project Management\*

Project success is critical to bottom-line profitability for A&D companies. Robust project management, with capabilities that permeate every aspect of a business, is needed to efficiently deliver projects on time and on budget. To confidently bid and win business, these solutions must provide the visibility to fully understand cost and constantly manage project scope. Epicor Project Management is a comprehensive solution for program managers who plan and execute simple or complex projects, that can including those that require intricate multilevel phases as well as strict costing and complex billing methods.

Epicor for A&D provides embedded project management to handle the complete, unique contract-to-cash cycle that A&D companies require, like contract flow down. Project management starts with the initial definition of work breakdown structures (WBS) on single and multiple levels, including phases, tasks, and budgets.

Bi-directional integration with Microsoft® Office® Project gives program managers an additional tool to easily manipulate the schedule and simplify the planning of any project. Project templates and copy often difficult task of building out project definitions.

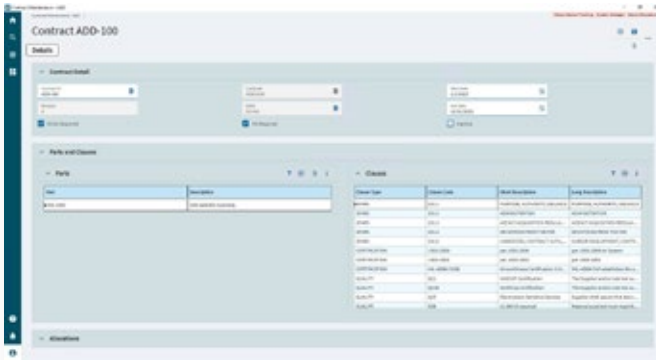
## Contract and Clause Management\*

- Quality and Clause Control
- Contract/Part Clauses
- Supplier Surveys
- DPAS Ratings, DCMA
- Revision Control
- Clause Validation

## Supplier Management\*

- Approved Suppliers
- Supplier Certifications
- Supplier Surveys
- Supplier Classification





## Contract and Clause Management

Delivering on complex contracts requires solutions that make it easy to automate and control the flow of information. Full visibility of contract details can be passed to sales orders, as well as their related jobs and purchase orders. This includes Customer Contract Revisions, DPAS Ratings, and contract clauses.

When creating sales orders and customer shipments, clauses can be validated to avoid the downtime of finding mismatched clause assignments. Hierarchical logic provides the flexibility to create and manage contract clauses. They can be re-used and assigned at a contract level or part level, to ensure the contract flow down is always complete. Clauses can also get updated with new revisions that can supersede others.

## Earned Value Project Management (EVM)

For Aerospace and Defense, EVM is more than a project management technique. It represents a set of 32 guidelines that define the requirements that a contractor's management system must fulfill to take on some contracts. Epicor A&D Solutions support the integration of a compliant EVM System and provide tools to deliver situational awareness of program status, as well as assess the cost, schedule, and technical performance of a program:

- Relate time-phased budgets to contract tasks
- Capture progress assessments against baseline plans
- Provide current, accurate, data for actionable, data-driven insights

## Establish Supply Chain Resilience and Risk Mitigation

Maintaining a healthy, resilient supply chain requires visibility and proactive management to mitigate the risk of disruptions. Because supply chains are constantly exposed to global events, like the COVID-19 pandemic, workforce shortages and invasion of Ukraine, manufacturers must find ways to rapidly create deeper visibility into their supply chain, diversify their network of suppliers, and even localize their suppliers. Strategic initiatives like this can be challenging in A&D, with complex supply chains involving multiple tiers of suppliers and limited visibility beyond immediate suppliers.

Epicor A&D streamlines supply chain processes with innovative technology that is easy to use and built on industry best practices. Drive greater affordability in materials, and improve efficiency and predictability across operations with a strong supply chain that is ready for the future of manufacturing. Offering rich visibility and digital prowess, Epicor provides effective coordination from initial raw materials to the ultimate delivery of a finished product, transforming your supply chain into a results-driven value chain.

## Supplier Management

Simplified electronic collaboration with your suppliers is supported through Epicor's Supplier Connect and EDI platform. Proactively manage supplier certifications, surveys, and classifications from a dashboard with full visibility of expiration dates and renewals.

## Streamlined Compliance for A&D

Manufacturers in Aerospace and Defense have to adopt strict business practices to navigate the industry's tremendous regulatory landscape, where violations can cost business contracts and result in substantial fines. Compliance and quality management strategies have to account for information security, end-to-end traceability, accounting practices, and even operational efficiency requirements specific to their industry. Without sound strategies, simply adhering to all the regulations can become a challenge that will affect an organization's bottom line and profitability.

Epicor A&D Solutions help manufacturers master compliance requirements with integrated systems and



robust infrastructure to connect every ‘digital thread’ in their operation to a centralized, single source of truth. This creates a strategic foundation that can adapt to support regulations as they evolve, and as an organization scales or as its needs shift. Epicor for A&D builds on this foundation to create streamlined workflows and capabilities that matter to manufacturers in Aerospace and Defense, like DCAA Audits, Export Control, FAI, shelf-life management, and more.



### Digital Thread Traceability

Product- and program-specific data for A&D manufacturers is especially stringent due to governmental and industry standards for recording products at the design, production, sourcing, and delivery stages.

Epicor A&D provides an integrated view of operations, that establishes a ‘digital thread’ that writes the story of a product. From the initial design to the revisions

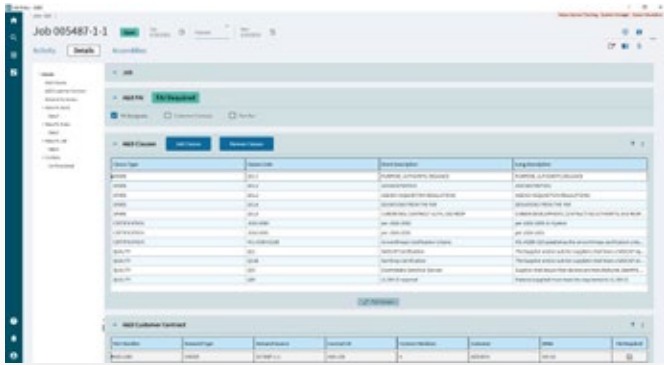
and production cycles, every change to a record can be tracked to a complete audit trail the who, what, when and where.

Support for stringent product traceability, including lot traceability and lot attributes, top and lower level serial tracking, along with product documentation and revision change control are all central to the system.

Epicor PLM is a comprehensive end-to-end solution developed to manage all aspects of a product’s lifecycle, as well as enable enterprises to control the enormous amount of electronic documentation that is produced.

### Compliance and Quality Management\*

- First Article Inspection Tracking
- Enhanced Corrective Actions
- Certifications (8130, CoC)
- Root Cause
- Calibrations
- Export Control and Licenses
- DCMAA Inspections
- Quality Validations
- Improved Traceability
- Shelf-Life Tracking
- Complete Audit Trail
- Flight Worthiness Tags



## Production Efficiency

Aerospace and defense manufacturers need capable, agile systems that can self-optimize performance and automate processes with complete end-to-end visibility. Epicor A&D Solutions help digitize operations to empower a workforce and maximize equipment effectiveness. Powerful scheduling solutions effectively synchronize resources, harnessing a vast integrated view of production to factor in capacity, resource constraints and skills needed. You'll be able to match manufacturing process flows to discrete and project-based value streams, while improving agility with lean manufacturing methodologies. Transform your operations with Epicor solutions that create a new level of connectivity and efficiency, improve collaboration, and maximize productivity.

## Maximize Throughput with a Sustainable, Connected Factory

Epicor A&D helps manufacturers connect their machines, people, data, and value chains to build and scale smarter, more sustainable factories. As part of an integrated view across operations, Epicor's Advanced MES provides real-time performance data and eliminates the time-consuming, error-prone process of manual data collection.

Harnessing critical data and advanced analytics keeps manufacturers in front of potential downtime events, revealing opportunities for improvement that will maximize capacity utilization, reduce costs, and improve product quality. The real-time data drives informed automation and lights manufacturing to consistently maximize throughput.

## Improve Lead Times and Reduce Waste With Lean Methodologies

Innovative manufacturers implement lean methodologies to maintain a competitive edge with an efficient path to market that reduces overall costs, helps eliminate waste, and improves customer satisfaction.

Epicor for A&D's fully integrated systems equips manufacturers with advanced capabilities, including Kanban style, pull-based (demand) manufacturing with backflushing. The embedded Kanban functionality includes several types of electronic signals for inventory movement, and Kanbans are automatically triggered for replenishment as supply levels or order demand requires.

## Manage Service Offerings to Improve the Bottom Line

Manufacturers can extend their capabilities beyond just producing products with service-oriented offerings that position them to provide better customer service, as well as access to new markets and revenue streams. Offerings such as onsite installation and aftermarket maintenance, repair, and overhaul (MRO) can give manufacturers a competitive edge. Epicor for A&D offers Field Service capabilities for organizations that install, repair, or provide service. Whether onsite or in the field, all activities are centralized for complete visibility and streamlined management.

From service-level agreements to service call center dispatching to warranty and return, Epicor offers complete full circle tracking of service events and billing. Your resources in the field and in the back office will collaborate more productively, be more responsive to customer needs, and provide superior levels of service. This enterprise mobility solution for field service providers incorporates comprehensive field service functionality and full data synchronization in an easy-to-use, mobile application.

## Supporting Extended and Global Operations

With competitive pressures driving many manufacturers to expand globally where labor is considerably less expensive, coupled with the recent trend in plant consolidations, many manufacturers large and small today find themselves suddenly managing multiple disparate sites at once.

Epicor for A&D offers comprehensive multisite capabilities, coupled with the global presence to meet your company's requirements for local support. Competing globally and domestically—bridging geographic and strategic diversity and eliminating supply chain inefficiencies—can be accomplished with the technologies to streamline intra- and inter-company processes and communicate quickly and accurately.

Synchronization of complex relationships which determine supply, demand, and fulfillment is the means to reaching new, industry-leading levels of business performance, all while adhering to global standards for trade of parts such as GTIN-14 and RoHS compliance. Epicor for A&D can help you achieve maximum efficiencies across your globally extended enterprise. This is a collaboration solution that provides a fundamental shift in the way A&D organizations engage with their ERP to make decisions about their business. This unique solution is fully embedded within Epicor to enable access to all the business information, foster cross-company collaboration, and bring social media concepts and contextual information together in a single tool where everyone is able to collaborate directly with each other around Epicor ERP. This allows people to share information while building up knowledge bases, working together to solve problems (crowd sourcing), and creating a repository in which no good ideas are lost. Users do not need in-depth knowledge of the Epicor toolset to subscribe and unsubscribe to information as and when they want. This will enable real-time collaboration in areas critical to success for your A&D business processes, such as bid and proposal

preparation, project management, engineering change control, and quality improvement initiatives.

### **Flexible Deployment Options**

As your business grows and changes, you need a solution that can grow and change with you. As a single solution able to be deployed on-premises, hosted, or in the cloud, Epicor for Aerospace and Defense provides unprecedented deployment flexibility. For example, if your business has limited IT resources you may opt to initially deploy the solution in a hosted model or in the cloud. As your business changes, you may subsequently opt to redeploy Epicor on-premises.

Epicor is one of the few vendors to have architected a full multi-tenant software as a service (SaaS) and on-premises version out of a single product, and is the only leading vendor who has deployed it to customers.

### **No-Code, Low-Code Tools to Empower Citizen Developers**

With a competitive and regulatory landscape constantly evolving, Aerospace and Defense manufacturers need adaptable solutions that empower their team with the agility to stay ahead.

Epicor is uniquely positioned with a suite of robust applications featuring powerful capabilities and an intuitive user experience, enabling users to tailor complex business solutions without having to write a single line of code. With a drag-and-drop interface, users can design queries for their business data, apply complex logic to business workflows, and develop new

functionality. These no-code, low-code tools deliver unprecedented control so manufacturers can tailor the solutions to evolve with them.

### **Diversifying Your Workforce**

In this business climate, many manufacturers are stepping up new programs for recruiting new workers and cross-training existing workers. Along with these new initiatives, new industry mandates requiring strict proof of competence and training are forcing manufacturers to move beyond their Excel spreadsheets to systems that automate tracking of the workforce. Epicor Human Resource Management System (HRMS) enables you to meet strict mandates for employee skills, certifications, and qualifications.

## **Made with A&D Manufacturers for A&D Manufacturers**

Leveraging the power of Epicor ERP Solutions, Epicor for A&D streamlines compliant and feature-rich implementations for A&D Manufacturers to realize a rapid time-to-value and maximize operational efficiency.

*Learn more about how Epicor for A&D will help you improve lead times and reduce waste—creating a more efficient and sustainable production process.*

# Epicor A&D Functional Capabilities\*

## Deployment Options

Epicor Kinetic can be deployed to meet specific security, compliance and support requirements.

### On-Premises

- Local Servers

### SaaS Government Cloud

- Epicor SaaS Solution
- Government Public Cloud
- GCC Moderate

### Cre8tive Managed/Hosted

- Government Private Cloud
- Managed by Cre8tive IT
- GCC Moderate or GCC High

## Reporting

- As-Built Reports
- Time and Materials Invoice Formatted to Meet Standards

## Supplier Management

- Approved Suppliers
- Supplier Certifications
- Supplier Surveys
- Supplier Classification

## Contract Management and Flow down

- Quality and Clause Control
- Contract/Part Clauses
- Supplier Surveys
- DPAS Ratings, DCMA
- Revision Control
- Clause Validation

## Maintenance, Repair, and Overhaul

- Project, Contract, Fiscal, and Product Support
- Part Induction
- Work Scope

## Quality Management

Streamline compliance with industry-specific quality workflows.

- First Article Inspection Tracking
- Enhanced Corrective Actions
- Certifications (8130, CoC)
- Root Cause
- Calibrations
- Export Control and Licenses
- DCMAA Inspections
- Quality Validations
- Improved Traceability
- Shelf-Life Tracking
- Complete Audit Trail
- Flight Worthiness Tags
- Earned Value Management

## Inventory

- Revision Control
- Tracking/Planning By Revision
- Planning By Revision

*\*Functional capabilities may depend on partner solutions, implementation configurations, or customizations*

## Industry-Leading Service and Support Options

Epicor has over 40 years of experience delivering industry-focused, world-class solutions, along with ongoing customer care and service to over 20,000 customer installations. It is a true global solutions partner with support offices all over the world. The key vehicle that transforms Epicor for Aerospace and Defense into a successful business solution is our Signature Implementation Methodology. Epicor delivers among the most cost-effective and efficient techniques to plan, design, validate, and deploy your Epicor solution. Staffed with direct employees around the globe who are properly trained and equipped with world-class implementation tools, Epicor follows our proven five stage Signature Methodology designed specially around Epicor software and our customers. The end result is designed to be an on-time, on-budget implementation of your Epicor solution that allows your company to quickly begin using Epicor for Aerospace and Defense in day-to-day operations. From consultation to implementation and beyond, we save you time and money by providing broad functionality at a lower total cost of ownership.



# EPICOR

We're here for the hard-working businesses that keep the world turning. You're the companies that make, move, and sell the things we all need. Trust Epicor to help you do business better. Your industry is our industry, and we understand you better than anyone. By working hand-in-hand, we get to know your business almost as well as you do. Our innovative industry solution sets are carefully built to fit your needs and respond flexibly to your fast-changing reality. We accelerate ambitions, whether you want to grow and transform, or simply become more productive and effective. That's what makes us the essential partner to the world's most essential businesses.

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Contact Us Today: [info@epicor.com](mailto:info@epicor.com) | [www.epicor.com](http://www.epicor.com)

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