

ORACLE
NETSUITE



How to Accelerate Your Sales with Industry 4.0 from Fuuz





The joint partnership between NetSuite and Fuuz will help you sell more and close more quickly. Why? Because Fuuz is the Industry 4.0 solution your prospective customers want.

How Fuuz Simplifies Your Selling Process

Fuuz™, from MFGx, is a no-code, low-code, pro-code applications platform that delivers Industry 4.0 to discrete and continuous manufacturing businesses across industries. Fuuz streamlines your sales journey. Here's how.

- Fuuz replaces bolt-ons, point solutions and middleware.
- You don't have to chase down multiple vendors to build a personalized and comprehensive sales proposal.
- You work with one partner who can map the entire solution for your prospect.

Talking Points About Fuuz

- Fuuz is an applications development platform where all your customers' software solutions can live, connect with one another and exchange data.
- Fuuz comes with existing connectors to most major software so that prospects can capture data and connect processes, machines and the people who use them – all in a single platform environment.
- Fuuz can build a tailor-made connector if that's what your prospect needs. Fuuz comes with the following pre-built connectors.



Fuuz Key Solutions

Industry 4.0 and IIoT
for Any Industry

Machine Monitoring and
PLC Integration

Transportation Management

Warehouse Management

Shipping Integrations

MES | EDI | QMS

Mobile Apps

Barcoding / Scanning

Dashboards

eCommerce Integrations

Qualifying Questions

Is real-time tracking of machines, operators and production important?

Is the client looking for more granular control over manufacturing processes and workflows?

Is the client looking for barcoding and scanning?

Does the client have needs beyond Industry 4.0? **Fuuz can take care of it.** From shipping integrations and system integrations to QMS and preventative maintenance, Fuuz is your go-to solution. And you don't have to spend time working with another partner.



Sales Scenario

A Fuuz customer wanted to automate processes between their ERP system and ADP, their payroll solution. Using Fuuz's pre-built connectors for rapid deployment, we helped them push employee timesheets from their ERP into ADP with a dashboard that showed straight time versus overtime and other data they wanted to visualize.



Industry Buzzwords

Industrial Internet of Things (IIoT)

Human Machine Interface (HMI)

Overall Equipment Effectiveness (OEE)

Radio Frequency Identification (RFID)

Manufacturing Operations

Management (MOM)*

Manufacturing Execution

System (MES)

Event-Driven Architecture (EDA)**

No-Code Application Development

Industry 4.0

Digital Transformation

*MOM usually refers to the manufacturing process while MES is software that manages a plant floor.

** EDA is a software development tool that uses events, for example, an item is put in a shopping cart. This event triggers a specific action such as automatically updating inventory.

About Fuuz Customers

120

unique companies

1,000

physical locations globally

5-10x

productivity improvement in developing custom applications*



The team at MFGx/Fuuz has been one of those rare groups that does not just talk about being dedicated to our success, they demonstrate it consistently in their actions. And in solving our issues and needs, they keep in mind the bigger picture of how to evolve Fuuz in a fashion which improves the usability and functionality for the market and not just an individual client.



Mark McDonald,
VP, Information Technology,
MPI Corporation





Key Differentiators

Fuuz from MFGx is built by people who have worked in manufacturing and industrial businesses as software engineers, implementation experts and plant floor managers. The professionals behind Fuuz have in-depth understanding of plant floor operations and how they intersect with business software such as ERP, Finance, HR and CRM.

Fuuz is a multi-tenant cloud platform, so every user gets the same software updates at the same time. Cloud applications that are not multi-tenant isolate your instance of the software. The results are not good. Slower deployment of updates and patches increases the possibility of system downtime, complicating the administration of different versions in use across the business.

The Fuuz applications platform is a no-code, low-code and pro-code approach to building new applications. It broadens the potential of the platform to serve different kinds of users: the accomplished IT professional, the casual HTML coder and the business or sales executives who want to script their own apps using a drag and drop editor that doesn't require coding skills.



Fuuz, from MFGx, is a no-code, low-code, pro-code applications platform that delivers Industry 4.0 to manufacturing businesses across industries. With rapid deployment of stand-alone apps and connectors to existing software, businesses can capture data, connect processes, people and machines – all in a single platform ecosystem.

www.fuuzplatform.com