



Manufacturing value realized: Your guide to accelerating outcomes

IFS Success for the
Manufacturing Industry



From Factory Floor to Boardroom: The New Manufacturing Mandate

Before sunrise, the factory hums to life. But beneath the rhythm of machines, a different pulse beats: uncertainty. A supplier misses a shipment. Energy prices spike overnight. A new regulation lands on your desk - complex, urgent, non-negotiable. Margins are squeezed from every side. Customers want more, faster, better. The competition is global - but also relentless.

Manufacturing today is a high-wire act. Every decision ripples from the shop floor to the boardroom.

You balance legacy systems with new tech, skilled hands with automation, tradition with transformation. You fight for visibility across tangled supply chains, for agility in the face of disruption, for resilience when the unexpected becomes routine.

Navigating this complexity requires more than just the right tools, it takes expert guidance tailored to your unique goals, much like working with a personal trainer who helps you unlock your full potential.

Every shift brings new questions:

- Will production run smoothly, or will a single delay cascade through the day?
- Is inventory a safety net or a costly anchor?
- Can your team adapt to new demands, new technologies, new standards?
- Are you building for today - or for a future that's changing faster than ever?

This is the new manufacturing reality: complexity is the norm, and the stakes have never been higher.

Success isn't just about surviving the next crisis.

It's about turning volatility into opportunity, and complexity into competitive advantage - faster than ever before.

What This Guide Covers and How It Helps You

This guide is structured to give you clarity and practical steps at every stage of your transformation. You'll explore:

- 02 • **The Manufacturing Mandate** – Understanding today's challenges and what they mean for leaders.
- 04 • **Beyond Technology** – Moving from IFS Cloud deployment to real business value.
- 05 • **Turning Strategy into Action** – How to focus on priorities that deliver measurable outcomes.
- 07 • **The IFS Success Framework** – A proven model for aligning technology, people, and processes.
- 08 • **Proof in Performance** – Real-world examples of manufacturers achieving tangible results.
- 13 • **Your Roadmap to ROI** – Starting with a Business Value Assessment to accelerate success.

Each section is designed to help you cut through complexity, benchmark your progress, and build a clear path to resilience and growth.



Beyond Technology: Turning IFS Cloud Investment into Industrial Advantage

Investing in digital platforms like IFS Cloud is only the beginning. The real challenge for manufacturers is moving beyond software deployment to unlock true industrial advantage. It's not about features, it's about outcomes: smarter planning, faster response, and sustainable growth.

No matter where you are on your IFS Cloud journey - whether you've just made the investment, are preparing for go-live, in the midst of deployment, or already live, the priority is clear: realizing value as quickly as possible. Every stage is an opportunity to accelerate time to value, drive better outcomes, and turn your investment into measurable business results.

IFS Success: Your Strategic Partner for Manufacturing Transformation

IFS Success is a long-term, outcome-focused partnership built for manufacturers. From day zero, IFS Success works alongside your teams to accelerate time-to-value, drive operational excellence, and maximize the lifetime value of your IFS investment. With deep manufacturing industry expertise and a proven methodology, IFS Success helps ensure your transformation delivers results that matter, maximizing the lifetime value of your IFS investment and supporting a purposeful AI strategy and application that drives impact both on the shop floor and in the boardroom.

IFS Success supports you in achieving your business goals. You get deep industry expertise, structured planning, and ongoing optimization, all tailored to the realities of manufacturing.



Unlocking Manufacturing Value: What Matters Most

Manufacturers face unique challenges: supply chain volatility, inventory pressures, the need for real-time visibility across operations, and the growing imperative to adopt AI-driven strategy and solutions. IFS Success is designed to address what matters most, and help accelerate progress in key operational and strategic areas such as:

- End-to-end supply chain visibility and planning accuracy
- Integration of MES, IoT, and shop floor data for actionable insights
- Inventory optimization and working capital reduction
- Enhanced on-time delivery and supplier collaboration
- Alignment with sustainability and traceability targets

These are the outcomes that define success in modern manufacturing - and they're at the heart of every IFS Success engagement.

The IFS Success Framework: Engineering Continuous Improvement

IFS Success delivers results through a structured, strategic framework which supports and documents the customer business goals



Building a Tailored Customer Success Plan

Our engagement starts by understanding each customer's unique objectives, challenges, and desired outcomes. Much like a personal trainer designs a custom fitness plan, we co-create a Customer Success Plan tailored to your business priorities and growth targets. This plan includes skill mapping, enablement activities, and delivery milestones, ensuring customers can adopt solutions quickly, scale confidently, and realize measurable value across their lifecycle.



The Role of Customer Success Management

At the center of this process is the Customer Success Manager (CSM) - your organization's performance coach - dedicated to ensuring you have everything you need to succeed. The CSM acts as a single point of contact, removing obstacles, fast-tracking support, and connecting customers to IFS resources, best practices, and expert advisory services. Beyond operational support, the CSM drives strategic alignment by tracking progress against the success plan and ensuring outcomes are achieved.



Driving Accountability Through QBRs

To maintain momentum and transparency, we embed Quarterly Business Reviews (QBRs) into the engagement. These sessions bring together customer stakeholders and IFS leadership to review progress, assess priorities, and adjust plans where needed. QBRs ensure the success plan remains dynamic and outcome-driven, reinforcing accountability and enabling customers to maximize value from their investment.

Proof in Performance: Real Results from Manufacturing Leaders

Across the manufacturing sector, IFS Success is delivering measurable results for the most complex operations. The following case study illustrates the scale, ambition, and tangible business outcomes achieved through our strategic partnership.

Customer Profile

- Industry: Manufacturing
- Employees: 7,000+
- Locations: 4 manufacturing sites
- Production: 2,000 units/week
- Annual Turnover: €940 million



The Challenge

Despite having IFS Cloud deployed, the manufacturer faced significant operational friction:

- Manual, fragmented label printing, causing delays and errors.
- Quality issues due to human error impacting product consistency.
- Considering third-party hardware/software, increasing costs unnecessarily.
- Limited awareness of built-in IFS functionality and best practices.

The business needed measurable outcomes, not more software.

Objectives



Cut operational costs and improve efficiency.



Triple production output from 2,000 to 6,000 units/week.



Standardize processes across four sites.



Improve product quality and consistency.

The Solution

A full IFS Cloud footprint was already in place (Financials, Distribution, Manufacturing, Maintenance, CRM, Document Management).

IFS Success Services acted as a strategic accelerator - not a bolt-on - unlocking underutilized capabilities and aligning technology with business goals.

Key Results

- Recommendation delivered in 4 weeks, accelerating decisions and avoiding third-party spend.
- Deployment completed in 6 months, ahead of the 9-month estimate.
- 8% reduction in mis-picked components, improving quality.
- 16,000 manual hours saved annually, double the initial target.
- €640,000 annual cost savings, driven by efficiency gains.
- Positive internal feedback: improved user experience and confidence.

This was not theoretical, it was a practical, measurable transformation. The manufacturer now operates faster, leaner, and more consistently, proving that IFS Success delivers business value outcomes, not just software adoption.

What Our Customers Say



“We were really looking for a strategic partnership that’s not just focused on a successful implementation. Of course that’s important, but we want to be able to capture long term business value as soon as possible - delivering solutions for our clients and focusing on what sets us apart from our competition. IFS Success gives Van Oord access to knowledge, expertise and governance - it aligns the solution with our business strategy, and that enables us to spend more time making a difference for our clients.”

Ronald Renes, CIO at Van Oord

What Our Customers Say



“IFS Success helps us to efficiently manage our organizational risk through planning activity ahead of time, with expert advice on the approach, which allows us to safeguard the deliveries and ensure consistent quality.”

Engineering Manager, Electrolux

“IFS Success has provided structure, a collaborative approach and a wealth of experts to supplement my team. It’s fair to say we are now 6 months ahead of our strategic plan with the trust and momentum from my business.”

Lead Business Architect, Hexagon Agility

Your Roadmap to ROI: Start with a Business Value Assessment

Transformation is a journey, not a destination. The first step is clarity: a Digital Business Value Assessment to benchmark your maturity, identify high-impact opportunities, and build a roadmap for measurable ROI—guided by the same personalized approach and progress tracking that a personal trainer offers.

Speak to an IFS Expert today and start your journey with IFS Success, where delivering real manufacturing outcomes is the priority.

[Read more about IFS Success here](#)

