STIBO SYSTEMS
MASTER DATA MANAGEMENT

Unify Your Data to Improve Quality, Lead Time and Lifecycle Value in Machinery Manufacturing

Machinery manufacturers operate across highly complex product portfolios, where accuracy and coordination between engineering, supply chain and service operations directly affect profitability.

Data that's fragmented across PLM, ERP, MES and dealer or field service systems leads to missed part updates, rework, delayed shipments and poor customer satisfaction.

Stibo Systems Platform connects engineering, production and aftermarket data into a single trusted source of truth. It aligns product structures, parts and service data to streamline operations, improve reliability and unlock lifecycle profitability.

> "Before Stibo Systems, we had thousands of duplicate part records across ERP and PLM. Now, engineering changes flow directly into production and service systems, eliminating costly mismatches."
>
> **VP of Engineering Operations,**
> Global Machinery Manufacturer

1. Streamline product data from design to production

Machinery manufacturing relies on accurate product data to drive complex builds. Stibo Systems ensures engineering and production teams work from a single, synchronized product definition.

Key capabilities:

- Product and part master data management (MDM) across PLM, ERP and MES
- BOM synchronization and version control
- Engineering change management and revision tracking
- Multi-level configuration (variants, assemblies, options)
- Automated data validation and approvals

Benefits for key stakeholders:

Engineering: Reduce errors and manual rework

Production: Ensure accurate builds with the latest design data

Quality: Minimize nonconformance through consistent specifications

2. Improve supply chain visibility and part governance

Complex global supply networks depend on accurate supplier and part data. Stibo Systems standardizes, enriches and validates material and vendor information across systems and sites.

Key capabilities:

- Supplier and material MDM
- Integration with ERP, PLM and sourcing systems
- Duplicate detection and standardization across business units
- Supplier qualification and compliance tracking
- Real-time visibility into approved parts and alternates

Benefits for key stakeholders:

Procurement: Consolidate spend and reduce sourcing risk

Engineering: Link approved components to design standards

Operations: Prevent delays caused by incorrect or obsolete parts

3. Accelerate assembly and production efficiency

From machining to final assembly, accurate data drives throughput. Stibo Systems connects product, material and routing data to streamline production workflows and reduce downtime.

Key capabilities:

- Integration between ERP, MES and PLM for real-time updates
- Standardized routing and work instruction data
- Machine and tool MDM
- Data-driven production scheduling and sequencing
- Digital thread visibility from design to shipment

Benefits for key stakeholders:

Operations: Increase throughput and reduce line interruptions

Planning: Improve scheduling accuracy and material readiness

Executives: Shorten lead times and optimize plant performance

4. Enable full traceability across the product lifecycle

Machinery manufacturers face increasing demands for traceability across engineering, production and service data. Stibo Systems provides end-to-end visibility from component sourcing to field performance.

Key capabilities:

- Serial number, lot and component-level traceability
- Integration of production, quality and field service data
- Automated genealogy tracking and documentation control
- Warranty claim data alignment with design and production history
- Audit-ready data lineage for ISO and regulatory compliance

Benefits for key stakeholders:

Quality: Resolve issues faster with complete product history

Service: Identify affected assets and parts in the field

Executives: Strengthen brand trust and compliance readiness

5. Transform aftermarket and service data for profitability

Aftermarket service represents the most profitable revenue stream for many manufacturers. Stibo Systems connects service parts, technical documentation and customer data to maximize lifecycle value.
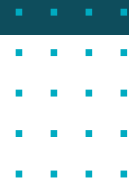
Key capabilities:

- Service parts MDM
- Integration with ERP, PLM and service platforms
- Product-service structure alignment (as-built vs. as-maintained)
- Centralized technical documentation and updates
- Installed base data visibility and analytics

Benefits for key stakeholders:

Service teams: Improve first-time fix rates and response times

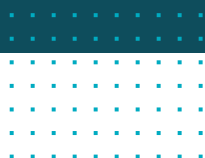**Sales:** Identify new service and parts sales opportunities

Executives: Drive recurring revenue and customer retention

6. Support sustainability and equipment lifecycle goals

Machinery manufacturers are under pressure to design more efficient, repairable and sustainable equipment. Stibo Systems provides the data backbone for circular manufacturing and ESG reporting.

Key capabilities:

- Lifecycle material and component data management
- Carbon and energy tracking at the part and assembly level
- Integration with sustainability frameworks (GRI, ISO 14001)
- Component reuse and remanufacturing tracking
- Supplier sustainability performance visibility

Benefits for key stakeholders:

Engineering: Design with end-of-life and recyclability in mind

Sustainability teams: Simplify ESG reporting and metrics

Executives: Demonstrate measurable sustainability progress

Build a smarter, connected and profitable machinery enterprise

Stibo Systems Platform unifies data across the full machinery lifecycle — from engineering to service — enabling agility, accuracy and growth.

By breaking down silos between design, production and aftermarket, manufacturers can reduce costs, improve uptime and deliver the reliability their customers depend on.

For manufacturers managing intricate supplier networks and distributor relationships, Stibo Systems Business Partner Data Cloud's AI-powered deduplication, firmographic enrichment and automated onboarding streamline operations, maintain compliance and provide visibility into indirect sales channels.

And our Customer Experience Data Cloud eliminates duplicates, ensures data quality and maintains regulatory compliance. Where customer relationships span multiple touchpoints, our solution connects customer data with locations and products to optimize cross-sell opportunities, improve loyalty programs and enable data-driven decisions.

Both Business Partner Data Cloud and Customer Experience Data Cloud centralize, manage and sync data — customer or business partner — across siloed operational and sales solutions.

See how Stibo Systems powers machinery innovation at **stibosystems.com/heavy-machinery**.

About Stibo Systems
Stibo Systems is a leading enabler of trustworthy data through AI-powered master data management. Built on a robust and flexible platform, our SaaS solutions empower enterprises around the globe to deliver superior customer and product experiences. Our trusted data foundation enhances operational efficiency, drives growth and transformation, supports sustainability initiatives and bolsters AI success. Headquartered in Aarhus, Denmark, Stibo Systems is a privately held subsidiary of Stibo Software Group, which guarantees the long-term perspective of the business through foundational ownership. More at **www.stibosystems.com**.