

## A Summary of Functional Area Information Systems

	<b>Finance &amp; accounting</b>	<b>Manufacturing &amp; Operations</b>	<b>Marketing</b>	<b>Human Resource Management</b>
<b>Strategic Systems</b>	Financial condition analysis (ratios)	Systems to select new plant site or to design the overall plans for a new production facility	Sales forecasting systems	Long-term workforce planning
	Long range forecasting sys	Master Production Scheduling System	Market research systems (these may also be tactical)	Labour negotiation support systems
	Corporate planning systems (contain simulation models)			
<b>Tactical Systems</b>	Budgeting system	Material Requirements Planning System	Sales Management Systems; Market Research Systems	Position control systems
	Capital Budgeting	Capacity Requirements Planning System	Advertising and promotion systems	Recruiting systems
	Investment Management	Cost Accounting	Pricing systems	Compensation and benefit systems
	Cash Management			
<b>Operational Systems</b>	<i>We can consider financially- related systems here.</i>	<i>Many of the systems below have some tactical components.</i>	Sales force automation	Payroll (we covered this in AIS)
	<i>Systems supporting the revenue and expenditure cycles with these systems connecting to the GL (this is the AIS)</i>	Inventory Control for 3 types of inventory	Customer contact management systems	Employee Information Systems
		Shop floor control; Quality control	Telemarketing systems	Attendance recording systems
		Detailed Production Schedule	Direct mail advertising systems	Employee scheduling systems
		Material Requirements	Delivery tracking and routing systems	Performance management systems (can also be tactical)
		Planning; Cost Accounting		Government reporting systems

Note: Commonly, the systems in each area (column) have their own relational database (on disk); but systems in different functional areas are not connected to each other - which causes other challenges such as inefficiencies in sharing data/information. To overcome these challenges, organizations “throw out” their old, functional area systems and replace them with one extensive Enterprise Resource Planning (ERP) System such as SAP, where all the sub-systems serving the different functional areas tap in to one centralized database. This allows for connectivity among systems - and increases overall efficiencies in sharing data/information.