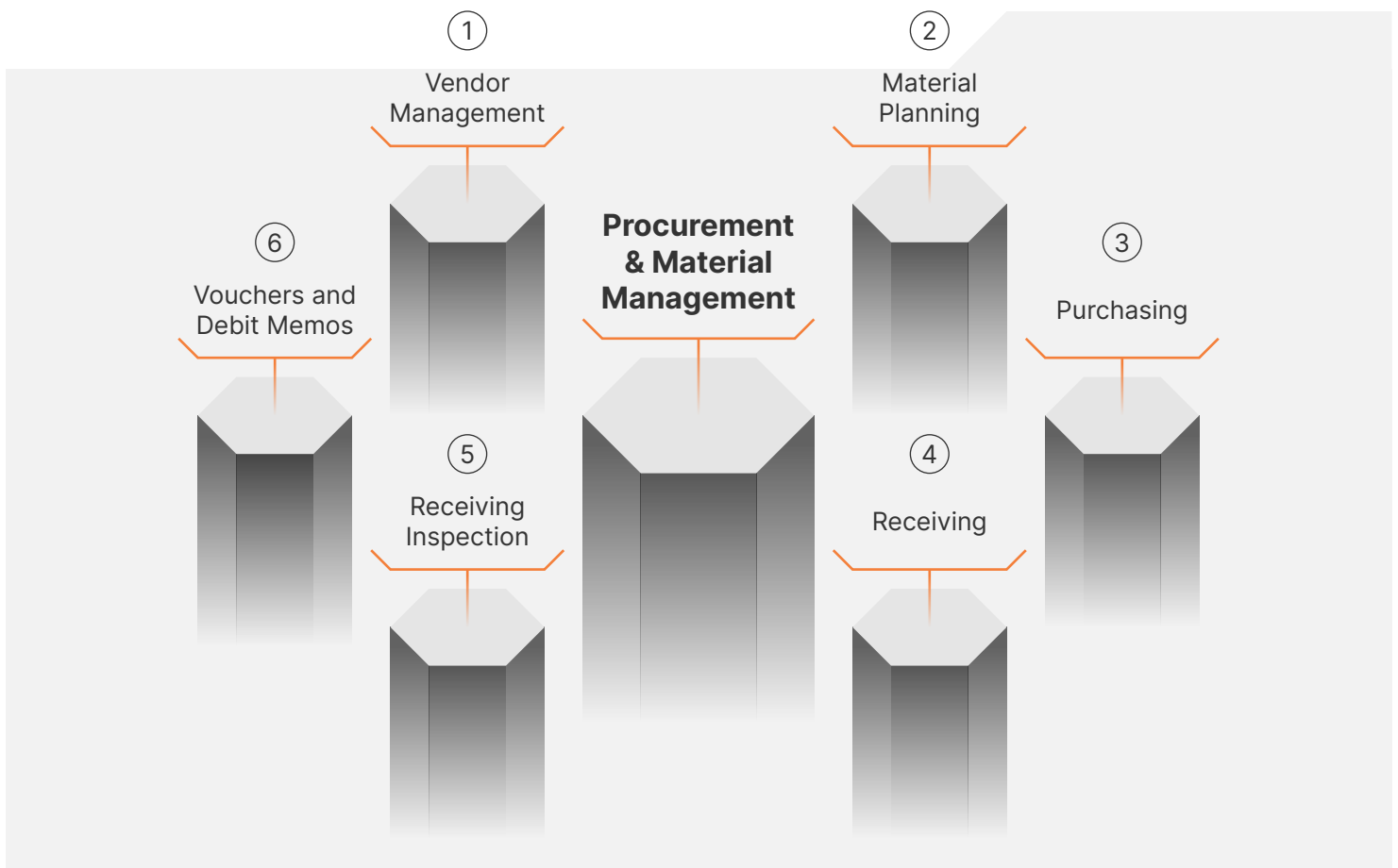


"Managing our purchases and our vendors has saved us thousands. We know who our approved vendors are for each item, and can stay on top of costs!"

Gloria Marchand, Controller, Security Door Controls.

Procurement and Material Management: Keeping You Supplied





The right inventory, in the right amounts, at the right time.

Providing tools to calculate requirements, and manage purchases are standard in most manufacturing systems, including INDUSTRIOS, but we take it to the next level. We know issues arise that affect your supply so we provide the tools to eliminate or minimize the impact of those issues. Don't let supply issues affect production, know where your issues are and take action.

1 Vendor Management

Are your vendors causing supply issues in production?

Vendor Delivery Performance

Your vendors' ability to deliver material on time is critical to meeting your deadlines. Know which vendors have performance issues with on time delivery, or with order completion. Easily identify those vendors negatively impacting your production schedule and take action.

Need more control over the vendors you do business with?

Vendor Management

Purchasing from unapproved vendors can be costly for your company in terms of purchase price and product quality. With INDUSTRIOS Vendor Management you'll have complete control over the vendors you do business with, the transactions permitted to prevent any unauthorized purchasing, monitor and have the ability to manage communications, and easily perform account reviews. In addition, receiving staff can effectively communicate issues with a vendor shipment identifying the purchase order and problematic items. Gain greater visibility and vendor control with INDUSTRIOS Vendor Management.

2 Material Planning

Are you running out of materials in production or shipping and unable to fill your customers' orders?

Material Planning Workbench

Managing supply and demand well is a success factor for manufacturers and distributors. With INDUSTRIOS Material Planning you'll have the right inventory, at the right time and in the right amounts. Not only can you plan your future material needs, you can also quickly see your short term shortages caused by damaged goods, unexpected scraps and address them. Plan for the future but keep an eye on the present day needs. With INDUSTRIOS you have the tools needed to keep you supplied.

Do customers change their required dates but nobody ever thinks to inform production?

Material Planning Action Report

Have you ever completed a production job on time only to find out the customer had cancelled their order or changed the required date to an earlier date? Avoid these issues with the Material Planning Action Report. At a glance you'll know what to cancel, what jobs or purchases need to be moved out or pulled in. When your customers change their minds, you'll know.

3 Purchasing

Having trouble keeping track of what you purchased for your jobs?

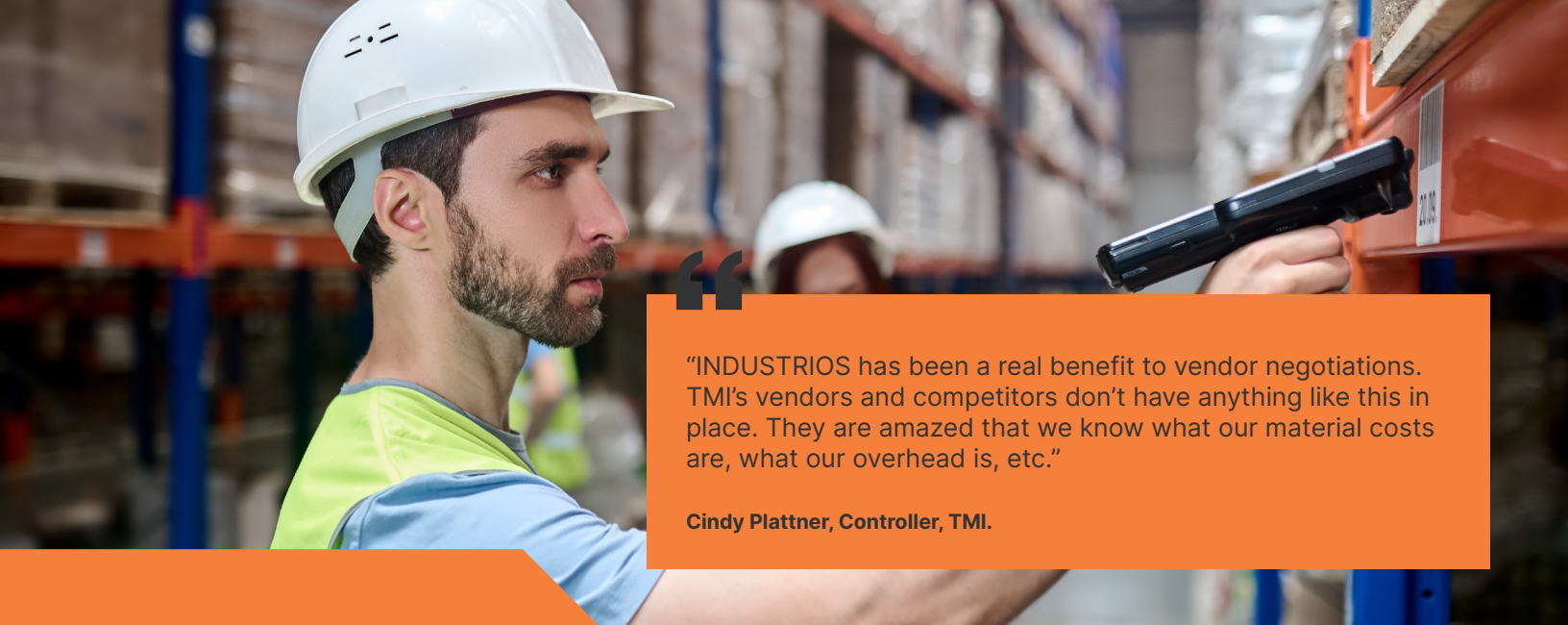
Purchasing Workbench

Missing materials can delay production. Not knowing whether you've ordered everything you need can cause costly delays in production. You'll gain visibility to your job related purchases and be able to track whether you've ordered everything you need and track the delivery.

Is it difficult to link costs to the jobs?

Purchasing Workbench

Keeping accurate job costs is a difficult and time consuming task without purchases linked to jobs. With INDUSTRIOS, each job related purchase, whether it's for material, direct purchase, subcontract services, or non-inventory items, can be linked directly to the job allowing you to capture the costs along with any downstream cost adjustments that impact the job cost. Keeping accurate job costs has never been easier.



"INDUSTRIOS has been a real benefit to vendor negotiations. TMI's vendors and competitors don't have anything like this in place. They are amazed that we know what our material costs are, what our overhead is, etc."

Cindy Plattner, Controller, TMI.

4 Receiving

Is production running late because you didn't know the materials you needed were received?

Receiving Workbench & Receiving Query

Ever have production interrupted due to missing materials only to find out later that they were in the building only no one knew? If this is an all too familiar scenario then INDUSTRIOS Receiving can help. As goods are received, you can quickly update the system with receipt quantities and locations where the goods are stored. In addition, receiving knows if those goods are needed on a job that is in process allowing your receivers to expedite the goods to the shop floor. Production staff can also easily query receiving to see if goods have arrived and take the initiative to expedite the receipt. Know when your materials have arrived with INDUSTRIOS Receiving Workbench.

5 Receiving Inspection

Do suppliers' product defects cause havoc on the production line?

Receiving Inspection Workbench

You can avoid costly production delays with INDUSTRIOS' Receiving Inspection Workbench to inspect incoming material. With visibility to goods subject to inspection during receiving, it ensures materials are not released to inventory or production until they have been verified against the inspection criteria. The planners, production team, and accounts payable also have visibility to pending inspections to monitor the inventory status and manage efficiently. But most importantly, you stop defective material from reaching the production floor where it has a detrimental impact on meeting production deadlines.

Need to prove to your suppliers just how bad their reject rate is?

Vendor Inspection Report

The Vendor Inspection Report provides a comprehensive list of defective products, percentage of defects and days late; information you can leverage when dealing with your vendors. With INDUSTRIOS, address your supplier defects at the source and reduce your internal inspection costs.

6 Vouchers and Debit Memos

Are cost differences at voucher processing preventing you from getting accurate cost information on your finished goods?

Voucher Workbench

When you ordered the item it was \$10, you received it at \$10, used it on a job at \$10, then you received the supplier invoice and the actual cost was \$25. No worries. With INDUSTRIOS all you need to do is enter the correct cost \$25 on the voucher and INDUSTRIOS will do the rest. The additional cost will flow through all the cost layers where the item was used and update the cost information ensuring you get accurate costs on your manufactured items and stock in inventory, even if it was already sold.

Is reconciling vendor invoices with the receipts and vouchers a nightmare?

Voucher Workbench

How often do you have two separate receipts for a PO then receive only one invoice from the vendor? Matching documents can be a time consuming task without the right tools. INDUSTRIOS' unique voucher process makes allowance for these kinds of situations. It enables you to combine multiple receipts onto a single voucher so you can match your invoices one to one.



Giving you the tools for cost-effective material management

Vendor Management

- Speed up data entry and improve consistency by classifying vendors and prospects into groupings that are meaningful to your business.
- Effortlessly review vendor activity: purchase orders, receipts, production orders, vouchers, debit memos, and a complete vendor account profile.
- Easily record vendor appointments.
- Automatically track email communications with each vendor using the MS Outlook integration.

Material Requirements Planning

- Automate the material planning calculation on a user-defined schedule.
- Readily focus on shortages that will affect firm demand in the short term planning horizon with dynamic ranging filters.
- Seamlessly integrate supply and demand forecasts to manage and commit purchasing plans for long lead- time items or create master production schedules.
- Easily and quickly create purchase orders from suggestions resulting from the material planning calculation.
- Easily provide vendors with visibility to future requirements.
- Quickly identify situations where it is necessary to pull in, push out or cancel supply due to changes in demand.

Procurement

- Purchase material, inventory, subcontract services, direct purchase and non-inventory items.
- Easily associate material, subcontract services and direct purchase line types to a specific job and have quantities and cost received directly against the job at the time of receipt.
- Utilize late purchase order and vendor delivery performance reports to evaluate performance issues with vendors.
- Automatically generate and distribute expected delivery notices to vendors.

Purchase Price Analysis

- Effortlessly analyze your purchase prices, set new standard costs or benchmarks, update production plans with new costs from the lowest level plan rolling up to the parent and revalue your inventory.

Receiving

- Quickly enter receipts with a minimal amount of data entry with pre-populated receiving information based on the purchase order details.
- Easily generate identification labels at receiving. With integration to BarTender® by Seagull Scientific, create user defined label formats, including barcodes.
- Seamless integration of the Receiving Workbench with the Purchase Order, Inventory, Production Orders, Receiving Inspection and Voucher Workbenches.
- Quickly capture serial or lot information using the auto generate serial/lot number functionality during receiving.

Receiving Inspection

- Inspection configuration and application settings control how receiving inspections are conducted, including rules related to specific vendors, items, and inspection frequency.
- Effortlessly control the release of goods and services subject to inspection until they have been verified against the inspection criteria.
- Visibility to the goods pending inspection provides the inventory status needed to efficiently manage material, production plans, and supplier invoices.

Vouchers and Debit Memos

- Automatically generate vouchers from receipts.
- Cost adjustments captured at voucher post updates jobs and inventory cost layers.
- Streamline the reconciliation of suppliers' invoices and statements of account by grouping multiple receipts, regardless of the purchase order, onto one voucher.

Inventory Activity Analysis

- Effectively manage inventory levels through online analysis and automatic updating of minimums, target turns, economic reorder quantities, etc.
- Easily identify slow moving inventory items or excess inventory.
- Analyze inventory usage to realize inventory reductions.



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