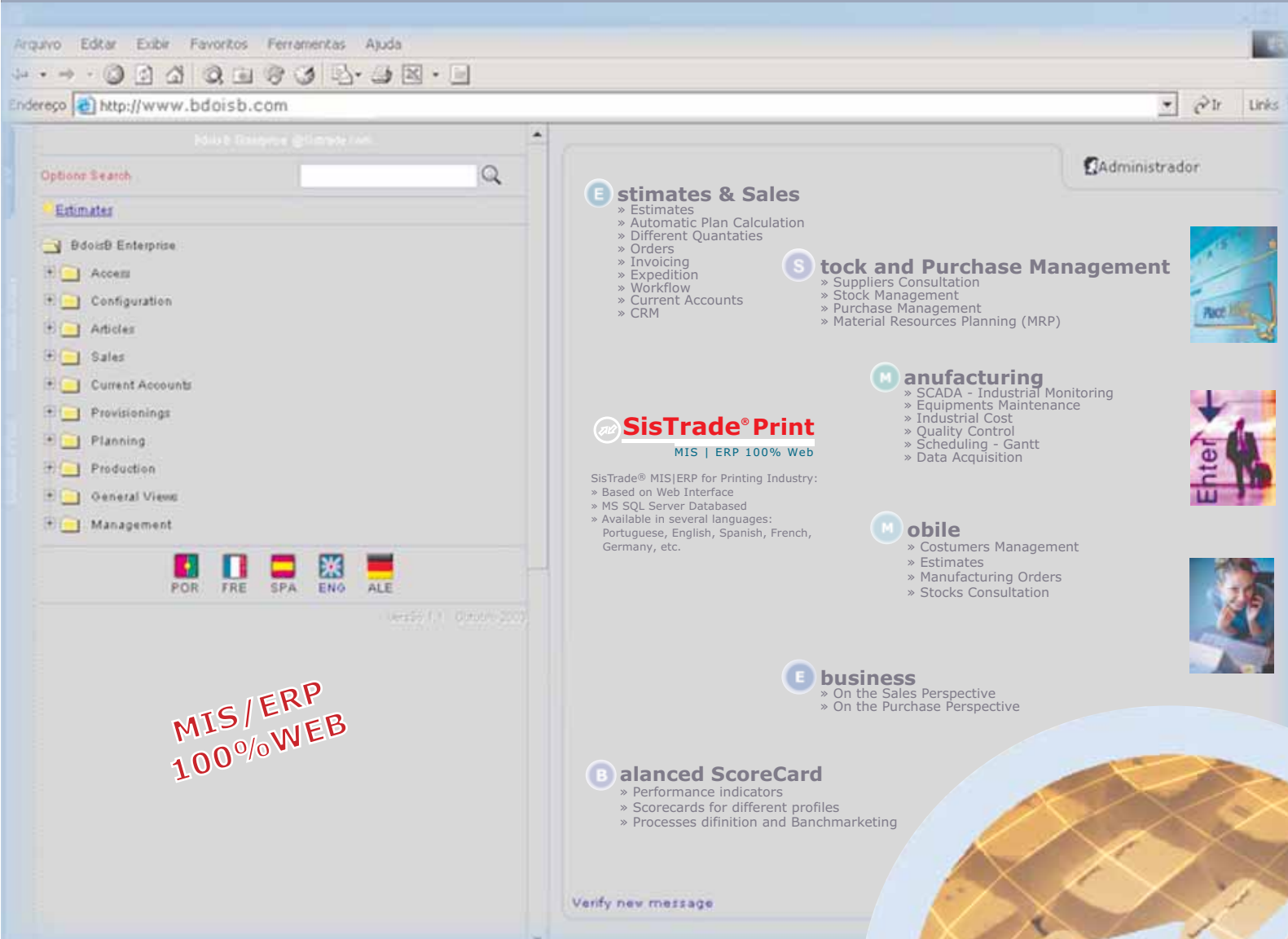


Manufacturing Management System

Software for Printing Industries



**MIS/ERP
100%WEB**

...workflow create internal and external estimates approval rules...

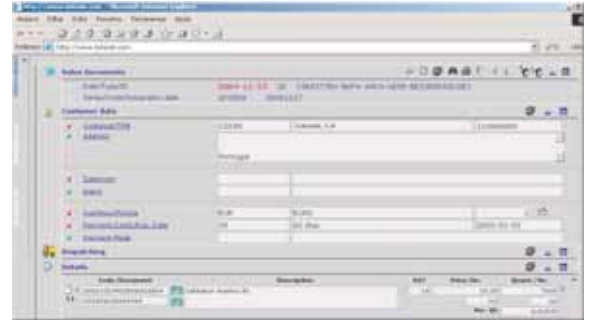
Orders

The orders module includes features related to the orders management, enabling to consult the orders listing by state (standing by, confirmed, approved for manufacture, etc.), by agent, by salesman and to elaborate reports with sales analysis by article type, country or agent.

The orders, after commercially confirmed, enter a state in which they need technical validation, in order to go on to the material resources planning.

Invoicing

The invoicing sub-module is responsible for the emission of documents related with invoices or delivery notes. The user can also invoice without indexing any document or else create the invoice based on a manufacturing order. The invoiced value is presented, after discounts, in the customer currency. After invoicing, the user emits the receipts according to the payments and consults the customer current account or the invoicing plan.

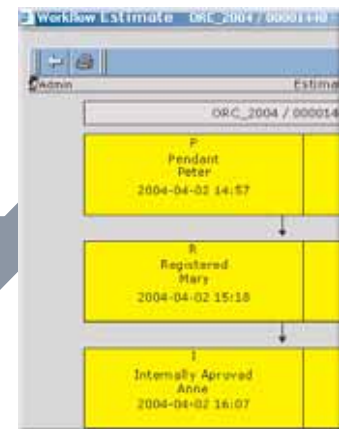


Expedition / Shipment

The expedition is the last stage of the commercial activity. The support documents such as the delivery notes, are created in the sales module. A packing list can also be created in order to help the responsible for the warehouse with the entries and exits control an shipment chart can also be created. All the documents can be created according to each customer needs and preferences in terms of layout, information etc.

Workflow

SisTrade® Print also has a workflow system for estimate's approval. The approval can either be internal or interact with external entities through email. Once done and approved the estimate - to point out that the whole process can be done in few seconds - can be printed and sent by fax, letter or email. The application also makes possible to print a detailed version of the estimate. Once approved, the estimate automatically appears in the production module under a manufacturing order format.



We can select an invoice and analyze from which estimate it is provenient and which manufacturing order and delivery notes it is related to.

Accounting

SisTrade® Print has as its main purpose to register and control the credits and debits of the third party involved on a given company (customers, suppliers, salesmen and agents). It deals with a completely customized module which allows defining the type of movements for each kind of launching, integration with another database, to achieve current account movements and to accomplish different kinds of consultations.

SisTrade® Print allows doing all kinds of movements achieved by whoever is directly connected to the application. For each person, we can perform a different movement (launching, liquidation and conciliation).

This module gives us a variety of reports, which should help the user to manage the current account in an adequate way. Current account consultation, accounting document, movements reports, historic of the balance, expiration warnings, chargings and suppliers payment sheets.



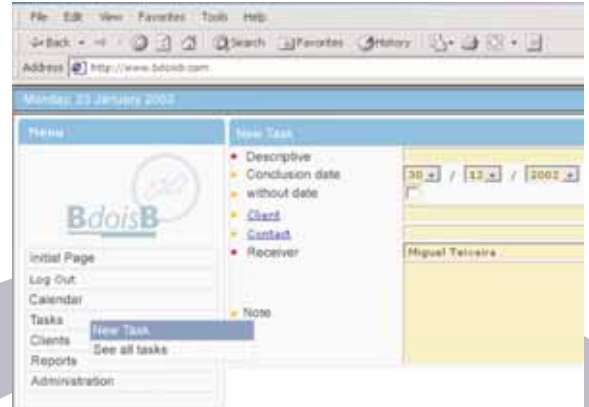


.... consult your inventory from any place in the world...

CRM - Customer Care Relationship Management

CRM (Customer Care Relationship Management) is a decisive activity in business world. The value of customers' fidelity is unquestionable as a way to optimise business. This is, therefore, the main purpose of a CRM application. The SisTrade® CRM is an application, which allows the integrated management of the company/customer relationship processes, assuring on one hand, the fastest response time to customer solicitations and on the other hand an increase of commercial and marketing activity. SisTrade® CRM can run integrated with MS Office tools like Outlook and Excel.

With CRM, the user is able to perform the contacts register and maintenance, with the information of general data, financial information, and information about occurring projects or orders that the contact may have with the company, namely, delivered quantities, invoiced quantities, estimated delivery dates, etc. It also disposes of a calendar, in which one can schedule meetings/visits and register the results in free text in order to create an historical report about the relationship with the contact. Every complaint coming from a customer or prospect can be treated and analysed by frequency level. CRM also includes a reports module offering a set of reports and statistic analysis in order to support the user on the search of sales opportunities.



S Stock and Purchase Management



Stock Management

The user can manage and consult the state of his supplier and manufacturer stock. With SisTrade® Print, we can carry through the initial handling of the different articles which already exist in the different company warehouses. The priority obeys the following order: Entries, Exits, Transfers, Valuating. The stocks adjustment feature runs a physical inventory which automatically refreshes the warehouse being then printed to allow a manual counting. After this, the update is made and the inventory is saved.

MRP - Material Resources Planning

SisTrade® Print MRP calculates the raw material and semi-finished product needs, considering: the existing warehouse stock, materials reservation, on going manufacturing orders and purchase orders placed. Once the MRP is confirmed, the system issues out suggestions for purchase orders, manufacturing orders and materials reservation to be assigned at a manufacturing order. The user will be able to define several alerts, such as, anticipation or delay of purchase or manufacturing orders.

Suppliers Management

Competition is getting stronger and stronger nowadays, forcing companies to be more efficient, which, by its turn entail the reduction of costs at the products purchase.

This tool empowers the search of a given product enabling to improve the performance of the purchase process. This application allows consulting all information and data about the suppliers, namely the catalogue of supplied products. The user may request an estimate to several suppliers by fax or e-mail. According to the answers, it suggests the best and more competitive supplier, in what comes to prices and delivery dates, or other criteria defined by the user.

Purchase Management

The purchase management system analyzes a given warehouse needs, warning when a stock reposition is needed. The user may require a purchase and according to the needs list, the system submits the purchase to the supplier. There is also a purchase control carried out through a status analysis of the placed purchase orders. Another feature is the possibility to create reports showing the expected material deliveries. Through a bar code reading, the system registers the material entries, automatically generating stock movements.

... control your plant from any place in the world...

M anufacturing



Industrial Monitoring

Sometimes manufacturing managers have troubles in analysing the collected manufacturing data because most applications show it under a table sheet or an extensive report format, that do not stimulate the day to day use, not being very user friendly. To overcome this handicap, SisTrade® Print offers a Manufacturing Module which allows a graphical monitoring of the plant layout. In this way, the user is able to view in an interactive and intuitive screen the present state of his machine park.

Equipments Maintenance

Nowadays, the companies use more technology and modern equipments in order to increase their production. This represents a large investment in modern equipment. With SisTrade® Print, the customer has a system which controls the equipments maintenance of your company, the machines or the components, from the maintenance plan definition, preventive and corrective maintenance register to the launching of the manufacturing order.

Quality Control

SisTrade® Print Quality Control keeps in sight to control the quality of the manufacturing processes, from the raw materials, semi-manufactured until the finished product.

The application is composed by three areas: inspection and tests, where several information is registered, such as the work instructions, the already performed inspections and tests; non-conformities, where all information referring to its causes are registered and treated, the immediate and the remedial actions; and the non-quality costs.

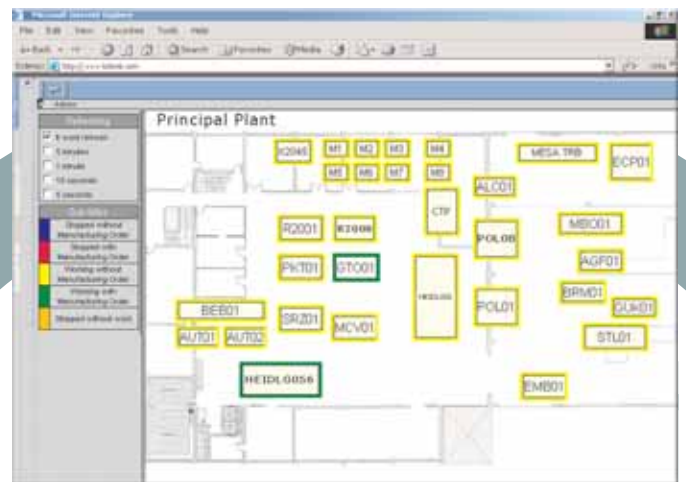
Scheduling

SisTrade® Print has this tool in order to support the manager in scheduling manufacturing orders and accomplishing delivery deadlines. This tool has as input confirmed manufacturing orders and as output planned manufacturing orders. It is a product that cannot work in an isolated way. It should be complemented by SisTrade® Print Manufacture Module or else, integrated with any other kind of compatible information system. The development is in web oriented tools, wich allows access in the more simple and fast way independently of his geographic local.

The scheduling module is responsible for scheduling manufacturing orders in Gantt map through the algorithm of capacity planning. Through the Gantt diagram, is possible to obtain the real or simulate scheduling of the manufacturing planning.

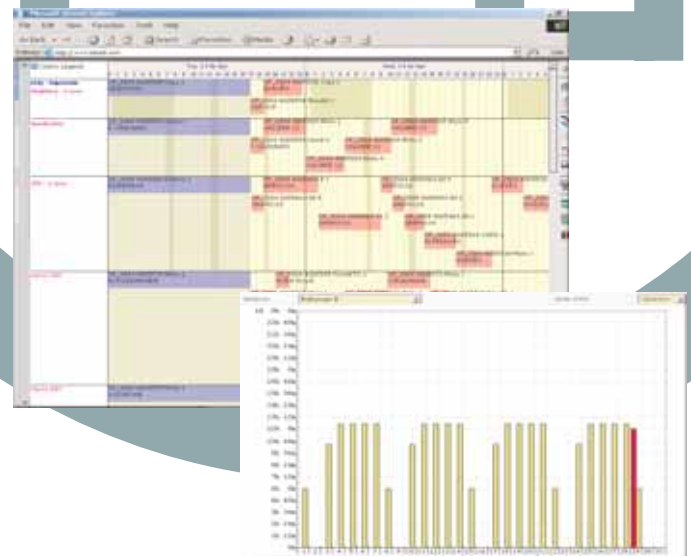
This module enables the user to graphically visualize on-line the state of the manufacture. Beyond the consultation, it is also possible to update manufacturing orders information in an easy and intuitive way. That can be done, just by dragging each manufacturing order to the new required location and save the results. This feature is called Drag and Drop, enabling the user to horizontally and vertically simulate the planning on the own Gantt.

SisTrade® is able to estimate a beginning and an ending date for the creation of a manufacturing order extra to the planning without interrupting or changing the planning in course. The dates obtained are merely informative, once this feature has no effect on the manufacture. SisTrade® still enables to issue a loads chart, presenting for each machine and delivery deadline, the capacity, the orders volume and the existing availability.



Industrial Costs

Based on the production data collect and the inherent manufacturing process costs, the application runs a calculation routine and accurately determines a given article manufacturing cost. In this calculation, the following aspects are considered: employee and machines hourly costs, operation timings, materials added to the process, indirect costs, events, etc. With this tool, SisTrade offers the user the possibility to know at any moment a given manufacturing cost and obtain a quoted comparative report with the real cost order.



... to visualize the manufacturing order in GANTT chart...

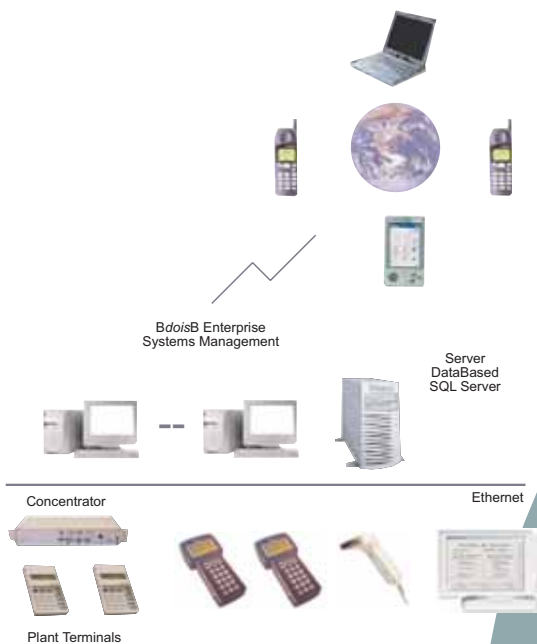
Data Acquisition

The main purpose of the data acquisition system is to allow an information collection during the manufacturing process, in real time, whether through direct interaction by the employee or through an automatic data collect in the machines. By doing so, the manufacturing registers are saved with minimal human intervention, quickly, with less error margin and higher data reliability.

Sistrade has a highly skilled team with a vast know-how and experience in the manufacturing control field, which is able to analyze the process and implement the technical solution with the best cost/benefit relation for the customer.

The most common solutions implemented by SISTRADE are: plant terminals installation, bar code readers and data collectors through an automation system.

A plant terminals system can either be assigned to a whole section where people identify themselves through an optic reader or be assigned to only one employee. These collection stations are prepared and configured to be placed in any section. The automation advised system for the monitoring of a plant machines park. By means of a strategic sensor placement on the machines, and a connection to a central automate, Sistrade is able to supply in real time, valuable information, so that the machines park performance can be optimized.



Estimates

Displays all the information related to estimates, such as code, series number, description, state, customer, sales price, quantity, work type, work type description, and the respective estimating ways: type, description, gramage, delivery deadlines/delivery on successive occasions.

Manufacturing Orders

Displays information about the manufacturing order, such as description, customer, performance state, quantity and invoiced quantity, unit price, and manufacturing order value. At last, the constituent elements of the work to perform are listed.

Customer Management

Allows visualizing complete information about a given customer, from his personal data, address, phone number and balance to his financial situation, by listing his current account and collection to perform. With this feature, the salesman can list and register prospecting, contacts, and prospecting communications, besides enabling to report events.

Stocks consultation

Through stocks consultation, the salesman is able to consult the article stock, being able to filter by family, subfamily or warehouse from anywhere he may be. In this way, he can visualize the existing amounts and the weighted average price, as well as the permanent inventory.



... put your customers at the heart of your business..

E business

SisTrade® Business-to-Business has as its main goal the commerce between companies through Internet, whether they are customers or suppliers.

On the sales perspective

On a sales perspective, SisTrade® Print offers an access portal to customers or salesmen, enabling them to perform a set of operations referring to estimates. The access to the portal is made according to three user profiles: administrator, salesman and customer. The administrator can import price tables, define the work calendar, table maintenance, among others. The salesman has at his disposal options that enable him to consult and make the estimate bid, consult and introduce customers, create several types of reports (visits journal, monthly estimates, customers listing, etc.).

The customer may directly do the estimate bids he requires. He can still consult standing-by requests, rejected quotations, and consult the state of the approved manufacturing orders resulting from approved estimates.

On the purchase perspective

With B2B business-to-business is possible to create a connection between the company and the supplier, in such a way that the supplier himself is able to consult purchase orders, consult and introduce price tables, consult standing by orders, invoiced values, delivered quantities and quantities not yet delivered, through a web portal. In this way, the supplier can be more cautious and act according to the safety stock, by analysing, in real time, the stocks in his customer's warehouse.

This application allows strengthening the relationship with the supplier and simultaneously turn the exchange of information faster and more reliable.



B alanced ScoreCard

BSC (Balanced Scorecard) allows evaluating the company's performance on the several perspectives. It identifies and defines all business processes, whether they are critical or just supportive, in terms of their activities, of its hierarchic responsibility, of its management and accompaniment.

Performance indicators

With SisTrade® BSC the company will be able to define and customise all performance indicators that are necessary to evaluate its performance on the multiple perspectives.

During the customisation, the user defines a set of processes with the respective performance indicators. Being key processes to a company's business, they exist in an integrated way on the company's goals and strategies.

Scorecards for different profiles

With SisTrade® BSC is possible to draw interfaces or scorecards according to their user profile: the analysis elements can be viewed and analysed in graphical and analytic format.

Processes definition and Benchmarking

By implementing the processes definition and benchmarking on the organisation process, the user may identify and define several business processes and analyse his company situation by using comparative indicators with the market standards.

Allowing, this way, to take a glimpse at opportunities and also to competitive threats, building, this way, a safe shortcut to excellence, by using a whole intellectual effort accumulated by other organisations.



Perspective & Indicator	Current Value	Goal	Variation	State	Trend	Benchmarking
Financial						
Financial Autonomy	25%	30%	-5%	↓	↓	30%
Turnover	500,000	550,000	-50,000	↓	↓	550,000
EBITa	5%	10%	-5%	↓	↓	10%
Customers						
Number of new customers	120	120	0%	↔	↔	120
Customer retention rate	90%	90%	0%	↔	↔	90%
Market share	10%	15%	-5%	↓	↓	15%
Customer satisfaction index	80%	80%	0%	↔	↔	85%
Process						
Number of approved estimates	800	900	-100	↓	↓	900
Closing time	19:11h	18:45h	26m	↓	↓	18:45h
Gross profit	30%	30%	0%	↔	↔	30%
Difference between estimated/Manufactured (%)	5%	5%	0%	↔	↔	5%
Knowledge and Growth						
Knowledge/Competence index	40%	50%	-10%	↓	↓	50%
Collaboratory satisfaction index	50%	50%	0%	↔	↔	50%
Number of introduced improvements	20	20	0%	↔	↔	20
Innovation index	30	30	0%	↔	↔	30

About Us

SISTRADÉ is a IT company specialized in eCommerce of the B2B type. Our goal is to offer eCommerce solutions to companies so that they can benefit from this new way to do business.

SISTRADÉ has an highly skilled team on eCommerce tools, with empirical know-how of business management, enabling us to implement B2B eCommerce solutions, with an effective added value for our customers.

SisTrade® Specifications

Server

Pentium IV
RAM: 512 MB
Hard Disc: 3GB (free)

Operating System

Windows 2000 / 2003 Server

Database

Microsoft SQL Server 2000

Workstation Computer

Pentium IV
RAM: 128 MB
Internet Explorer 5.5+

Operating System

Windows XP / 2000 / 2003

Microsoft
CERTIFIED
Partner

SisTrade
Information Systems
Angulusridet Informática, S.A.

SISTRADÉ - Angulusridet Informática, S.A. | www.sistrade.com | geral@sistrade.com
Porto: Rua Manuel Pinto de Azevedo 64B, 4100-320 Porto, Portugal | Phone: (+351) 226153600 | Fax: (+351) 226153699
Lisbon: Av. António Augusto de Aguiar nº 148, 4ºC, 1050-021 Lisboa, Portugal | Phone: +351 213 805 082