CETEC ERP

Product Name	Cetec ERP
Version	Always Current
Price Range	$0 Upfront, $40/User/Month
User range (*ex: 5-250 users*)	5-Unlimited
Multinational (yes, no or limited text)	Yes
Multi-Site (yes/no)	Yes
Architecture (example: SOA)	SaaS, Multi-tenant
Database Compatibilities (SQL, Progress, Oracle, Sybase.. other)	Cloud-Based (Saas), MySQL
Server OS compatibilities (Windows, Linux, Mac OSX...other)	Web-native (compatible with all operating systems)
SAAS / Local Hosting	Both, cloud or resident

Industries:

Aerospace and Defense, Agriculture, Automotive, Chemical, Computers and Electronics, Consumer Packaged Goods, Distribution, Energy, Food and Beverage, High Tech Medical Devices, Industrial Machinery, Lumber/Paper, Metal Fabrication, Mining, Pharmaceuticals and Biotech, Plastics and Rubber, Petroleum and Coal Products, Ship Building, Textiles/Apparel, Transportation, High-Mix / Low-Volume, Wire Harness, and many more.

Manufacturing Modes:

Mixed Mode, Process, Discrete, Wholesale Distribution, Industrial Distribution, Engineered to Order, Made to Order, Repetitive, Light Assembly, Shop Floor, Services (non MFG), and more.

Summary :

Cetec ERP offers world class manufacturing web-native ERP As A Service for $40/user. Its powerful design and modern delivery make it unique among its peers, and provide manufacturers with a technologically advanced platform to increase both capacity and efficiency.

Companies run faster on Cetec ERP. By providing a single, integrated platform that can be deployed in the cloud or on your local server, Cetec ERP represents a simple but powerful solution (more for less) and the highest value enterprise system to companies looking for a true path forward for their growing manufacturing operation.

Cetec ERP is always up to date, a system designed ground up for manufacturing. Run your company entirely on a web browser - a new and easier way to do ERP software.

Product Overview:

CRM & Sales Management: CRM and sales management functionality is fully integrated, so there is no duplicate data entry, no integration difficulty, and no additional cost/project headache.

Manufacturing Quoting: Proven quoting processes, BOM estimation, and job costing tools help you acquire visibility to key metrics such as won or lost business, sales personnel performance, order/item profitability, and more.

Order Tracking & Fulfillment: Cetec ERP's powerful and flexible business platform helps you easily fulfill a wide variety of customer and/or internal product demands.

Purchasing & MRP: Cetec ERP streamlines the procurement process, cutting through complex dependencies of supply chains and material needs to help you buy strategically and optimize cash flow.

Inventory Management: Tackle any inventory tracking challenge, from high-mix / low-volume environments with thousands of part SKUs to metal and plastics processors with specific piece measurement and dimensional inventory requirements.

Mobile Warehousing: Empower smaller teams to efficiently manage any volume of receiving, material allocation, and shipping with barcode scanners, mobile printers, and mobile tablets.

Shop Floor: Manage diverse shop floor environments, including labor and overhead tracking, electronic routers/travelers, and mobile data collection stations, helping your shop stay organized and efficient.

Planning & Scheduling: Simplify work order scheduling and planning. Cetec ERP production management tools help you make sense out of complex material and labor dependencies and better anticipate customer needs.

Document Management: Stay efficient, organized, and clean. The only document management system you need is already built into your ERP system, saving you time spent chasing through file naming schemes and spreadsheets.

Quality Assurance & ISO: Integrate your quality system directly to your ERP, eliminate paperwork, and automatically fulfill ISO and related certification audit requirements.

Accounting / Financials: Link your manufacturing operations directly to your accounting processes, and track transactions granularly, which are posted to the ledger in real time as they are processed in the system.

Custom Reporting: Take advantage of the wealth of data captured in your ERP system, and earn back hours of valuable management time spent preparing reports.

Advantages Overview:

Cetec ERP provides unmatched integration and feature-breadth on a single unified platform, from CRM to purchasing and supply chain, to production and quality, to accounting and financials. Delivering a true cloud SaaS model, you can keep your ERP system continually updated on the most technologically advanced system available, with no fear of falling behind.

The entire ERP is housed within a practical web interface, so you can complete all tasks across every department within tabs on your web browser. The system was designed from the ground up specifically for manufacturing, the system enables you to solve the headaches you deal with as a growing manufacturer with one simple, practical solution that has everything built in.

While Cetec ERP wasn't designed specifically for any one industry, it was designed to help people build things efficiently. That means that Cetec ERP fits a wide variety of industries, from metals to electronics, plastic injection, pet food, medical device packaging, aerospace, lighting equipment, tool fabrication, signage, and many more.

Technology Overview

Cetec ERP is built on modern technology, so you can move faster, at less cost. The platform offers a free upgrade path, leaving behind a costly and dying breed of client/server tech, and is fully scaleable, so you never have to buy additional software as your company grows.

Architected with state of the art open source tools, Cetec ERP's modern web-based platform is more flexible and powerful than the aging client/server model of the 1990s. With zero backend licensing fees and a highly efficient internal infrastructure, Cetec can pass on cost savings to you in a way that other ERP companies simply cannot.

Materials Management Modules:

- ● Inventory Management

  - ○ Tackle any inventory tracking challenge, from high-mix / low-volume environments with thousands of part SKUs to metal and plastics processors with specific piece measurement and dimensional inventory requirements.

  - ○ Complete auditability of all inventory movement in the system, whether due to incoming receipts, bin movements, outgoing shipments, or inventory adjustments (with configurable reason codes), including date-time stamp and username responsible for inventory transaction.

  - ○ Work in process (WIP) tracking all materials, material cost, employee labor, labor cost, time, and overhead involved in production in real time.

  - ○ RMAs - Robust and integrated RMA module to handle returns, refunds, rework, repairs, and replacements. Tie RMAs to source invoices or issue one-off RMAs.

  - ○ ASN - set up EDI for ASN (Advanced Shipping Notification); setup automatic email notifiers per customer in the system.

  - ○ Actual Costing Traceability - Capture receipt cost of raw material, track through material allocation per receipt through to orders, track through subassembly production across any number of levels, through to top-level finished goods. Analyze material estimates versus actuals, true build costs and order/item profitability.

- ● Mobile Warehouse (Receiving/Picking/Shipping)

  - ○ Empower smaller teams to efficiently manage any volume of receiving, material allocation, and shipping with barcode scanners, mobile printers, and mobile tablets.

  - ○ Perform incoming receiving inspections at receipt of product, log failures, auto-generate non-conformance reports upon failed inspections.

  - ○ Alert your receiving clerk upon receipt of material to deliver parts directly to shop floor for hot orders pending parts, instead of putting material away into stock.

  - ○ Modernized cycle counting and full inventory programs with mobile tablet support for periodic inventory validation; drive cycle counting from mobile warehousing setup with iPads and/or tablets.

  - ○ Bin location & FIFO management - inventory in bin locations on a first in / first out basis, so that oldest receipts are suggested to be consumed first.

  - ○ Consignment warehousing - Store inventory in separate "consignment" warehouses and take advantage of vendor consignment programs.

- **Barcoding & Labeling**

  - Automatically print barcoded labels directly from the application within your web browser. Barcode your warehouse with bin location labels, print barcoded receipt labels, barcoded serial labels (raw material or finished goods), scan to put away into stock, scan to pick.

- **Lot & Serial Traceability**

  - Capture lot/heat information upon receipt of material. Upload certification documents and/or packing slips to the purchase order receipt. Serialize raw material, serialize finished goods, print barcoded serial labels for product to store in inventory and ultimately pick for orders. Cetec ERP achieves maximal product traceability with less effort and paperwork.

  - Raw goods, subassembly goods, and finished goods serialization - serialize raw material, serialize finished goods, print barcoded serial labels for product to store in inventory and ultimately pick for orders. Cetec ERP achieves maximal product traceability with less effort and paperwork.

- **MRP & Inventory Forecast**

  - Material Requirements Planning (MRP) delivers suggested buy quantities based on supply/demand forecasting and ROP kanban levels. Automatic POs per material requirements supply/demand analysis (i.e. queued for approval and PO placement). Identify real-time shortages of material based on work order component and subassembly requirements.

  - Real-time material shortage reporting to identify work orders that will be "short" or "late" as of the Ship Date for that order (due to unavailability of components or subassemblies that comprise the top level part for the order). Drill into why a work order will be late given current supply/demand forecast.

  - Forecasting tools help you plan better and buy material based on forecasted demand against current inventory levels, open POs, and supplier lead times. Report on need-to-buy quantities of material based on ROP (re-order point) values. Identify real-time shortages of material based on work order component and subassembly requirements.

- **Production Scheduling & Capacity Planning**

  - Simplify work order scheduling and planning. Cetec ERP production management tools help you make sense out of complex material and labor dependencies and better anticipate customer needs.

- Bill Of Materials (Infinite Levels)

    - Store bill of materials (BOM) records in the system per BOM revision, including multi-level BOMs and subassemblies, component material requirements, estimated cost rollups, labor plans, routers, documents/drawings, and more. Store permanent BOM definitions, make template BOMs during quoting, copy BOMs and import BOMs from Excel or CAD/Solidworks output, modify temporary BOMs within the context of a specific order.

    - Phantom BOMs - Duplicate assemblies as a phantom BOMs to preserve flexibility between engineering dicated BOMs versus BOMs used for production. Set BOM flag to "default" the setting to use the phantom BOM instead of the regular BOM during production. Set an assembly to "phantom" to collapse all constituent components and any constituent subassemblies, flatten their component definitions out and bring each component up in line with the top-level kit; avoid generating extra paperwork for subassemblies marked as "phantom".

- Dimensional Inventory Control

    - Support for dimensional inventory control, e.g. piece length (metal piping, electrical wiring, plastic sheet square footage, etc.) Leverage dimensional inventory visibility to allocate material to orders in the most practical, cost effective manner.

Production Management Modules:

● Production Scheduling & Capacity Planning

○ Job Schedules - automatically generate and deliver schedules of work based on all open orders and respective demand at every work location or machine on your floor, in addition to representative capacities at each work location or machine. Mark stages in production as complete to update the order schedule.

○ Set finite capacity constraints to optimize work order schedules. Make sense out of complex material and labor dependencies and better anticipate customer needs. Run what-if production scenarios to inform capacity/personnel decisions.

○ Finite scheduling - run work orders through the Cetec ERP finite scheduling engine for an optimal allocation of shop floor demand against shop floor capacity, based on order due date priority. Based on scheduling engine logic, suggested schedules are automatically created for work order release to production, and start/stop times for each stage of production. Prevent over-allocation of capacity; optimize your resources and stay ahead of scheduling issues.

○ Infinite scheduling - define basic parameters assuming best case capacity (i.e. "infinite capacity") to generate a simple, reliable work schedule and a baseline for production managers to work from.

○ Gantt Chart - View suggested work schedule per order or per work location in table format or with an interactive, zoomable Gantt chart. View production schedule by work order, listing suggested scheduled demand at work locations over time; or view production schedule by work location, viewing suggested scheduled demand against individual orders at each work location over time.

● Work Order Documents (Barcoded Traveler, Pick List, Drawings)

○ Automatically generate work order travelers upon order entry for work order routing. Scan into jobs and scan to update work locations and start work time (labor/overhead).

○ Serialize raw material, serialize finished goods, print barcoded serial labels for product to store in inventory and ultimately pick for orders. Cetec ERP achieves maximal product traceability with less effort and paperwork.

○ Scan receipts to pick parts on a work order, control picking accuracy and increase efficiency

○ Stay efficient, organized, and clean. The only document management system you need is already built into your ERP system, saving you time spent chasing through file naming schemes and spreadsheets. Attach documents/drawings as early as the quoting process; documents flow through on related business objects to be accessible to relevant personnel at anytime during the transaction lifecycle. Shop floor workers can access part drawings attached by engineering to the BOM on the fly while in a work order.

- Mobile Shop Floor

  - Setup mobile shop floor kiosks and deliver work order travelers electronically to the shop floor. Achieve inline data capture, electronic work instructions, batch processing, one piece flow, piece-level material movement, outsourcing management and contract manufacturing, all from the paperless work order interface.

  - Electronic work instructions - deliver work instructions electronically at each stage of production within the job routing interface. Attach pictures, require data collection to proceed with production, track work order progress, track work performed per user.

  - Data collection - at each stage in job routing, require collection of data (e.g. operator initials) before job can proceed to next stage of production or ship/invoice.

  - Real time shop floor monitoring - Cetec ERP's production management provides in-depth tools for the shop floor management, including labor and overhead tracking, electronic routers/travelers with inline data capture, electronic work instructions, batch processing, one piece flow, piece-level material movement, outsourcing management and contract manufacturing, and much more.

- Time Tracking, Job Costing, & Outsourcing

  - Actual material costing - track cost of raw material through material allocation per receipt, through to work orders, through subassembly production across any number of levels, through to top-level finished goods. Analyze material estimates versus actuals, true build costs and order/item profitability.

  - Work order actual to estimate costs - track true build costs (material, labor, overhead, charges, and outsourcing) on work orders; reconcile actual invoice/order costs against estimates to understand true profitability.

  - Clock in/out of jobs to track labor/overhead time, drive actual build costs based on default or specific labor/overhead rates, drive summary reporting of shop floor visibility, worker time and productivity.

  - Outsource PO link to work order - attach outsource POs, i.e. subcontracting work, to one or more work orders. Meet subcontractor minimum price break requirements by placing a single PO to fulfill outsource requirements across multiple work orders. Pass outsourcing costs through to the work orders that "consume" the outsourced service to drive accurate and detailed build costing analysis.

- Integrated QMS & ECO/ECR

  - Full suite QMS integrated to the ERP system, failed inspections auto-initiate NCR process, link CAR / CAPA to NCR, perform root cause analysis, track customer complaint/satisfaction cases, control tool calibration/maintenance scheduling. Using controlled software processes earns you easy pass at ISO, API spec Q1/Q2, FDA audits and more.

- NCR system designed specifically for regulatory compliance; collect information, control process, and enforce controls; access quality data easily with graphs, reports, and easy excel exporting. Automatically generate NCRs with source details upon any inspection failure; track exceptions in a centralized NCR system; route NCRs via auditable workflow control and automated email notifications to appropriate dispositions and department.

- CAR/PAR/CAPA system designed specifically for regulatory compliance. Automatically link out to CARs (corrective action reports) to resolve NCRs; optional 8D (eight disciplines) tracked to CAR resolution; root cause analysis tools within CARs / PARs

- Root cause analysis tools within CAR / PAR process designed specifically for regulatory compliance.

- Log inspections directly from work orders (e.g. receiving, in-process, final), pass/fail rates, failure codes, and more to create detailed reports on inspection activity; maintain your own database of inspection failure codes. Require (i.e. system enforce) critical steps in inspection instructions, work instructions, job checklists and data collection sheets delivered electronically to shop floor; automatically generate NCRs with source details upon any inspection failure.

- Engineering Change Orders - robust, clean, controlled ECO process built in and intelligently integrated. Manage all affected components, higher-level BOMs, open work orders for the material, etc. Route ECO through various stages departments in workflow, ping assignee with email alert and "nag" notifier, report on ECO assignment history, etc. Achieve controlled process for rev rolls.

- **Production & WIP Reporting**

  - Achieve complete visibility to shop floor activity, work order status, capacity, order schedules, status updates from shop floor personnel, and much more.

  - Work in process reporting - track all materials, material cost, employee labor, labor cost, time, and overhead involved in production in real time.

  - Inspection Reporting - detailed inspection summary reports, pass/fail rates, yield rates, failure codes, and more to create detailed reports on inspection activity and history; maintain your own database of inspection failure codes.

- **Bill Of Materials**

  - Store bill of materials (BOM) records in the system per BOM revision, including multi-level BOMs and subassemblies, component material requirements, estimated cost rollups, labor plans, routers, documents/drawings, and more. Store permanent BOM definitions, make template BOMs during quoting, copy BOMs and import BOMs from Excel or CAD/Solidworks output, modify temporary BOMs within the context of a specific order.

  - Phantom BOMs - Duplicate assemblies as a phantom BOMs to preserve flexibility between engineering dicated BOMs versus BOMs used for production. Set BOM flag to "default" the setting to use the phantom BOM instead of the regular BOM during production. Set an assembly to "phantom" to collapse all constituent components and any constituent subassemblies, flatten their

component definitions out and bring each component up in line with the top-level kit; avoid generating extra paperwork for subassemblies marked as "phantom".

● Configurable Manufacturing Modes

○ Lean Manufacturing - The Cetec ERP production module was designed with lean manufacturing and Just In Time principles in mind; the system is built around need for quick turn, flexibility, and reduction of WIP to increase cash flow. Organize your shop floor, track orders in production, identify bottlenecks and inefficiencies, get real time monitoring of orders going over estimates, and improve the overall efficiency and productivity of your business.

○ Discrete Manufacturing & Job Shops - a powerful and flexible business platform to help you easily fulfill a wide variety of customer and/or internal product demands. Track and fulfill orders quickly in Cetec ERP. Stay nimble, provide excellent customer service, automate boring tasks, and get product out of the door. Fulfill a variety of customer and/or internal product demands, including MTO, ETO, CPQ, CTO, Build For Stock, Finished Goods Distribution, Raw Materials Distribution, Subassemblies (Kan-Ban), and more.

○ Process Manufacturing - fulfill a wide variety of product and manufacturing demands, including process manufacturing. Control inventory, achieve total traceability across your product mix, and increase efficiencies. Cetec ERP is proven to support the needs of process manufacturers with strict regulatory requirements from the FDA, including Bakeries, Cosmetics, Food, and Chemicals.

○ Build To Stock - Build orders for subassemblies or finished goods to stock to keep on shelf until you sell them. Upon completion of build-for-stock work order, raw materials are depleted, and finished product is automatically received into stock as a finished good at the appropriate cost/value based on the true cost of the build-for-stock work order.

○ Medical/Military/Aerospace/Food - Cetec ERP enables businesses to compete effectively in regulated markets (e.g. Medical, Military, and Aerospace) with strict customer and certification requirements (e.g. ISO 9001, ISO 13485, AS9100, API Spec Q1/Q1, FDA requirements, UL, etc.) for process control, material traceability, and production control and traceability. The system builds in automated tools so you can meet requirements more efficiently and at lower costs than your competitors.

Sales and Order Management Modules:

- ● Manufacturing Quoting & Job Costing

  - ○ Manufacturing quoting helps your sales team stay consistent and work efficiently. Proven sales processes help you acquire visibility to key metrics such as won or lost business, sales personnel performance, order/item profitability, and more. Quote to order conversion drives any new item or BOM creation, job travelers, complete work orders (correspondent to each quote/order line item), production routers, sub work orders for multi-level BOMs and subassemblies, complete material requirements for purchasing.

  - ○ BOM estimating helps your sales team stay consistent and work efficiently. Proven sales processes help you acquire visibility to key metrics such as won or lost business, sales personnel performance, order/item profitability, and more. Quote to order conversion drives any new item or BOM creation, job travelers, complete work orders (correspondent to each quote/order line item), production routers, sub work orders for multi-level BOMs and subassemblies, complete material requirements for purchasing.

  - ○ Job costing helps you acquire visibility to key metrics such as won or lost business, sales personnel performance, order/item profitability, and more. Quote to order conversion drives any new item or BOM creation, job travelers, complete work orders (correspondent to each quote/order line item), production routers, sub work orders for multi-level BOMs and subassemblies, complete material requirements for purchasing. Completed jobs (i.e. invoices) drive actuals vs estimates job cost report summaries and details.

  - ○ Quote import - save time entering data and automate boring tasks; import large quotes in from an Excel spreadsheet; import BOMs from CAD/SolidWorks output into a BOM Quote in Cetec ERP.

  - ○ Quantity breaks (volume pricing) - communicate volume pricing and price/quantity breaks easily and intuitively on quotes you can email directly to your customers. Break quote line quantity breaks out into job costing/estimating worksheets for detailed estimating at various breaks.

- ● Configurable Manufacturing Modes

  - ○ Make To Order (MTO) / Engineer To Order (ETO) - Cetec ERP was designed for custom manufacturing environments, high-mix / low-volume environments, and the need for quick turn. Generate and export/email Quote PDFs directly from Cetec ERP to ensure professional and consistent communication across your sales team; send quotes along defined workflow, automatically ping engineering, purchasing, sales departments by email for quote review and needed actions; attach documents / drawings to quote or to parts on a quote as related; documents are moved to work order upon order quote-to-order conversion. ERP document management enables you to go fully paperless. Use integrated manufacturing quoting for BOM estimating, job costing, labor routing, and more. The flexible system design provides a single platform for various order processes, e.g. build for stock programs, drop ship orders, consignment programs, make to order, engineer to order, stock orders, orders for multi-level BOMs, first article orders, blanket orders, phantom BOM orders, forecast orders, and more.

  - ○ Configure-Price-Quote (CPQ) - Quote custom configurations of product, price out configurations of product at any number of price breaks, interface with customer on Quote PDF, automatically convert items quoted to work orders with custom instructions based on the defined configuration.

- ○ Build-to-stock - maintain your own product line, or keep high moving subassemblies in stock, by processing internal build-for-stock orders. Maintain continuity of total material (lot/serial) and cost traceability through build-for-stock production items on through the sale of those items on end customer orders.

- ○ Distribution / Parts Orders - quickly process raw stock orders, finished goods parts orders, replacement items, drop ship orders. Issue releases to warehouse for picking, packing, and shipping, all with appropriate documentation automatically printable to 8.5 x 11 papers from your web browser.

- ● Automatic Order Processing

  - ○ All documentation and bookings for sales orders and work orders are created automatically for you upon conversion of quote to order (i.e. upon Order Entry), including pick lists, order schedules, due dates and commit dates, order acknowledgment forms, pro forma invoices, job routers, work instructions, packing slips, packing labels, Certificates Of Conformance (C.O.C.s), invoices, and more.

  - ○ Built-in credit card processing with BluePay. Process credit card prepayments and standard payments directly within the ERP system, with complete integration to your financials.

  - ○ Real-time order status updates - setup mobile shop floor kiosks; shop floor users can login to jobs and update work order statuses to provide detailed visibility on job status, progress toward estimate, critical status updates, and more.

- ● Workflow & Routing

  - ○ Workflows let you manage and track assignment of items based on workflow stage, departments, and assignments of responsibilities therein. A workflow assignment starts tracking of queue time, emails a Ping to the assignee, and "nag" alerts can be set to continually email based on a priority level to the nag notifier. For quotes, inside sales starts the process of quoting a new item, but the item must be sent via workflow to Engineering for BOM estimation and/or Purchasing for material requirements planning. Workflows are fully customizable by you!

  - ○ Document/drawing flow - attach documents/drawings as early as the quoting process; documents flow through on related business objects to be accessible to relevant personnel at anytime during the transaction lifecycle. Shop floor workers can access part drawings attached by engineering to the BOM on the fly while in a work order.

- ● Packing, Shipping, & RMAs

  - ○ Automatically generate all needed packing documents, materials, packing slip/label, bill of lading, shipping tracking numbers, freight and tax, and serial number enumeration.

  - ○ UPS WorldShip & FedEx automation - sync your UPS WorldShip or FedEx system to Cetec ERP packing/shipping to save time double-entering data and reduce potential for data entry error (e.g. wrong tracking number, bad address, etc.)

○ Robust and integrated RMA module to handle returns, refunds, rework, repairs, and replacements. Tie RMAs to source invoices or issue one-off RMAs.

● Sales Reporting & Analysis

  ○ Commissions tracking - sales commissions tracking from quote to order to invoice; rack commissions and payments to network of sales reps and distributors

  ○ Bookings reporting - track detailed bookings and order activity per day or across periods of time.

  ○ Quoting & sales analysis - track summary and details on the quoting activity and efficiency of your sales team; analyze lost and won business; chase higher profit business; track high performing sales personnel.

  ○ Sales forecasting - track quote probabilities and estimated conversion dates for a realistic forecasted pipeline of upcoming sales and respective dates.

● EDI / Ecommerce

  ○ Cetec ERP is setup to track most common EDI transaction sets. We partner with B2B Gateway.

  ○ Easily link your ecommerce platform to Cetec ERP through our JSON API. Automatically push orders from your ecommerce shopping cart over to Cetec ERP as Quotes to review and convert to order, or automatically as open, committed orders to fulfill.

● Field service & Projects

  ○ Cetec ERP's cloud deployment means your off site field service representatives can login remotely from anywhere, clock time to jobs, check order statuses, issue invoices, i.e. anything within the ERP system can be performed from the field with zero setup; all you need is a web browser on your mobile tablet or smartphone.

  ○ Projects & progressive billing - track time to projects to drive time tracking and costing against projects; update status of projects on the fly; link invoices against billing schedules to drive percentage completion revenue recognition in accounting.

Financial Management Modules:

- **Accounts Payable (A/P)**

  - Direct integration with material receipts and outsource POs for accuracy and reconciliation

  - Automatic identification of invoices to be paid

  - Easily view all PO receipts of material that have been received into stock but not yet billed (receipt transaction: DB inventory / CR Accrued Liabilities; voucher transaction: DB Accrued Liabilities / CR Accounts Payable

  - Automated voucher process leveraging three-way match (between PO, receipt, and bill)

  - Voucher workflow/approvals - configurable voucher approvals process to manage A/P clerical voucher entry versus voucher approval and payment processing. Voucher is entered by A/P clerk, system attempts three-way match (between PO, receipt, and invoice) to unlock approval, if no match then voucher is manually or automatically queued via Workflow to Accounting mgmt for approval, approval unlocks ability to pay down voucher. Workflow configuration exists to either always explicitly require voucher approval, or to never require it.

  - Aging reports based on due date and/or invoice date

  - Automatic segmentation of intercompany activities from trade payables

  - Automatic transactions across ledger from voucher to payment to check run

  - Ability to track true invoice dates

  - Ability to process non-inventory, outsourcing, and/or service invoices

  - Process all payment types (credit card, wire, ACH, system check, paper check, cash)

  - Print checks directly from system on blank check stock

  - Check runs and batch printing from check register

  - Bank reconcile across all payments

  - Bank account reconciliation statement import

  - Credit card transaction import

  - Manage system generated debit memos, vendor prepayments, credit card payments to vendors

- **Accounts Receivable (A/R)**

  - Process credit card prepayments and standard payments directly within ERP (via Bluepay)

  - Prepayments - automatically create a cash transaction in your journal, and create "unapplied cash" against the customer account who is prepaying. For invoices that were prepaid, the associated unapplied cash will apply to the invoice payment automatically upon invoicing of the order.

- Credit risk management through credit lines, terms, & holds

- Auto-post sales invoices to A/R immediately

- Manage customer terms and credit hold

- Track aging across account statements

- Customer payment history for research and credit ratings

- Lump payments across multiple customers into deposits

- Defined process for payments, deposits, and reconciliation against bank statements

- Aging Reports based on Due Date and/or Invoice Date with automated customer statements

- Manage system generated unapplied cash, short payments, credit memos

- Defined RMA process including process flow for issuing credit memos (RMA, Warranty, etc)

● Financial Reporting (Multi Site/Company)

- Run financial reports in real time, or across any historical period of time, including:

  - Profit and loss statement

  - Balance sheet

  - Statement of cash flows

  - Tax reports

  - Inventory valuation

- Multi-site consolidated financial reporting (e.g. Profit and Loss, Balance Sheet, etc.) for transactions per individual site or warehouse location, or consolidate up all sites into single financial reports.

- Multi-company financials - consolidate financial data across multiple different companies or financial entities into a single reporting instance.

● General Accounting

- Full integration with business operations means no redundant data entry and fewer mistakes

- Comprehensive support for standard costing, average costing, actual costing, FIFO costing -- based on customer preference.

- Budgeting module - enter monthly budget values and report period values, differences, and difference percentages month to month or YTD

- Multi-currency support with home currency for general ledger and configurable transaction conversions based on daily peg per exchange rate

○ Run standard reconcile processes, e.g. absorption rates, accrual postings, retained earnings, transaction details to ledger value, inventory reconcile, A/P reconcile, A/R reconcile, bank account reconciliation, credit card statement reconcile, etc.

○ Foreign currency & exchange rates - select any "home currency" that will drive your general ledger and primary financials; this will be the default currency for your transaction, and will also represent the currency symbol used by default across the system. Then, set up any number of separate currencies; any active currencies you set up will appear in select boxes for you to choose from when performing transactions. Exchange rates may be defined for any active currency you have; Cetec ERP runs an automatic daily peg to update those exchange rates per the global exchange rate database.

● General Ledger

○ Operational transactions map to ledger entries to general ledger accounts. Account mappings are maintainable by admin users

○ Ledger updates are real time based on operational transactions (e.g. inventory adjustments, invoices, payments, etc.)

○ Visible and editable ledger entries

○ Automatically log backdated ledger entries for auditability

○ Tag ledger entries to identify and categorize custom types of entries/transactions to the journal

○ Easily filter journal entries by account, transaction type, date range, tag, and more

○ Add/edit/delete G/L accounts with appropriate permissions

○ Perpetual based ledger: close period for specific groups, A/R, A/P, Cash, G/L

○ Customer credit terms/hold - integrated management of customer terms and credit hold; credit risk management through credit lines, terms, & holds

○ RMAs - robust and integrated RMA module to handle returns, refunds, rework, repairs, and replacements. Tie RMAs to source invoices or issue one-off RMAs.

● Tax Management

○ Set up taxing authorities and tax groupings; combine authorities and groups to reflect real-life taxing responsibilities. Track taxes by customer ship-to addresses, in addition to tax hierarchies that

transfer to taxable/non-taxable quotes, orders, invoices. For taxable transactions, the system will check FOB codes to see if they are marked as "Taxable at Ship Point".

● Bank Reconcile & Credit Card Import

  ○ Automated bank reconcile process: import transactions and match to existing transactions in the system. All imported transactions that are unmatched will have to be manually matched, or the system transaction will possibly have to be created. Once all transactions are matched the linked system transactions will be set to Reconciled.

  ○ Credit card transaction import - Import credit card transactions and process A/P in batch as part of voucher process.

● Project Accounting

  ○ Track time to projects to drive time tracking and costing against projects; update status of projects on the fly; link invoices against billing schedules to drive percentage completion revenue recognition in accounting.

● Configurable Costing Methods

  ○ Actual / FIFO Costing - Cetec ERP supports and recommends an actual costing methodology, whereby COGS postings pull from the actual value of any receipts of material that were consumed against the invoice transaction.

  ○ Average costing - Cetec ERP supports the average costing methodology, whereby COGS postings pull from material average cost to drive the value on the transaction as opposed to the actual receipt cost of material consumed on an invoice. Cetec ERP will also simply track the average cost value of parts per inventory warehouse location, irrespective of whether or not that value is used to post to the G/L at invoicing.

  ○ Standard Costing - Cetec ERP supports standard costing methodology and automatic purchase price variance posting to the journal and respective financial reports between standard cost and purchase order receipt cost (at time of receipt of product) and standard cost and actual material invoice cost (at time of invoicing).

Supply Chain Management Modules:

- **Supply chain management**

  - Cetec ERP cuts through complex dependencies of supply chains and material needs to help you buy strategically and optimize cash flow. With Cetec ERP, you can set up custom vendor portals and customer portals to provide real time assistance and tracking to your most important vendor and customer relationships. Additionally, Cetec ERP provides comprehensive inventory control and product management tools to manage diverse products across the enterprise.

- **Customer/Vendor Portals**

  - Cetec ERP supports the configuration of portal access for your customers/vendors to have direct access to order status, account information, part/build information, PO forecasts, part pricing, and more. Customer/vendor portals may be set up by setting up the account with a "username" in Cetec ERP with the appropriate portal setting on the user profile, so that their access is appropriately restricted to only display information pertinent to their account. Customers/vendors may login to their portal account from anywhere in the world due to Cetec ERP's modern cloud deployment.

- **Requisitions & Purchase Orders**

  - Shop multiple vendors with RFQs built into PO template/approvals process and minimize outlay. One-click PO entry from pQuote. PO approvals and workflow based on price threshold approval settings; issue POs to vendors directly from Cetec ERP (via professional, consistent PDF).

  - Import catalogue pricing - mass import of vendor catalogued part pricing spreadsheets; import into per vendor part pricing database. Preferred vendors may be set to capture default cost values during quoting.

  - Automatic POs per material requirements supply/demand analysis (i.e. queued for approval and PO placement)

  - Get "days early" metrics from material allocation to better manage cash flow

  - One-click PO entry from pQuote

  - Issue POs to vendors directly from Cetec ERP (via professional, consistent PDF)

  - PO document auto-populated with vendor contact information to automate send

  - Specify dimensional inventory requirements on POs

  - Acknowledge PO receipt and commit dates with vendors; run open PO list by acknowledged or unacknowledged

  - Vendor performance grading and on-time delivery reporting

  - Receive partially against PO line items with remainder to stay open with vendor on backorder

  - Vendor performance grading and scoring - track PO commit dates from vendors and compare with actual PO delivery/receipt dates to grade your vendors on on-time delivery. Chart vendor performance on interactive graphs.

  - Attach outsource POs (subcontract work) to one or more work orders

- Meet subcontractor min buy requirements by placing a single PO to fulfill outsource requirements across multiple work orders

- Pass outsourcing costs through to the work orders that "consume" the outsourced service

- EDI - Cetec ERP is setup to track most common EDI transaction sets. We partner with B2B Gateway.

- MRP / Kanban / Replenishment

  - Material Requirements Planning (MRP) delivers suggested buy quantities based on supply/demand forecasting and ROP kanban levels

  - Automatic POs per material requirements supply/demand analysis (i.e. queued for approval and PO placement)

- Lot & Serial Traceability

  - Capture lot/heat information upon receipt of material. Upload certification documents and/or packing slips to the purchase order receipt. Serialize raw material, serialize finished goods, print barcoded serial labels for product to store in inventory and ultimately pick for orders. Cetec ERP achieves maximal product traceability with less effort and paperwork.

- Supply/Demand Forecasting

  - Material Requirements Planning (MRP) delivers suggested buy quantities based on supply/demand forecasting and ROP kanban levels. Automatic POs per material requirements supply/demand analysis (i.e. queued for approval and PO placement). Identify real-time shortages of material based on work order component and subassembly requirements.

  - Automatic POs per material requirements supply/demand analysis (i.e. queued for approval and PO placement)

  - Real-time material shortage reporting to identify work orders that will be "short" or "late" as of the Ship Date for that order (due to unavailability of components or subassemblies that comprise the top level part for the order). Drill into why a work order will be late given current supply/demand forecast.

- Receiving / Picking / Packing / Shipping

  - Automatically generate all needed packing documents, materials, packing slip/label, bill of lading, shipping tracking numbers, freight and tax, and serial number enumeration.

  - Mobile Warehousing - Empower smaller teams to efficiently manage any volume of receiving, material allocation, and shipping with barcode scanners, mobile printers, and mobile tablets.

- Production Scheduling & Capacity Planning

  - Simplify work order scheduling and planning. Cetec ERP production management tools help you make sense out of complex material and labor dependencies and better anticipate customer needs.

CRM Modules:

- **Built-in CRM**

    - CRM and sales management functionality is fully integrated, so there is no duplicate data entry, no integration difficulty, and no additional cost/project headache.

- **Custom Lead Pipelines**

    - Lead funnels track the progress of your lead from lead generation to closure and conversion; you may assign the lead to other personnel in the sales department at any step along the lead cycle.

    - There are five default lead states which your lead will pass through during its entire lifecycle: inactive, pending qualification, development, quoting, and customer. You may customize your own lead stages to model the lead funnel based on your own unique sales process.

    - Pipeline reporting - track lead conversion probabilities, dollar values, and estimated conversion dates for a realistic forecasted pipeline of upcoming sales and respective dates.

- **Customer & Contact Management**

    - Maintain customer account and contact information, log customer interaction in the knowledge base, set follow-up reminders with email invites and calendar event creation, sync new and current customers with Cetec ERPs lead system, jump to and from related customer objects (associated, quotes, orders, invoices, production requirements, etc.), and more.

- **Calendar Reminders/Follow-ups**

    - Log phone calls, emails, or "touches" on leads; set reminders on any followup notes logged.

    - Send reminders to your own email/calendar account and automatically create calendar reminders to remind you to follow up with the lead.

- **Last Touch Reporting**

    - Create a list of follow ups sorted by "last touch" to stay in close contact with your most active leads.

- **Mobile Access & Field Service**

    - Outside sales representatives can login from anywhere to the Cetec ERP cloud and check customer account status, generate quotes, check inventory information, and more.

    - Cetec ERP's cloud deployment means your off site field service representatives can login remotely from anywhere, clock time to jobs, check order statuses, issue invoices, i.e. anything within the ERP system can be performed from the field with zero setup; all you need is a web browser on your mobile tablet or smart phone.

- **Customer Case Management**

    - Track customer issues, complaints, and satisfaction cases; enforce consistent follow-up on customer complaints to deliver actions unto resolution of customer open cases

- **Sales Management & Quote Tracking**

○ Track summary and details on the quoting activity and efficiency of your sales team; analyze lost and won business; chase higher profit business; track high performing sales personnel.

Additional Capabilities/Modules

- Cetec ERP Application Programming Interface (API)

    - Cetec ERP contains a flexible API for you to leverage for numerous types of ERP integration, e.g. Ecommerce, Marketing, EDI, Order Entry, Inventory Feeds, and more. If you are interested in integrating to Cetec ERP, we offer decades of proven integration experience, and fast and friendly service at our low hourly rate for programming and custom ERP integration. Please contact us for a discovery and one time quote if you are interested.

- Enterprise Document Management

    - The volume of files generated and absorbed in a transaction lifecycle presents logistical challenges for manufacturers under strict requirements for documentation. Cetec ERP's built-in document management system associates files of any file type to their logical access points in the ERP system, replacing costly and inefficient systems of file cabinets and shared file servers.

- Custom Report Writing Engine

    - Cetec ERP's reporting module transforms day-to-day operational data into an interactive management tool to clarify internal activities and drive growth opportunities. Report Writer allows you to drill into high-level company data, and slice, dice, re-organize, or consolidate into saved and shareable custom reports you can re-run on any periodic basis.

- Custom Workflow & Alerting

    - Workflows let you manage and track assignment of items based on workflow stage, departments, and assignments of responsibilities therein. A workflow assignment starts tracking of queue time, emails a Ping to the assignee, and "nag" alerts can be set to continually email based on a priority level to the nag notifier. Workflow stages and assignment options are fully customizable by you!

- Ecommerce, EDI, & Credit Card Processing

    - Easily link your ecommerce platform to Cetec ERP through our JSON API. Automatically push orders from your ecommerce shopping cart over to Cetec ERP as Quotes to review and convert to order, or automatically as open, committed orders to fulfill.

    - Cetec ERP is setup to track most common EDI transaction sets. We partner with B2B Gateway.

    - We process credit card prepayments and standard payments directly within the ERP system, with complete integration to your financials.

- Email Interfacing With Customers & Vendors

    - Email consistent, professional, and auto-generated documents directly from the ERP system to your customers and vendors, e.g. Quotes, Order Acknowledgments, Invoices, RFQs, Purchase Orders, A/R Statements, and more.

- Pulse Report (Business Lifeblood Summary)

    - Homepage executive "Pulse Report" for immediate advice on the lifeblood of the business, includes:

        - Shipments (Prior Day, MTD, Prior Month, YTD, Prior YTD)

- ○ Resale

- ○ Cost

- ○ Gross profit $

- ○ Gross profit %

- ● Sales Value Of Production (Total Shipments, Out of Stock, Built To Stock)

  - ○ Prior day

  - ○ MTD

  - ○ YTD

- ● On Time Stats (Prior Day, MTD, Prior Month, YTD)

  - ○ Total orders

  - ○ On time orders

  - ○ % On time

- ● Inventory Value

- ● Backlog (Total, 0-30, 31-60, 61-90, over 90)

  - ○ Resale

  - ○ Cost

  - ○ Gross profit $

  - ○ Gross profit %

- ● Open A/R (Total, 0-30, 31-60, 61-90, 91-120, over 120)

- ● Open A/P (Total, 0-30, 31-60, 61-90, 91-120, over 120)

  - ○ Purchase Orders Placed (As of, Prior Day, MTD, Prior Month, YTD)

  - ○ Material Received (As of, Prior Day, MTD, Prior Month, YTD)

- ● Open POs (Total, 0-30, 31-60, 61-90, over 90)

- ● Free Cloud Hosting, Security, & Backups

  - ○ Software hosting, maintenance, IT security, and database backups are automatically provided for you as part of your Cetec ERP cloud monthly subscription.

Services and Support Modules:

Cetec ERP is "ERP-As-A-Service".

Pricing is $40/user/month for all modules in the base ERP package, billed monthly. Special $20/user/month for "Production Only" users. Five standard user minimum. Volume pricing breaks apply after 50 base users and/or 50 production only users.

Cetec ERP Lite, Standard & Gold Levels

Lite subscription includes

- Free 30 day evaluation

- Free upgrade path

- Online resources (getting started guides, how to videos, etc.)

- Free install and immediate setup in Cetec ERP cloud

- All Cetec ERP modules included

- All software and database licensing fully included

- Free software maintenance

- Free hosting and server maintenance in Cetec ERP cloud

- Email ticketing support unlimited
  (limit three project contacts per offering).

Standard Subscription includes
(same as Lite plan plus the following)

- Priority support ($500/month)

- Expedited support requests with phone and email access.

- Recommended for all companies running operations actively on Cetec ERP.

- Phone support MF 9am EST 7pm EST, limit three project contacts per offering.

Gold Level Subscription includes
(same as Standard plan plus the following)

- Report Writer ($500/month)

Cetec ERP In House Services

<u>Custom Development & Integration</u>

Cetec ERP is a software framework that can adapt to your business processes. Customizable ERP software enables you to quickly change process to achieve new measures in markets with strict and diverse manufacturing regulations.

Cetec ERP provides your company with flexibility to adapt quickly and affordably to opportunities for new business and growth. Any custom development will inherit from the core Cetec ERP framework, extending the program to meet specific requirements without fully locking your business into a dead end software process.

This methodology enables Cetec to sustain the software structure needed to ensure you always receive latest releases and upgrades (which are included in your subscription cost), while still allowing you to set your own behaviors, so you don't have to develop your own internal custom system. It is an ERP structure, but it is a structure we adapt to you.

Some business opportunities need a special process; others require tracking a specific piece of data. Cetec will work with you to codify ideas into systems that flow from collection to reporting, directly integrated to your Cetec ERP platform. Traditional 'knowledge experts' provide process enhancements and structures in extensive documentation; consulting projects too often deliver little more than a final presentation. Rather than forcing you to read through endless PDFs, we work towards usable, defined solutions, leveraging our industry experience to create defined software processes that emphasize solutions over presentations.

Some examples of custom development and/or integration include:

- Custom templates/labels, custom
- Ecommerce integration
- EDI, FTP, automated data feeds
- Shop floor testing equipment & data automation
- Shop floor machine integration
- Custom process automation
- Custom field tracking

<u>Data Migration</u>

Cetec ERP handles data transfer in a software driven reproducible process, routing the data desired for migration through a set of programs to transform and load the data from spreadsheet format. Thus, the bulk of data conversion work is front loaded to the creation of these programs (once the suite of transforms is created, a refresh is a minor event [often 1520 minutes]), and enables you to do recurring data refreshes and testing and validation in the weeks leading up to launch. By go-live, the whole process has been done so many times that the transition is relatively mundane.

Local/Resident Hosting

Cetec ERP may be installed on local hardware, running within your corporate network or on a cloud provider of your choice.

Resident hosting requires the following:

- A dedicated Linux environment.

- Suggested server specs for a company with 1080 users
  -Dell PowerEdge R420 Rack Mount Server
  -Dual 2.4 GHz CPUs, Dual Power Supplies, 32GB RAM
  -RAID 5 for Hard drives (with hot spare)
  -24/7 NextDay Support, 5 year warranty
  *Note on disk space recommendation depends on what storage is available either on your hardware or on your VM, and how many documents you are planning on storing within the Cetec ERP system. The above recommended specs typically will come with a few terabytes of disk space. 1.5 TB of disk space is recommended.

The fee for Linux operating system installation and Cetec ERP installation and configuration is $3,500. Hardware related setup and/or compatibility issues billed separately.

Cetec ERP charges a flat rate of $99/month for our resident hosting support plan. The plan includes critical patches and software related server support. Resident hosted Cetec ERP system updates/releases occur per customer request. Any network or hardware issues unrelated to the Cetec ERP application are not covered by the $99 resident hosting monthly support cost, and are to be handled by the your hardware or IT service provider.

Implementation Consulting

Cetec ERP offers on site consulting services for support, training, process consulting, and tailored system configuration to help you achieve a fast and successful cutover from your legacy systems and processes.

Our inhouse team of experts quickly deploy your environment, configure the system to your needs, train your team on critical business processes, and make custom programming changes if needed. Cetec ERP is flexible and our consultants

Project Discovery & Gap Analysis

Software implementations are notoriously high risk endeavors; common transition problems include a failure to identify gaps during the selection process, and incorrectly transitioning data from the old system to the new. Cetec ERP addresses these issues by involving technical product experts early, even during the sales process, ensuring that engineering resources are able to qualify potential customers for gating and/or excluding items. Cetec ERP offers remote or on site demonstration, discovery on site demonstration, discovery, user training, process consulting, system proofing, configuration, setup and planning, and formal discovery and gap analysis with you company key personnel to help bring clarity to your project vision and scope.

<u>User Training</u>

Training is a catchall which encompasses both direct user training (how is a task performed) and also process consulting (what is the best way to model a task). Process consulting usually begins during the sales and discovery process and continues through user training as users are instructed on how to perform existing job functions in the new environment.

Training meetings are typically held weekly, and focus on a distinct area. Employees whose job functions include that area are included (or at least key stakeholders who will be responsible for internal training), and will have access to a Cetec ERP environment where they can practice the skills covered in the respective training sessions. This environment will be populated with the recurring data loads, which not only provides the users with familiar data for interaction but also helps to validate that the data loaded is accurate.

Job training checklists may be assigned as "homework" for you users to prepare ahead of time, allowing you a measurable method of gauging readiness of your team to successfully reproduce their current processes in the new Cetec ERP system.