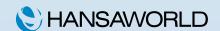
### Production

- Manage production in a demand-driven environment
  View work in progress and make any adjustments to avoid cost overruns
- Graphical scheduling
  Maximise resource utilisation with drag-and-drop graphical rescheduling
- Take control
  Optimise production flow by planning effectively and streamline inventory management based on demand and forecasting
- Accurate Just in Time delivery
  Track and manage inventory levels and provide reliable dates for delivery
- Quality Control
  Perform quality controls on your produced products
- Multi platform Windows, Linux, Mac and Android





by HansaWorld

# Optimise production capacity from raw materials through to final product

Standard ERP by HansaWorld's integrated Production module provides you with the tools to manage your manufacturing processes easily and efficiently.

With Standard ERP by HansaWorld's Production module you can boost operational efficiency and effectively manage production, including production orders, bills of materials, supply planning and materials requirements planning. All processes are integrated in one system.

### Recipes

Standard ERP uses a concept called Recipes for assembly management, bill of materials and formulations. Recipes control:

- which raw materials or sub-assemblies will be used for finished goods or other sub-assemblies
- which costs will be used during the Production process for cost accounting
- how long the Production process is planned to take
- minimum and normal production quantities, also to assist in the planning process.

Standard labour, overhead allocations, and any other costs can be included on Recipes.

Multi-level assembly reporting includes:

• listings of which raw materials are needed for each sub-assembly or finished item, and at which level

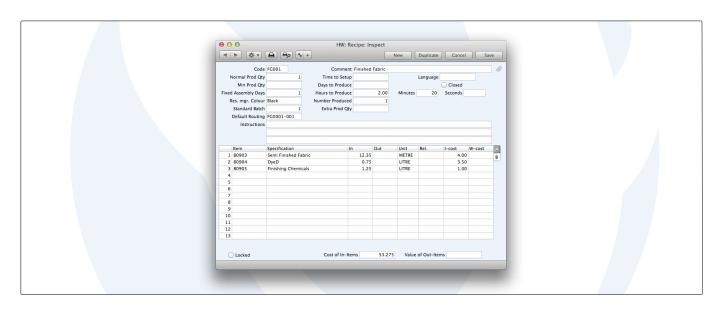
- listings of which raw materials and sub-assemblies are required for a specific finished item or sub-assembly
- which sub-assemblies or finished items use a specific raw material or sub-assembly
- costs associated with each sub-assembly or finished item
- how many of a specific sub-assembly or finished item can be produced.

### Machines, Machine Usage and Capacity Planning

Machines are set up in Standard ERP's Fixed Asset module. This controls not only the accounting for the machine, with different rates for automated depreciation calculations and for tax reporting, and a variety of pieces of relevant data about the machine, but also allows costs to be set for each hour the machine is running, and each hour the machine is idle.

To assist in the planning process, you can set which machines will support the production of each Recipe. If it is ever necessary to produce a sub-assembly or finished item on a machine other than the default, Standard ERP can be configured to use a different Recipe, thereby reflecting the different speeds or capacities of each machine.

The planning process is brought together by Production Orders. Any work that is to be scheduled needs to be entered as a





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Production Order. Standard ERP then automatically allocates Production Orders to default machines, and automatically assigns a place in the production queue. Both these allocations can be overridden manually. The schedule for machines can then be viewed from the graphical Resource Planner. Drill down from individual machines to specific Production Orders. Rearrange the schedule by drilling down and running a routine to reassign Queue Positions (you specify which Queue Position you want the current Production Order assigned to), or by drag and drop to another machine.

Production Orders also store both the total planned duration of the specific assembly, and the actual time taken - this latter time is automatically entered by Standard ERP when the Production Order is marked as Finished.

#### Production

The Production record in Standard ERP performs the changing of stock quantities (decreasing raw materials and increasing assemblies or finished goods) and posts any associated accounting transactions. Enter onto the Production how many of a particular Recipe you want to produce, and Standard ERP will split serial numbered items down to separate lines for each serial number. There is even a function for Standard ERP to automatically generate the serial numbers for each line.

Standard ERP handles wastage by allowing Productions to be discarded. The user is forced to enter a reason for the discard - from a selection of standard problems previously defined. The Inspector of each batch is also recorded. Alternatively wastage and by-products can be quantifiable components of a completed Production.

Productions can be created automatically from Production Orders. This function is sensitive to batch sizes already predefined in the software, when items are batch tracked.

Alternatively you can pull off batches as they are produced, or whenever you need to increment stock. Assemblies and Finished Goods can even be "disassembled" - this creates a new Production with the reverse entries from the original Production.

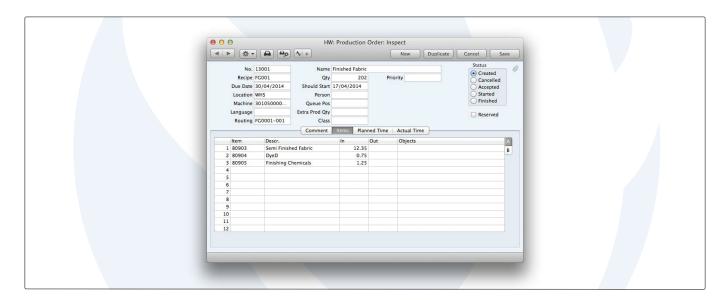
For "specials", it is not mandatory to put a Recipe on a Production. Entries of raw materials (in) and assemblies/finished items (out) can be made directly to the Production, thereby reducing the duplication between the Recipe and the Production.

Standard reports include answers to such questions as:

- Are there enough raw materials to make a range of Productions?
- Which raw material purchases must be made to support a range of Productions?

#### Just In Time Production

Standard ERP provides automated features for forward purchases of raw materials, and scheduling, all from Sales Orders. Lead times can be stored for each component item, with different lead times available for each supplier. Default suppliers for each item can also be set. Similarly the standard length of time to manufacture is stored on each Recipe, for use on Production Orders or Productions. There is a batch routine that brings this all together, by working back from the scheduled delivery date. This creates forward Production Orders (for example) to schedule the manufacturig in time to deliver by the scheduled delivery date. You can also create forward Purchase Orders in time to meet the scheduled Production Orders.





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"The complexities of our manufacturing operations require us to drill down to a very detailed level of analysis. Using Standard ERP we can handle large volumes of stock at any one time and cope with component variations in each bill of material such as micrograms, grams, millilitres, or litres. In addition, we are very easily able to attribute individual batch numbers to every single item, which means we have tight control over stock traceability - this adds significantly to our bottom line and our quality control functions."

Jude Prophet, Newmarket Laboratories

### Materials Requirements Planning (MRP)

There are several reports and batch routines to assist in the materials purchasing process. Standard ERP includes an entire module to assist in this aspect of the purchasing process—when purchases are based on sales forecasts. This enables you to make a temporary capture of the current stock position, forward sales and purchase orders, including anticipated dates for delivery and receipt of stock. These entries are editable, to allow more precise control of the "actual" position against which purchasing requirements will be determined. Next, you can forecast sales for each item and location, with reference to the supplier from whom you will order each item.

The actual purchasing decisions will be underpinned by detailed reporting of forward stock movements. These reports show transactions for each day where there are forward orders: they calculate the forward stock levels by adding expected receipts (on expected goods receipt dates) and subtracting expected deliveries (on expected delivery dates) from the actual stock level, and ending up with a purchasing suggestion. Drilldown gives more details on order dates compared to delivery dates. Users can edit underlying records and rerun the reports until satisfied. The report includes a break point at which the forecast order data is used rather than actual sales orders.

Users can then run a batch routine to create Purchase Orders from the purchasing suggestion derived above, on a range of selection criteria - for example the routine can be restricted to a range of items, or requirements for a specific location.

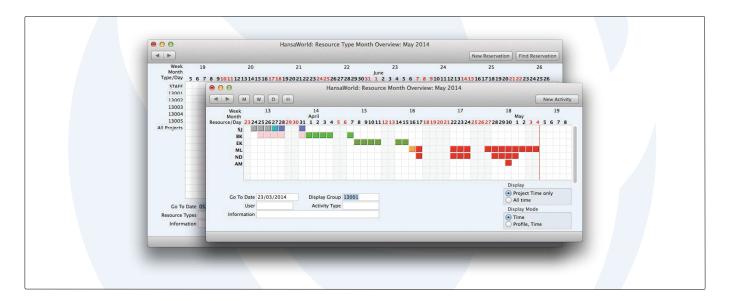
"The system optimises almost all parts of our business, as well as internal processes – production, the receiving of goods, working with invoices and accounting." Signija Cera, Sinerta

### Routing

For repetitive processes, you can set up a series of Standard Operations that make up a route, and each can be given a set of instructions for the shop-floor staff to follow. These can follow a defined critical path, so that specific steps must be done in a given sequence. Each Standard Operation can be allocated an element of the total costs of the Production. You can then create all the actual Production Operations automatically. Users are prompted to complete the Production Operations, and can input actual times taken - differentiating between setup, queue, move, run and actual times, with separate accounting associated with each, if required. Standard ERP processes the accounting in real-time based on data entered to the Production Operation.

#### **Shop Floor Data Collection**

Standard ERP can be run on a huge range of data collection devices, including a variety of handheld barcoding (AIDC) devices and tablets, not just computers - the main constraint is neither size nor memory, but rather whether Standard ERP supports the operating system on the device, and whether the device supports any form of networking (currently Standard ERP offers mobile clients for Windows 8, Android and iOS). All these devices can offer real-time data collection, whether over ethernet, wireless networks, or even mobile phone connections. There is a customisation toolset for rearranging the interface,





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limiting screens only to the fields vital for the data entry processes. Standard ERP has experience of creating button-driven interfaces for processes where operators are using gloves, vehicle-mounted interfaces for forklifts, or even a four-field data entry screen to keep data capture to the absolute minimum.

Clocking-on and clocking-off is accommodated using Standard ERP's Timekeeper module. Entries can be made using manual keying, key fobs and card swipes, and even fingerprint log-ins. All data captured in this way automatically populates Standard ERP's graphical scheduling system, if required. Entries can be restricted to known shift patterns.

"Information about the total cost price per item is essential for our management and marketing departments, because it is the basis for future pricing, product development and marketing promotion investments," Lusja Mulica. Tenax

### **Quality Control**

You can choose any row of any Production or Production Operation on which to perform Quality Control. This allows you to record the results of Quality Control tests on the production output. You can set tests on anything from weights and volumes to dimensions, alcohol percentages and even user defined values. Create as many different tests as you like, and group them together as required. You can use the results to reset data such as best before dates.

"Standard ERP has really improved the way we manage our business information and ensures that we can meet the ISO 9001:2000 quality standard. Standard ERP has the scope and flexibility to suit our future requirements as we continue to expand." Paul Harris, ICEE

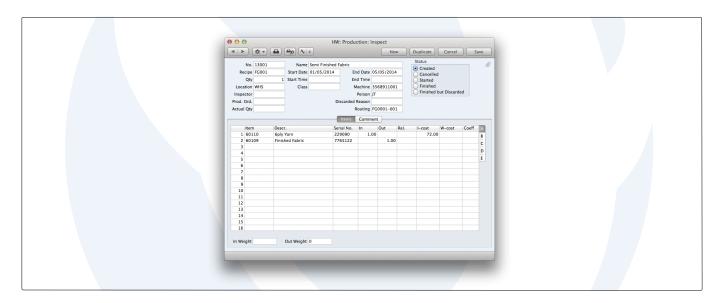
### Integrated Business Platform

Standard ERP is an Integrated Business Platform, offering solutions for almost all the departments of a small or mid-sized business. All the solutions are offered in a single application, with full interaction between each component. As a result, to look at Production in isolation is to miss the key differences and benefits of Standard ERP's approach:

- an architecture that reduces reliance on IT hardware, allowing organisations to focus on their business rather than their infrastructure
- users are given visibility of data from other disciplines (subject to access rights), which enriches their jobs. For example, Production Managers and Human Resources share the same graphical view of workload and holidays
- automations can interact across disciplines, for example allowing marketing to create automated mailshots based on customers who have not yet bought a product or service
- reporting is improved by the co-existence of data from different parts of the business. For example it is simple to produce Profit and Loss reports and Balance Sheets that includes committed costs and GRN accruals
- training is faster and more effective than for companies implementing multiple solutions, as there is a common approach

#### Mobile Solutions and Wide-Area Networking

All of the Standard ERP functionality is available to users logging in from anywhere in the world, from a variety of devices. Users can work from home or while on the road, logging in from any internet connection, whether broadband, or over a mobile phone network. Devices can include laptops, tablets and smartphones (Windows, iOS and Android). Users can run any of Standard ERP's standard or customised reports in real-time, and enter or review any data record. This breaks down the walls of your operation, allowing users to be productive wherever they are.





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#### Modules

- Business Alerts
- Cash book
- Checks
- Conferences
- Consolidation
- · Contracts
- · Course Booking
- Credit Management
- CRM
- Customs
- Data Integrity
- EDI
- Email
- Expenses
- Fax
- Fixed Assets
- General Ledger
- · Group Calendar
- Hotel
- Human Resource Management
- Internal Inventory
- Inventory
- Jewelry
- Job Costing

- MRP
- Payables
- Point of Sales
- POS Offline
- Pricing
- Production
- Purchase Orders
- Quotations
- Receivables
- Rental
- · Report Generator
- Resort
- Resource Planning
- Restaurant
- Sales Orders
- Service Orders
- Share Trading
- SmartView
- Business Intelligence
- Task Manager
- Telephone Log
- TimeKeeper
- Warehouse Management
- Webshop and CMS

### **Technologies**

- Business Communicator (Asterisk, Skype and TAPI)
- Forms Designer
- HAL Customisation language
- Intelligent Routing
- Interfacing Toolkit
- Massive Cacheing
- SQL Shadowing
- SmartApps Designer
- Wide-area Networking

### Cloud Based Services

- Address Lookup
- Credit Card Payment
- · Credit History
- E-invoicing
- Electronic Bank Services
- Electronic VAT Return
- Exchange Rate Lookup
- Postcode Lookup

### Company profile

HansaWorld is the first major software house to provide a full suite of Enterprise Resource Planning, Financials and Customer Relationship Management as well as a wide selection of industry-specific solutions on tablets and smartphones. HansaWorld shows continued technological leadership in the international business software industry.

The group employs around 300 staff in a strong network of daughter companies and distribution partners covering over 120 countries on all continents, allowing HansaWorld to offer international implementations with a single point of contact across many countries. The solutions are available in more languages than anyone else, run on all major platforms and support mobility via laptops, the latest tablets and smartphones. More than 79 000 installations world-wide reinforce us as a global leader.

HansaWorld continuously invests in R&D to provide innovative and future proof solutions to help businesses run efficiently and smoothly, combining 35 years of experience with global knowledge and local representation.

### **Product Strategy**

Standard ERP's advanced and successful user interface was first developed for Apple Macintosh in 1988. In 1994, when the program was ported to Windows, it had already been proved by thousands of users. HansaWorld's experience with international sales and modern technology puts it in the perfect position to meet the challenges of the next decade.

HansaWorld provides a wide range of technologies for e-business including internal and external email, several webshop solutions and PDA support. In addition, HansaWorld can help to build a corporate portal. Standard ERP is developed using C++ as its programming language, and proprietary technology for database design and for network communication. This allows HansaWorld to have the same products available for several different operating systems, each version optimised for maximum performance.

