Innovation through Automation

Presented by: Steve Showalter
Agenda

• ScanForce Overview
• Solution Overview
• ROI for WMS System
• Product Demo
ScanForce at a glance

• Sage 100 Master Developer
• Over 20 years of Sage development experience
• First to provide a solution that functions in a connected and dis-connected environment
• Sage Selected Multi-Bin Solution
• Software native on iOS and Android devices
• Direct and seamless communication to Sage 100
ScanForce: What do we have?

- ScanForce Warehouse Automation
  - Shipping
  - Receiving
  - Inventory Transactions
  - …and much more!

- ScanForce Mobile Sales
  - Field Reps
  - Counter Sales
  - Trade Shows
  - Customer Use
ScanForce: What do we have?

• ScanForce Manufacturing
  • Bill of Materials Production Entry
    • Back-flush Components
    • Prompt for Components
  • Work Order Automation
    • Material Issues
    • Completions
    • Labor Tracking (Coming Soon!)

• ScanForce Thermal Label Printing
  • Design your own labels
  • Print from scanners
  • Print from within Sage
ScanForce Bundles

- Fundamentals
  - Shipping
  - Receiving
  - Inventory Counts
  - Transfers

- Advanced
  - Auto-Post/Real Time
  - Pick and Pack
  - Dashboards
  - Batch Management

- Premium
  - Multi-Bin programs on scanners
  - Multi-Bin Advanced – FREE!
ScanForce Advanced Features

- Real-Time
  - Instantly reference real-time data from Sage
  - Auto-Post data sent back to Sage

- Batch Management
  - Select batch from scanner
  - Transfer transactions from batch to batch (drag and drop)

- Pick and Pack
  - Stage Orders
  - Quick-Ship picked orders

- Directed Pick

- Dashboards

- SF Management Console

- Performance Reports

- Wave Picking/Receiving
ScanForce in Action

• Company
  • Van Dyk Recycling Solutions

• Number of Employees
  • 60

• A Customer Since
  • 2012

• ScanForce Products
  • Warehouse Automation
  • ScanForce Labeling
  • DSD/ScanForce Multi-Bin
ScanForce in Action
Why WMS/Bar Coding?

• No system in place at the time
• No inventory control
  • Couldn’t trust inventory levels in Sage
• Data entry took far too long
• Data entry was very error prone
Why ScanForce?

“We wanted to make sure that we explored all options for our Sage system. So we reached out to ScanForce and [another bar code solution for Sage]. We felt that ScanForce understood what we were looking for and had the feature set that best fit our needs. We also felt very comfortable and knew that they would be able to deliver what they said as opposed to just telling us what we wanted to hear.”

- Jim Shapiro, Van Dyk Recycling Solutions
ScanForce Benefits

Sales Order Picking and Shipping

- Eliminate Shipping/Picking Errors
- Picking 2 orders in the time it took to previously pick 1
- Eliminated the need for manual data entry back in Sage
  - Prevented Van Dyk from having to hire another data entry person
  - Saved around $35K-$45K based on current data entry employee salary
ScanForce Benefits

DSD/ScanForce Multi-Bin

- Detailed item visibility in the warehouse
- Instant and real-time data updates re: Bin Quantities
- Eliminated the need for manual data entry back in Sage
# Standard Sage 100 Inventory View

![Inventory View](image_url)

## Item Maintenance (BIN) 2/6/2017

### Standard Unit of Measure: EACH

<table>
<thead>
<tr>
<th>Item Code</th>
<th>Description</th>
<th>On Hand</th>
<th>On PO</th>
<th>On SO</th>
<th>On Bk Ord</th>
<th>Committed</th>
<th>Available</th>
<th>In Shipping</th>
<th>On H</th>
</tr>
</thead>
<tbody>
<tr>
<td>000</td>
<td>CENTRAL ...</td>
<td>2,068.00</td>
<td>926.00</td>
<td>518.00</td>
<td>0.0</td>
<td>518.00</td>
<td>1,580.00</td>
<td>10.0</td>
<td></td>
</tr>
<tr>
<td>001</td>
<td>EAST WAR...</td>
<td>3.0</td>
<td>0.0</td>
<td>3.39</td>
<td>0.0</td>
<td>3.39</td>
<td>2.0</td>
<td>0.0</td>
<td></td>
</tr>
<tr>
<td>002</td>
<td>WEST WA...</td>
<td>10.00</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>10.00</td>
<td>0.0</td>
<td>0.0</td>
<td></td>
</tr>
</tbody>
</table>

**Totals**: On Hand 2,113.00, On PO 926.00, On SO 521.00, On Bk Ord 0.0, Committed 521.00, Available 1,592.00, In Shipping 10.00
DSD/ScanForce Multi-Bin View
ScanForce Benefits

ScanForce Counts – Inventory

• Quickly scan items and enter count

• Used to take SEVERAL WEEKS to do a count

• With ScanForce it only takes 2 DAYS
ScanForce Benefits

Receiving

• Container/Wave Receiving

• Used to take 1 WEEK to receive a container

• With ScanForce it only takes 1 DAY

• Conservative estimate is $1,000 PER CONTAINER
ScanForce Container/Wave Receiving

Container Arrives at Receiving Dock
ScanForce Container/Wave Receiving

Items are unloaded from container
ScanForce Container/Wave Receiving

What’s the problem?

• Multiple Purchase Orders in the same container

• Have to sort by PO first to double check items

• Manually write information
  • Items
  • Qty
  • Lot/Serial Numbers

• Data Entry Clerk enters transaction back in Sage 100
ScanForce Container/Wave Receiving

How does this work with ScanForce?

• PO’s are combined together, or “waved”

• User scans/enters an item

• If only on one PO, automatically assigns to that ROG

• If on multiple PO’s, user is prompted to choose from a list of PO’s that item is on

• Data sent back to Sage 100 automatically sorted by PO into ROG’s

• Auto-Post/Real-Time in Sage, or manually update
ScanForce Dashboards

• Quick snapshot of warehouse activity
• Order status
• Performance reporting
  • Know who is doing what and when
• Detailed view of all data captured on scanners
  • Time stamp
  • Tracking by ScanForce user
• Custom reporting
ScanForce Dashboards
ScanForce Dashboards

Orders Shipped per User
Lines Shipped per User
Qty Shipped per User

Orders Shipped per User
Lines Shipped per User
Qty Shipped per User

ScanForce™
ScanForce in Action Summary

• Van Dyk Baler “...couldn’t live without it!”

• Very easy to use
  • Easily train someone within minutes

• Support
  • Professional
  • Quick response
  • Product knowledge
  • Sage knowledge
Return on Investment

• Eliminate Inaccurate Data Entry
  • No longer writing down data by hand
  • Data Entry Errors Vanish

• Speed Up Processes
  • Scan to capture data
  • Tap a button to seamlessly get data back to Sage
  • Example: Physical Counts reduced by an average of 80%

• Shipping Errors

• Time
Product Demonstration
Thank you!

www.ScanForce.com