

The image is a presentation slide. The left side features a blue-tinted photograph of a large industrial factory floor with overhead metal structures and machinery. The right side is a solid white background. A thin red horizontal line runs across the top of the slide, passing behind the Scanco logo. Another thin red horizontal line runs across the bottom of the slide.

Scanco

innovation
service
experience

Sage 100cloud Manufacturing

(JobOps)

About Us

WAREHOUSE MANAGEMENT & MANUFACTURING AUTOMATION SOLUTIONS

Since 1989, Scanco has been a leading provider of supply chain automation software and services. Since our inception, we have focused on innovative warehouse management solutions with a unique technology-driven approach. Our solutions deliver unequaled efficiency and visibility for distribution and manufacturing companies around the globe.

From basic barcoding to the most complex distribution and manufacturing operations- Scanco software is positioned to grow with our customers ever changing business needs. We are focused on providing top-tier, fully integrated automation solutions built specifically for your ERP solution. Today, thousands of world-class distribution and manufacturing companies have automated their facilities with cutting-edge Scanco technology.



Agenda

- Manufacturing History
- The Whole Solution
- Target Industries
- Base Features
- Advanced Capabilities
- Demo
- Q & A



Manufacturing History

- Late 1990's - Developed JobOps for Sage MAS 90 / 200 (now Sage 100cloud)
- Originally sold only through a network of authorized business partners
- July, 2016 – Added to Sage's catalog of available modules
- July, 2017 – Was acquired by Scanco
- Today – Scanco is working to integrate the solution with other products & deepen the feature set / capabilities

The Whole Solution

Sage 100cloud Manufacturing

Available through Sage

Base Module Includes:

Make to Order / Make to Stock
MRP (CEM)
Time Tracker
Data Collector
1 Attendee at Training

Enhanced Scheduling

Product Configurator

Available through Scanco

JO Scan / Mfg 100

Field Service & Dispatch

Tech Dashboard

Multi-Bin
In-Transit Warehouse
Pallets
On the Water

Target Industries

- Custom Manufacturing / Fabrication / Engineer to Order
- Make to Stock / Repetitive Production
- Installation / Time & Material Jobs
- Bench Repair / Warranty Repair
- Field Service & Dispatch



Base Features

➤ How It Work:

✓ All “Jobs” start with and are tied to a Sales Order (or Quote)

✓ Jobs Contain:

- ❖ Materials (Inventory & Non-Inventory Items)
- ❖ Labor estimates, transactions & cost
- ❖ Sub-Contract Costs (from PO)
- ❖ Steps with optional Work Instructions
- ❖ Profit & Loss Analysis
- ❖ Scheduling Dates/Times (Finite or Infinite)
- ❖ Status Codes and Status Change Dates/Times/Users

✓ Jobs are Completed with a Sales Order Invoice

	Item Code	Description	Qty Req'd	Cost	PO	PT	CG	Find No.
1	BOARD-P560	BORG TECH P560 MOTHERBOARD	2.00	305.0000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
2	CABIN-01000-SV	CABINET MODEL 2000 SERVER	2.00	149.5000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
3	DDRIV-00035	16X SPIN CD ROM DRIVE	2.00	77.6100	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
4	DDRIV-00080	500 GIGABYTE DRIVE	2.00	875.0000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
5	KEYBD-00102	SYSTEM KEYBOARD - STANDARD	2.00	64.5000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
6	MEM-128	MEMORY CHIP SET - 128 MEG	4.00	220.0000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
7	MODEM-1500	INTERNAL FAX/MODEM 1.5MBAUD	2.00	158.0000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
8	MONBOARD-3400	PLASMA DISPLAY CONTROLLER	2.00	24.8500	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Extension	.00
Comment	
Unit Price	.00
Qty Used	.00
Warehouse	
U/M	

Total Amount .00

Step Recap Accept Cancel Delete

Base Features

- Information Planned for & Data Collected:
- ✓ Material Usage
 - ✓ Labor Transactions, including Burden allocations
 - ✓ Purchase Order Direct Material Costs or Subcontract Costs
 - ✓ AP Invoice Costs (e.g., Travel Costs, Freight, commissions, etc.)
 - ✓ Overhead allocations (based on Material, Labor, and/or AP Costs)
 - ✓ Status Information
 - ✓ User Defined Information
 - ✓ Budget and Actual Amounts for Revenue, Materials, Labor, Other & Profit/Loss

Work Ticket Entry (JOB) 10/8/2018

Work Ticket: 0001726-001 Step: ALL CUSTOM SERVER SYSTEM

Parent Item: C-SYS-00300 Ordered: 2.00 Invoiced: .00 More...

1. Main 2. Parts Entry 3. Labor 4. Direct Cost 5. Status 6. Summary 7. Profit Analysis

Step Description: Activity:

W/T Summary

	Budget	Current	Projected	Projected Var	Variance (%)	Per Unit
Revenue	7,000.00	.00	7,000.00	.00	.00	3,500.00
Labor Cost	637.80	.00	637.80	.00	.00	318.9000
Inventory	5,836.92	.00	5,836.92	.00	.00	2,918.4600
Other Cost	10.44	.00	10.44	.00	.00	5.2200
Total Cost	6,485.16	.00	6,485.16	.00	.00	3,242.5800
Profit (\$)	514.84	.00	514.84	.00	.00	257.42
Profit (%)	7.35	.00	7.35			
Hours	32.00	.00	32.00	.00	.00	16.00

W/T Summary Order Summary

Step Recap Accept Cancel Delete

Base Features

- Business efficiencies:
 - ✓ Buying and sourcing raw materials
 - ✓ Planning and creating work tickets for sub assemblies
 - ✓ Planning and scheduling the work force
 - ❖ Finite Scheduling & Capacity Planning
 - ❖ Schedulers have visibility of material constraints
 - ❖ Drag & drop rescheduling with What-If Scenarios
 - ✓ Profit & Loss reporting by sales order, job & item
 - ✓ Changes to the customer's requirements while the job is in production

Component Exception Summary for Purchased Items

Filtering On: <Show All> ☐ Show All ☒ Items to Buy ☐ No requirements

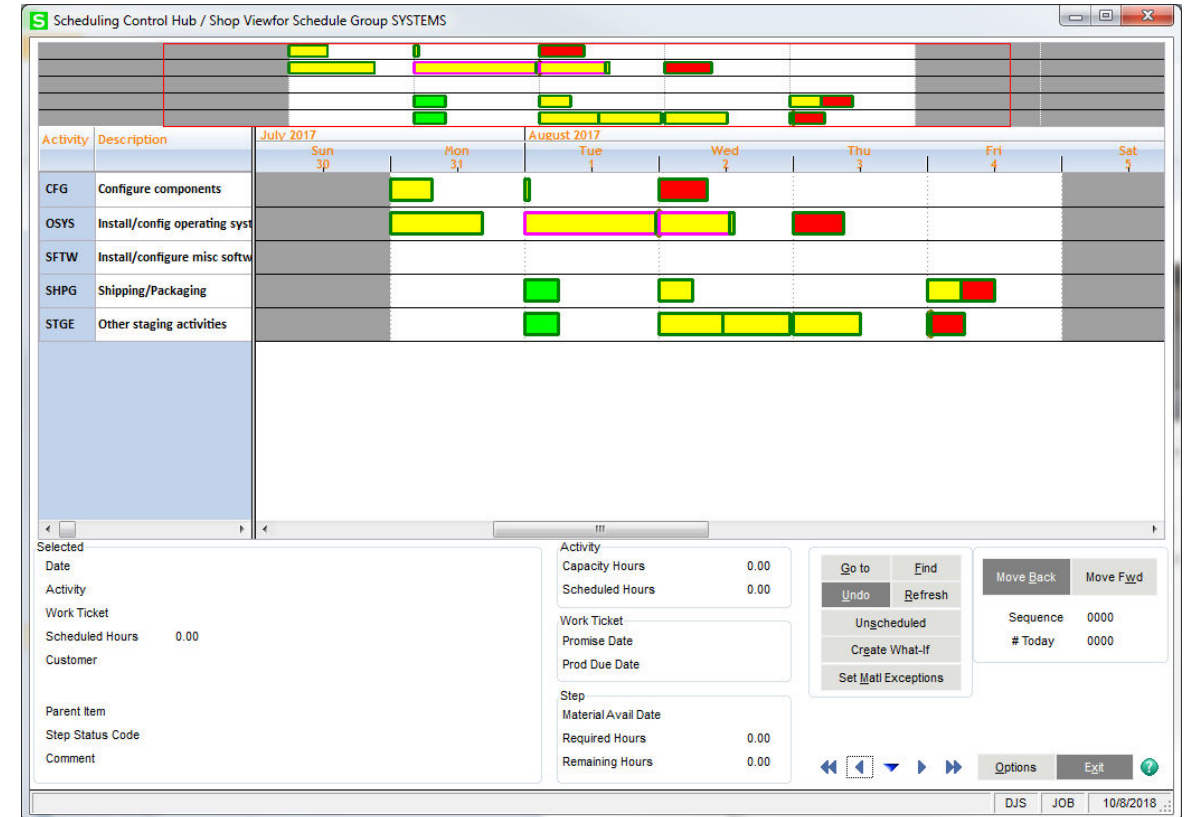
Hold	Item Code	Whs	Description	Primary Vendor	Unit Cost	Actual Qty to Buy	Required Qty to Buy	Purch Qty	Qty Ha
<input type="checkbox"/>	CHERRY	000	CHERRY VENEER		2.0000	256.00	256.00	256 SQFT	
<input type="checkbox"/>	DCNTR-12122-MUL	000	OPTICAL JUKEBOX CONTROLLER	01-UNITED	345.0000	1.00	1.00	1 EACH	
<input type="checkbox"/>	HAN-BRASS	000	BRASS DOOR HANDLE WITH LOCK		15.6500	4.00	4.00	4 EACH	
<input type="checkbox"/>	MULTI-80259-II	000	MSYNC 3D PLASMA MONITOR 19"	01-MASTER	443.0000	33.00	33.00	33 EACH	
<input type="checkbox"/>	NIC-2000	000	NETWORK CARD - 1000MBPS	01-UNITED	186.0000	6.00	6.00	6 EACH	
<input type="checkbox"/>	PINE_SHELL6	000	HOLLOW CORE DOOR SHELL 6"		30.0000	4.00	4.00	4 EACH	
<input type="checkbox"/>	PRNTR-10021-8M	000	OKISON 8MB MEMORY EXPANSION		89.0000	1.00	1.00	1 EACH	
<input type="checkbox"/>	PRNTR-10021-XPC	000	OKISON PAPER EXPANSION UNIT		159.0000	1.00	1.00	1 EACH	
<input type="checkbox"/>	PRNTR-13805-DPX	000	OKISON DUPLEX DRIVER		119.0000	1.00	1.00	1 EACH	
<input type="checkbox"/>	PRNTR-14022-CLR	000	OKISON COLOR CARTRIDGE UNIT		69.9500	1.00	1.00	1 EACH	
<input type="checkbox"/>	PRT-70123	000	MULTI-MEDIA SAMPLE KIT		7.8000	1.00	1.00	1 EACH	
<input type="checkbox"/>	PRT-904-TRAY	000	PRNTR MULTI-MEDIA FEEDER TRAY		74.5000	1.00	1.00	1 EACH	
<input type="checkbox"/>	SCR-BRASS	000	BRASS SCREWS FOR LOCKSETS		.1200	8.00	8.00	8 EACH	
<input type="checkbox"/>	SP-BRASS	000	BRASS STRIKEPLATE		1.1500	4.00	4.00	4 EACH	
<input type="checkbox"/>	SWR-MSVELL-25	000	MICROVELL NETWORK 6.0; 25 USER	01-UNITED	.395.0000	11.00	11.00	11 EACH	
<input type="checkbox"/>	SWR-UNIX SMP	000	UNIX SYSTEM 6.0/SMP	01-COMPAQ	.495.0000	2.00	2.00	2 EACH	

Refresh Data Detail Move to Makes Remove Inventory Create PO's Cancel

DJS JOB 10/5/2018

Advanced Capabilities

- Enhanced Scheduling:
 - ✓ Plan by Work Center/Activity Code
 - ✓ Date Based or Capacity Based Planning
 - ✓ Finite or Infinite Scheduling
 - ✓ Material Constraints
 - ✓ What-If Scenarios



Advanced Capabilities

- Shop Floor Data Collection:
 - ✓ Kiosk or Handheld Hardware to scan transactions
 - ✓ Transactions to Scan:
 - ❖ Labor (Job Specific Time and/or Payroll Time)
 - ❖ Parts Usage
 - ❖ Make to Stock Completions
 - ❖ Job Status Changes
 - ✓ Full Review / Edit of Transactions prior to pushing back into Sage 100cloud Manufacturing
 - ✓ Status Boards for what is being worked on
 - ✓ Status Boards for potential incorrect transactions

Scanco

Labor Entry 001 JOB ✓

Employee	WORKER, JOE
Work Ticket	0001675-001-001
Activity Code	CFG
Employee Dept	11
Status Code	NEW
Qty Completed	
Start Time	10/8/2018 10:23:53 AM
End Time	

Track In

Back

Advanced Capabilities

- **Product Configurator:**
 - ✓ Similar to Options within a Bill, but much more advanced
 - ✓ Build Wizard based screens to ask the user the correct questions to create a job to build a customized product.
 - ❖ Price Upcharge available for certain selections
 - ❖ Change base components required based on selections
 - ❖ Branch the “questions” based on previous selections
 - ❖ Require certain options be answered
 - ✓ Can generate a “smart part” number based on options selected
 - ❖ NOTE: Smart Part doesn’t change the finished good part, but is a reference for the finished good.

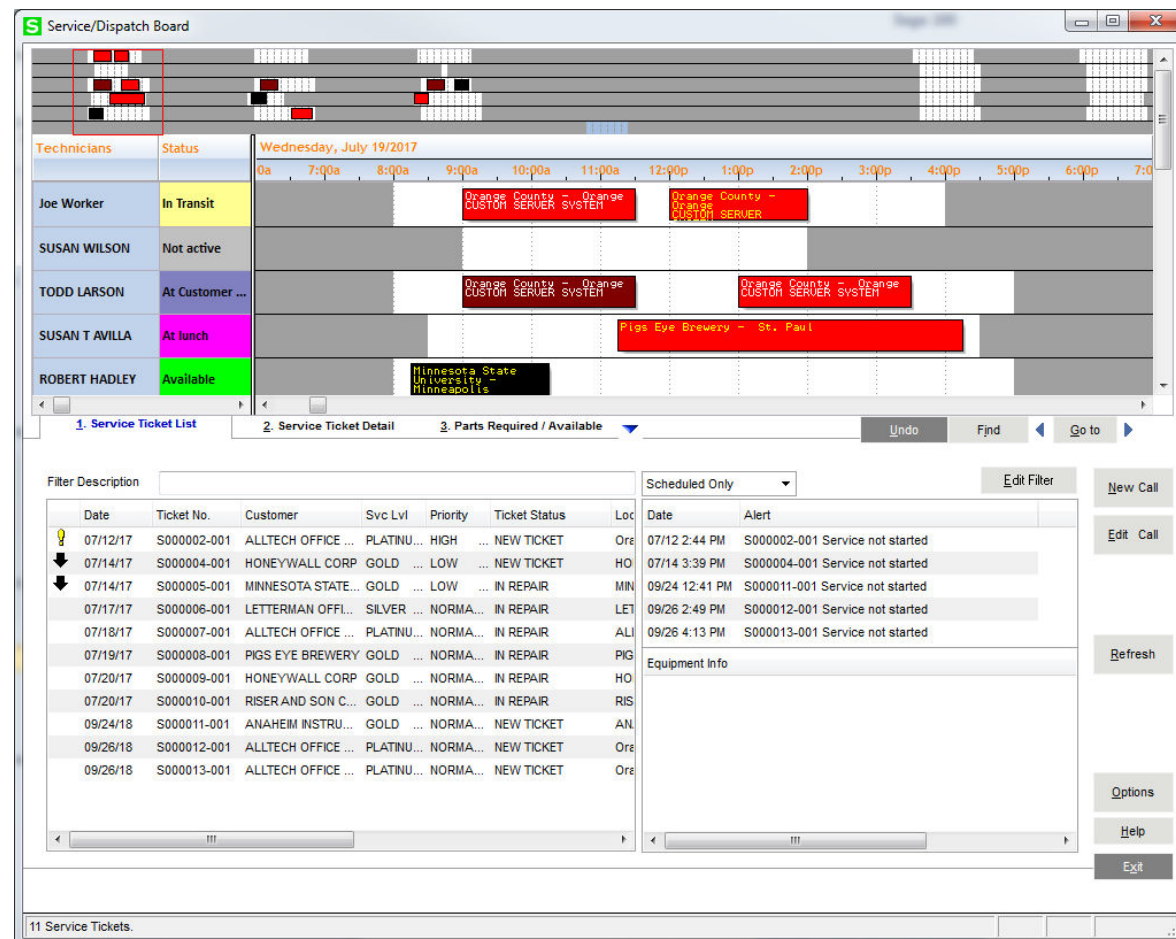
The screenshot shows a software window titled "Configurator Option Selection". It contains a form with the following fields and controls:

- Feature:** Sequence Code **WOOD SPECIES** (with a green question mark icon)
- Instructions:**
- Validation:**
- Feature/Option Selection:** A list box containing the following items: CHERRY, MAPLE, OAK, PINE, WALNUT.
- Buttons:** "Show Text", "Cancel", "Fast Fwd", "Back", and "Next" (with a green question mark icon).

Advanced Capabilities

➤ Field Service & Dispatch & Technician Dashboard:

- ✓ Dispatch Service Board to receive, schedule and check status of service calls
- ✓ Assign specific warehouses to specific techs... aka their Truck inventory
- ✓ Create and bill under Service Agreements:
 - ❖ Discounted pricing OR guaranteed service times
 - ❖ Extended Warranty agreements
 - ❖ Preventative Maintenance Plans
- ✓ Remote Application for Technicians – fully integrated
 - ❖ Collect data from the field on a tablet and have the back end software automatically updated



Advanced Capabilities

➤ Multi-Bin Integration:

- ✓ Simple or Complex Multi-Bin capability
- ✓ Fully integrated with Manufacturing to allow pre-allocation of raw materials to specific jobs, if desired
- ✓ Issuance of parts identifies bins where parts were pulled
- ✓ Finished Goods (Make to Stock) bin location is specified upon completion
- ✓ Fully compatible with Shop Floor Collection
- ✓ Can be used for QC control to send products to passed or failed bins
- ✓ Optional add-on for Managing Warehouse Transfers OR Palletizing goods

The screenshot shows the 'Multi-Bin Distribution' window. At the top, it displays 'Item Code' as 'BOARD-P560' and 'BORG TECH P560 MOTHERBOARD'. Below this, 'Unit of Measure' is set to 'EACH'. The 'Primary Pick Loc' is 'START', and 'Staging Loc' is empty. A 'Default ID' field with a checkbox is also present. The main area contains a table with columns: 'Pallet ID', 'Bin Location', 'Available', and 'Distribute'. The table has two rows: Row 1 has '1' in the Pallet ID column, 'START' in the Bin Location column, '18.00' in the Available column, and '6.00' in the Distribute column. Row 2 has '2' in the Pallet ID column, an empty Bin Location, and '.00' in both the Available and Distribute columns. To the right of the table are icons for print, save, and other functions. At the bottom right, the 'Distribution Balance' is shown as '6.00'. The bottom of the window has an 'Edit ID' button, an 'Auto Increment' checkbox, a 'Dflt IDType' dropdown set to '<ALL>', a 'Dflt Masters' checkbox which is checked, and 'OK' and 'Cancel' buttons.

Pallet ID	Bin Location	Available	Distribute
1	START	18.00	6.00
2		.00	.00



DEMO

Q & A





THANK YOU FOR LISTENING!

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