Innovation through Automation

Presented by:
Jason Lopez

ScanForce at a glance

- Released to Sage Partner Channel in 2006
- Over 700 installations and counting
- Over 6000 users
- 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

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Where Sophistication meets Simplicity

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Technology that works for you

- Screens that are easy to use
  - Virtually no training needed on devices
- Direct and seamless communication with Sage
- Real-Time data access and Auto-Post Functions
- Instant validation of data on mobile device
- *True Mobility!*
  - Work Connected or Disconnected

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Our Evaluation Process

- Understand your business
- What problems can we fix?
- What ScanForce product might best fit?
- No hidden costs
  - Understanding your needs allows accurate budgeting
- Clarity in solution functionality
  - In-depth product demo
  - Know what you're getting
- Mutual agreement that solution is a good fit
- References!

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ScanForce: Our Products

- ScanForce Warehouse Management Systems
  - Shipping
  - Receiving
  - Inventory Transactions
  - …and much more!
- ScanForce Mobile Sales
  - Create Quotes, Invoices, Sales Order, Credit memos
  - Item information – Quantities, item picture
  - Customer information – Contacts, open invoices and open sales orders
  - Can be used by field reps, at trade shows, showrooms, etc.

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ScanForce: Our Products

- ScanForce Manufacturing
  - Bill of Materials
  - Work Order Automation
  - Advanced Enhancements
- ScanForce Mobile Sales
  - Print from within Mobile Programs
    - Receiving and Shipping
  - Print to thermal printer from Sage

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ScanForce WMS

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ScanForce WMS Bundles

- Basic
  - Inventory Transactions
  - Works with DSD/SF Multi-Bin out of the box
- Fundamentals
  - Shipping and Receiving
  - Inventory: Counts, Transfers, Issues, Receipts
- Advanced
  - Auto-Post/Real Time
  - Pick and Pack
  - Dashboards
  - Batch Management
- Premium
  - Multi-Bin programs on scanners
  - Multi-Bin Advanced – FREE!

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ScanForce WMS Basic

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ScanForce WMS Basic

What is it?

A simple & affordable bar code solution for use with Sage 100 and Sage 100c for only $1995!

Integrated with the DSD / ScanForce Multi-Bin out of the box

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ScanForce WMS Basic

What does it include?

- ScanForce Counts: Cycle and full physical inventory
- Inventory Transfers
  - Warehouse to Warehouse
  - Bin to Bin
- Inventory Receipts
- Inventory Issues

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ScanForce WMS Basic

Why use this?

- Keeping bins accurate
  - DSD / SF MB adds a much needed layer of inventory visibility
  - Also adds additional data entry
  - Adds another point that data can become inaccurate
- Inventory Counts
- ROI is typically one inventory count
- Easily migrate to full ScanForce and MB Advanced

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ScanForce Bundles

Fundamentals

- SO Shipping
- PO ROG
- Inventory: Counts, Receipts, Issues & Transfers
- Optional link to DSD / ScanForce Multi-Bin for Sage 100c

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ScanForce Bundles

Advanced

- Everything in Fundamentals *plus…*
- Pick and Pack
- Directed Picking
- Auto-Post
- Batch Management
- Dashboards/ScanForce Management Console
- Performance Reports

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ScanForce Bundles

Premium

- Advanced features *plus*…
- Auto Allocations
- Replenishment Reports
- Multi-Bin Live Mode
- Put Away
- Instant Bin Transfers
- DSD / ScanForce Multi-Bin Advanced

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ScanForce WMS Highlight 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
- Pick to Pallet
  - Stage items on a pallet for Shipping

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ScanForce WMS Highlight Features

- Directed Pick
  - Users are shown where to go and what to get
- Dashboards
- SF Management Console
- Performance Reports
- Wave Picking/Receiving
  - Group Orders together for maximum efficiency

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ScanForce Partners

ScanForce Manufacturing Automation

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ScanForce: Bill of Materials

- Backflush Components
  - Scan/Enter Parent Item
  - Enter Qty to Produce
  - Components Removed from Inventory
- Scan By Component
  - Scan/Enter Parent Item
  - Enter Qty to Produce
  - ScanForce Prompts for Components and Qty

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ScanForce: Bill of Materials - Continued

- Data Instantly Sent Back to Sage
- Creates Production Entry
- Auto-Post
  - Realtime availability of finished products
  - Lot or Serial Numbers instantly available to ship

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ScanForce: Work Order Automation

- Material Issues
  - Realtime data access from Sage to reference Work Order Data
  - Validate components
    - Correct raw materials are used
  - Validate quantities
  - Flexible settings to allow deviation from components
  - Auto Post/Update in Sage

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ScanForce: Work Order Automation - Cont.

- Work Order Completions
  - Instant access of Work Order data from Sage
  - Record quantity completed
  - Realtime updates/posting in Sage
- Labor Tracking
  - Simple data entry
    - Quick access calendar with date and time
  - Clock-in/Clock-out option
    - Automatically clock out if already in another WO

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ScanForce: Mfg Automation Enhancements

- Bill of Materials Picking
  - Stage components to be used for production
  - Validates components and quantities
- Bill of Materials – Final Yield Adjustment
  - Correct or adjust the final total qty for finished item
- Work Order Dashboards
  - View WO data and transaction history
- Work Order Auto Release
  - Automatically change WO status to “Released”

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ScanForce Labeling

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ScanForce: Labeling

- ScanForce Label Printing
  - Create your own label designs/templates
  - Seamless integration to mobile programs
    - Receiving
    - Shipping
  - Print from within Sage 100
  - Spot-print labels from Utilities Menu from scanner

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ScanForce: Mobile Sales

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Mobile Sales

- Partnered with **Verizon**
- Simple to use and install
- Out-of-the-box tablet – Samsung Galaxy **with** Verizon

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Mobile Sales Features

- Connected or Disconnected
- Easy to navigate screens
- Smartphones, Tablets/iPads, Rugged, iOS or Android
- Signature Capture
- Mobile Receipt Printing/Email
- Credit Card Processing
- Avalara AvaTax Link

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ScanForce in Action

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

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ScanForce in Action

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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

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ScanForce Benefits

Sales Order Picking and Shipping

Pick, Pack, & Ship with Directed Picking

- Fills the “pick” gap that Sage doesn’t have
- Stage orders over time without generating an invoice
- Multiple people can pick the same order
- Routed most efficient way through warehouse
- Pack items using Shipping Data Entry package
- Auto-Print Packing List(s)

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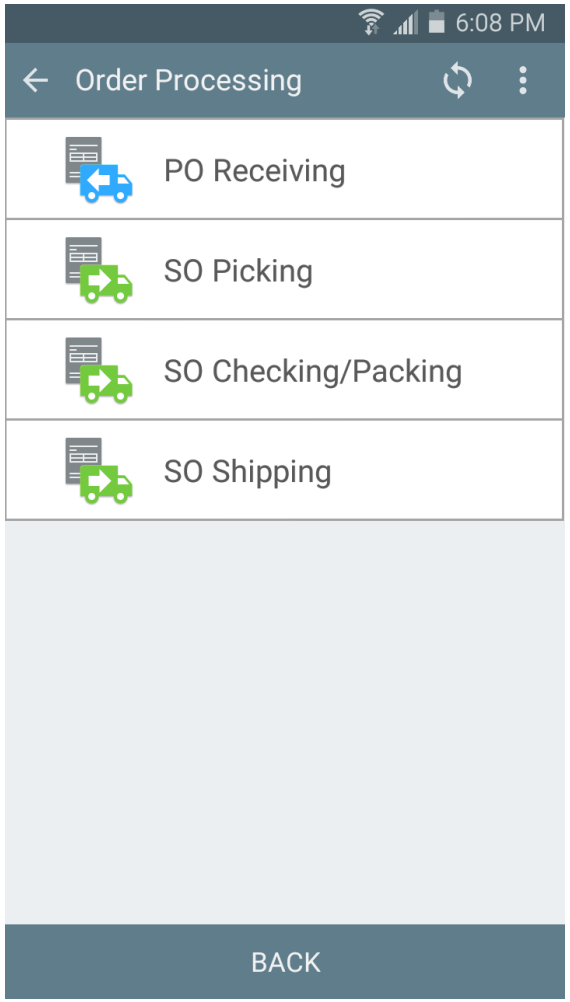
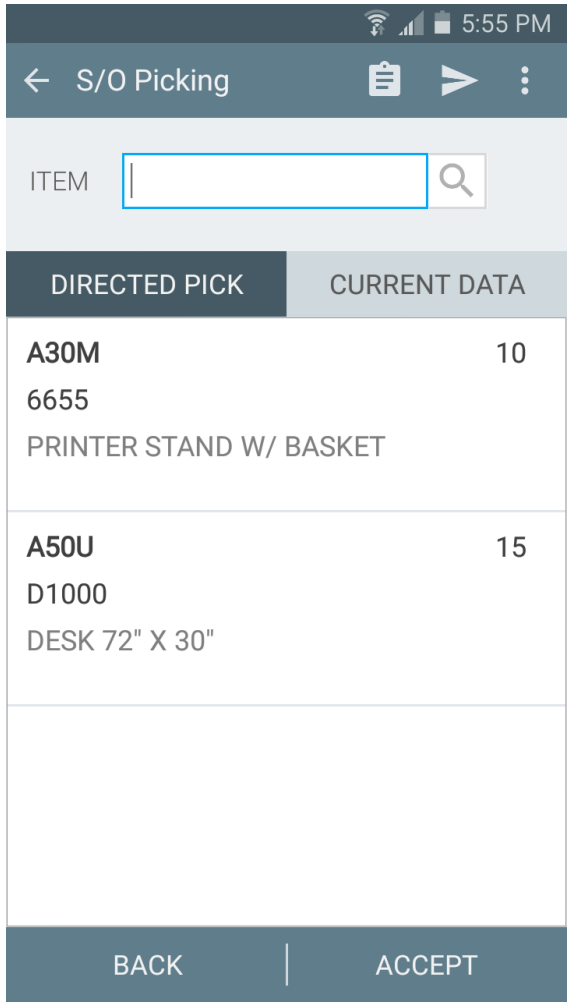
ScanForce Directed Picking





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ScanForce Benefits

Sales Order Picking and Shipping at Van Dyk

- 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

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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

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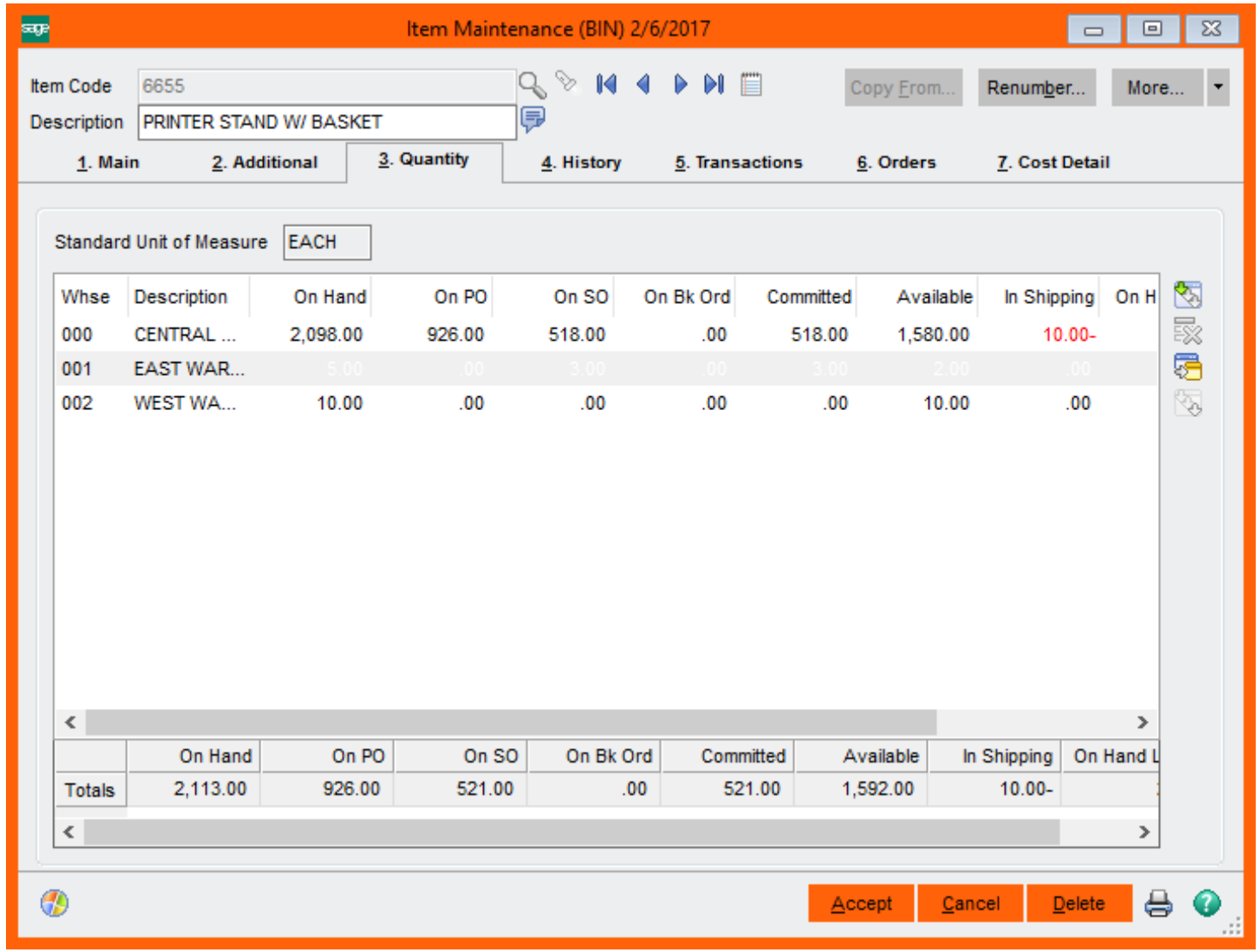
Standard Sage 100 Inventory View



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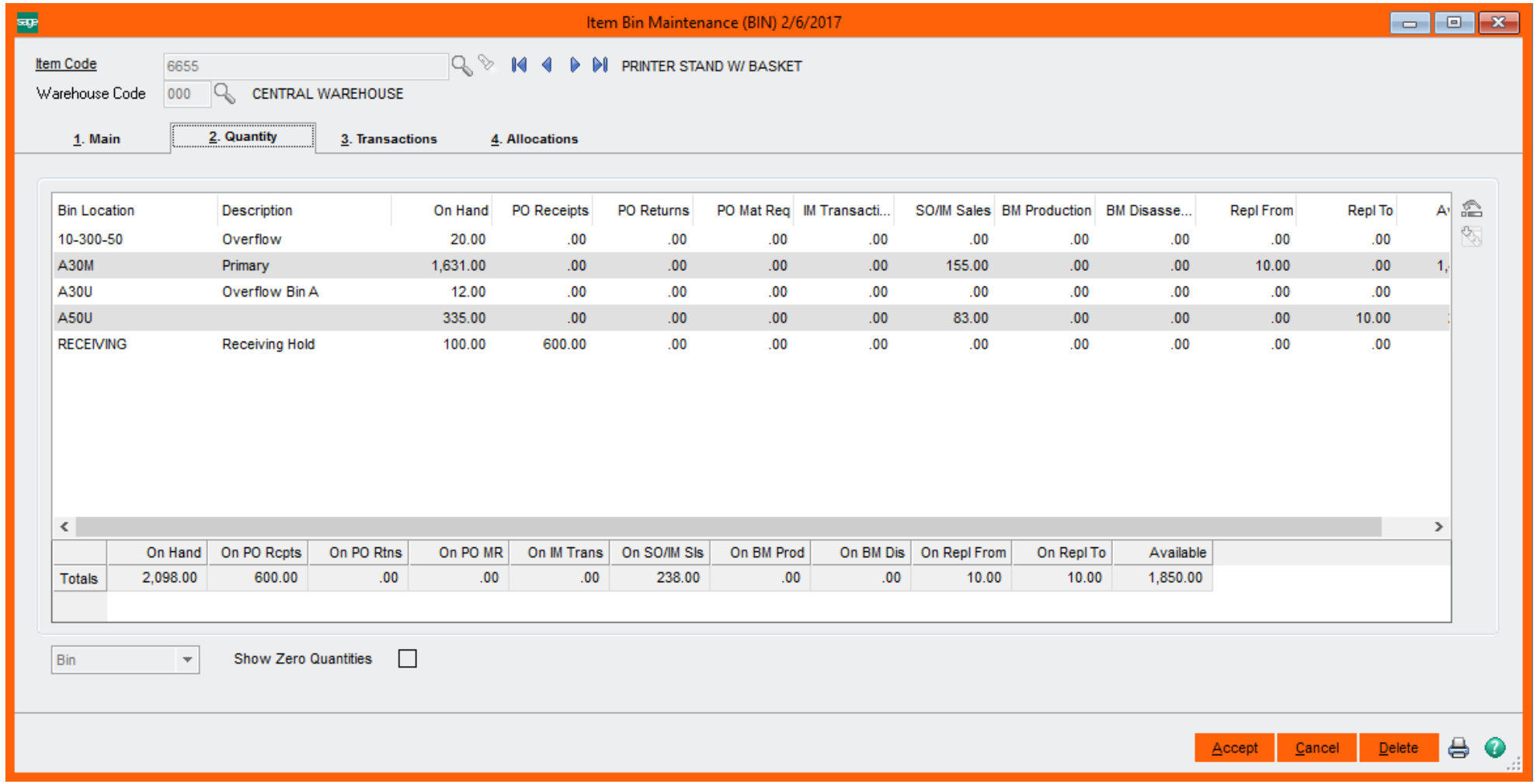
DSD / ScanForce Multi-Bin View



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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**

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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**

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ScanForce Container/Wave Receiving

Container Arrives at Receiving Dock

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ScanForce Container/Wave Receiving

Items are unloaded from container

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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

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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

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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

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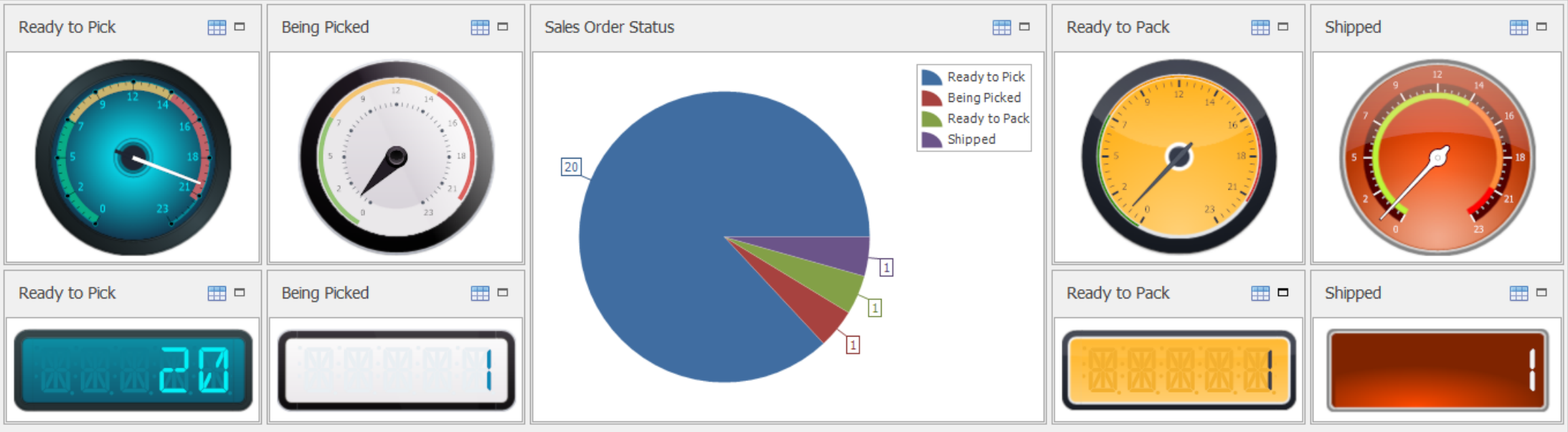
ScanForce Dashboards



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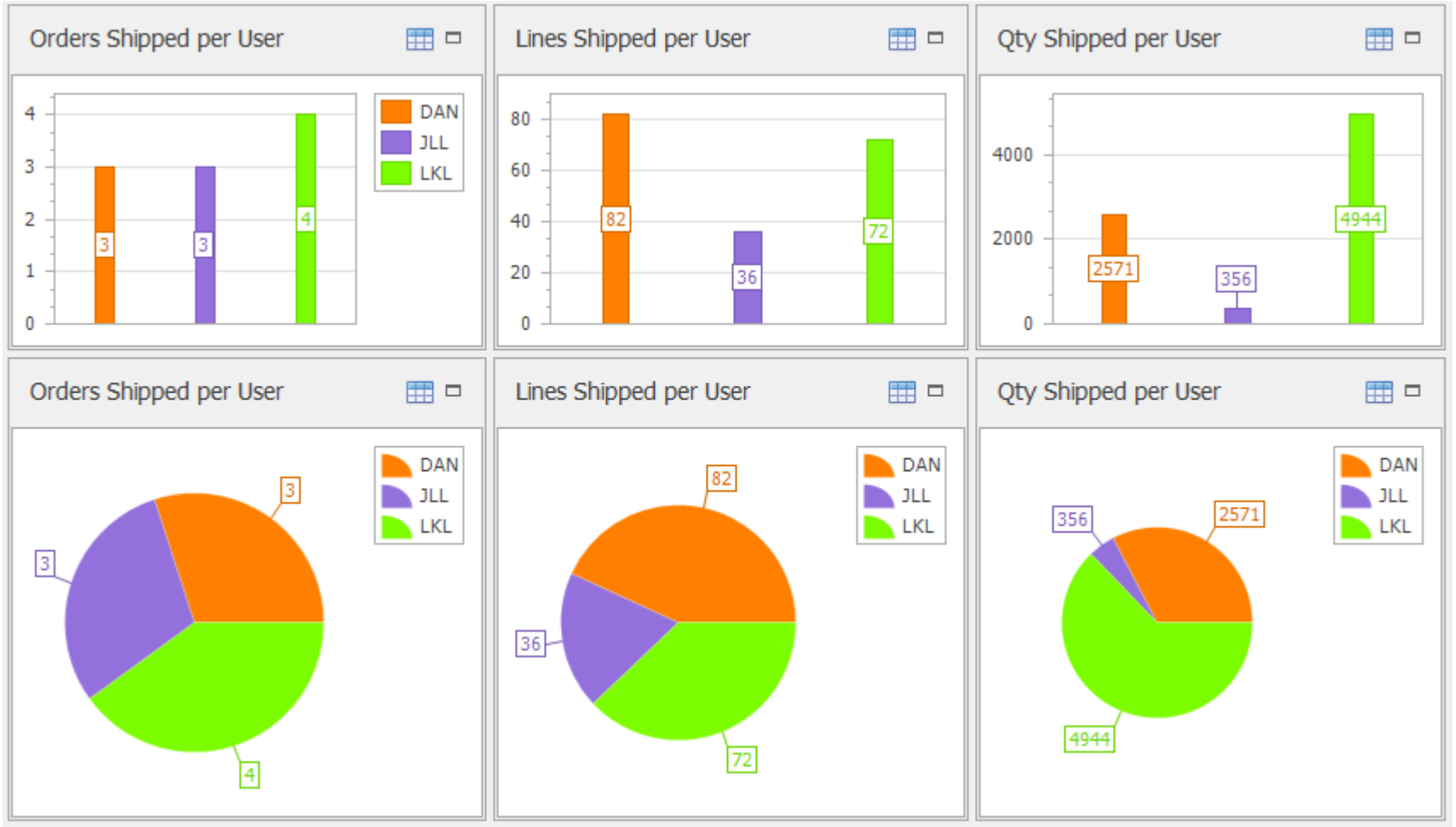
ScanForce Dashboards



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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

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ScanForce: What the Future Holds

- Dashboard Advancements
- Order Assignment
  - Select specific users to pick orders
- Order Priority
  - Give certain orders priority to be picked first
- Additional third-party integrations
- Pallet Tracking

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