



metals

S2K Enterprise Edition for Metals

S2K Enterprise Edition for Metals provides a completely integrated, state-of-the-art solution for the metals industry. This dynamic product combines the quote and order processing, manufacturing, distribution, and financial requirements of the metals industry into one complete enterprise solution. Total integration between applications allows you to streamline business operations and better serve your customers. Sharing Information across your entire organization is also faster and easier with our centralized contact management and conditional e-mail features. Advanced technology, such as EDI, Radio Frequency Transaction Processing, CRM, Business Intelligence, and e-business allows you to better leverage your information technology investment.

Due to its flexible design, S2K Enterprise Edition for Metals can be used in all types of service centers including:

- General line steel (wide variety of products)
- Pipe and tube
- Plate steel
- Bar/cold drawn/cold finished products
- Structural steel products
- High strength steel
- Specialty metals (stainless, aluminum, titanium, etc.)

Consider the benefits of end-to-end integration:

- Reduced operating expenses through optimal planning and resource management
- Improved inventory control and material management
- Increased customer satisfaction and loyalty
- Improved partner and supplier relationships
- Improved employee productivity and overall company responsiveness

Key features include:

- Extensive reporting capabilities that enable you to get the most from your data
- Customization capabilities to meet your unique business requirements
- Scalability through features and functionality that grow and expand with your business
- Security to protect your most valuable information assets
- A wide range of services to support you every step of the way

Challenges and Solutions

Challenge	Solution
Increased errors and missed shipments	Integrate order processing with manufacturing for more timely shipments and increased accuracy with VAI's Work Order Processing application.
Manual, time-consuming tasks slow processes and cause errors	Automate and track the usage of material and labor through the shop floor, improving production time and reducing errors with VAI's Shop Floor Control application.
Improve planning and scheduling	Analyze current and future production and material requirements and enable users to plan more effectively using VAI's MRP and MPS application.
Inaccurate forecast data	Let sophisticated forecasting formulas eliminate time-consuming manual processes and establish consistent and accurate forecasts with VAI's Forecasting software.
Poor management of plant resources	Spot situations where capacity is short or long, quickly resolve bottlenecks, and shift production with VAI's CRP application.
Improve quality control	Integrate inspection planning with purchasing and production to track product and process characteristics with VAI's Product Quality application.
Improve supplier and customer communications	Web-enable your organization and collaborate with suppliers and customers to quickly execute business processes across critical applications with VAI's e-business applications.

The S2K Enterprise Edition for Metals includes the following modules:

Metal Quote/Order Processing

Specifically designed to facilitate metal quote and order processing, this comprehensive program streamlines the entire estimating process by providing complete integration with inventory, manufacturing, and purchasing. From one dynamic program, users can check the source of materials across all locations, reserve material against incoming purchase orders, create finished goods from alternate materials, check heat lots, view drops, and request buy-outs.

Utilizing advanced formulas, the system will automatically calculate a delivery date, test the date against the capacity and delivery schedules, and provide a detailed price quote. Additional cost factors and value-added processes (both internal and external) can be applied to the quote for precise gross profit calculations. Once the quote is accepted, all related transactions are automatically created and linked to the customer order.

Work Order Processing

S2K's Work Order application provides state-of-the-art capabilities for both make-to-order and make-to-stock environments. Completely integrated with Metals Quote Processing, users can drill down to view material availability, costs, select substitutes, and create and change routing steps based on capacity. Order status screens allow inquiry into orders with shortages and material commitments. In addition, they show the effect on scheduling and many other functions. Work flow triggers help control and enforce work practices around the enterprise as they relate to the design, manufacturing, and support of engineered products by notifying management of critical issues through the use of conditional emails.

The Production Costing application closes the manufacturing and accounting loop. Outside operation tracking links purchase orders to labor buyouts for accurate costing. All production costs are posted to the General Ledger for inclusion on financial statements. Manufacturing variances are calculated for material, labor, and overhead. Extensive management reporting includes standard versus

actual analysis, material variances, scrap reporting, labor efficiencies, and more. The result is a comprehensive, top-level overview of production efficiency.

Shop Floor Control

S2K's Shop Floor Control system allows you to record both material and labor usage on the shop floor using a variety of data collection devices, including hand-held RF scanners. With real-time functionality, the Shop Floor Control application will immediately update a manufacturing order's item usage (including scrap), as well as capacity requirements planning in order to determine available capacity at a given machine, work center, or department. Plus, extensive inquiry and reporting capabilities show key data, such as employee productivity, material variances, and comparisons of actual versus standard cost.

Material Requirements Planning

Managing sufficient material levels is one of the most critical and time-consuming aspects of manufacturing. S2K's Material Requirements Planning (MRP) module can help you eliminate purchasing and scheduling problems and speed up work processes. This powerful application can help purchasing and production managers analyze current and future material and distribution requirements

and enable them to plan more effectively. S2K's Material Requirements Planning

MRP Offers:

- Integration with other S2K modules, including Quote/Order Processing, Inventory, Sales Analysis (Forecasting), Purchasing, and Manufacturing.
- The ability to differentiate between company and location-specific criteria.
- Analysis of the existing on-hand position of an item, open purchase orders, open manufacturing orders (including planned, stock, and custom orders), open commitments, and sales forecast data, to produce a running balance.
- The ability to view demand analysis daily, weekly, or monthly.
- Complete pegging, allowing the user to drill down to view critical data, such as when purchase orders are due, when manufacturing orders are due to be completed, and the actual customer orders making up the commitments of an item.
- Suggestions based on parameters, such as minimum balance, lead time, etc. that can be analyzed through the MRP inquiry function and then modified or converted into manufacturing work orders and vendor purchase orders.

Key Features of Metals Quote/Order Processing include:

- Multiple units of measure pricing
- Transaction/contract pricing formulas
- Auto/manual material sourcing
- Reserves against inbound P/O
- Auto creation of buyout P/O's
- Products and customer forecasts
- Standard items (non processed)
- Foreign and domestic inventory
- Processing add-ons
- Special processing messages
- Standard system price vs. salesman quoted price
- Delivery scheduling calculations
- Next scheduled delivery via transportation file
- Drops
- Heat lot segregation
- Material specs and test reports
- Standing and model quotes
- Lost quote reason code tracking
- Print/fax/e-mail quotes and order confirmation
- Auto convert all and partial lines to sales order
- Tracking of quote-to-order ratios
- Quote follow-up CRM module
- Sales order inquiries

Forecasting

S2K Sales Forecasting eliminates time-consuming manual processes and ensures consistency and accuracy by employing several forecasting methods. These processes provide managers with a flexible, accurate, and high-performance forecasting mechanism that can be used for material requirements and production planning.

Master Production Schedule

Totally integrated with Material Requirements Planning, the Master Production Schedule (MPS) system allows you to view the schedule on a daily, weekly, or monthly basis. The MPS takes input from Manufacturing Orders, Forecasting, Order Processing, and Purchasing modules. With it, you can change order due dates, view the production schedule for the selected time period, and test the schedule for capacity constraints online. Final requirements are then automatically generated and passed on to S2K's purchasing and work order applications.

Capacity Requirements Planning

S2K's Capacity Requirements Planning helps to determine your company's ability to meet manufacturing demand. Powerful inquiries allow users to view soft, firm, and planned demand, allowing a detailed analysis of both actual and projected capacity requirements. In addition, changes can be made which immediately affect the production schedule. Because of its flexible design and tight integration with the rest of the system, the CRP module can be used as both a long-range planning tool as well as a short-term production scheduling aid.

Capacity Requirements Planning provides the summary information you need to spot situations where capacity is short or long, making it easier for you to shift production and manage resources efficiently. Multiple views allow you to analyze machine, work center, and department capacities. Extensive capabilities exist to facilitate drill down into detailed scheduling data, including orders making up the demand and bottleneck analysis. Alternate routings allow automatic calculation of "available to promise" (ATP) dates for easy bottleneck resolutions.

The S2K Finite Capacity Scheduler creates a finite capacity schedule based on the planned capacity stated in the shop calendar for each work center. The job selection rules are used to determine the order in which shop orders are loaded into the schedule. The orders can be sorted according to due date, critical ratio, or priority job selection rules.

Product Quality

Integrated with Inventory, Purchasing, and Shop Floor Control, the Product Quality module allows you to track user-defined tests, their results, and the disposition of an item upon its receipt and through the manufacturing process. With the Product Quality module, you can automate quality control processes, such as placing items on quality hold pending processing of necessary tests, instructing users as to the test that needs to be performed, prompting a value to be entered, and then indicating whether the item has passed or failed. In addition to the historical storage of this data, a Product Quality Certificate (C of A) can be produced from S2K indicating all the tests performed. Plus, Integrated Imaging software allows you to scan, store, and easily retrieve and deliver mill test reports (MTRs) and other critical documents.

Distribution Management

S2K Manufacturing applications are completely integrated with S2K Distribution Management modules. By providing seamless integration between these applications, S2K provides end-to-end software functionality for comprehensive enterprise management and support. Distribution applications include:

- **Financial Management**—Tighten control over payables and receivables, improve cash flow, and react to business cycles.

- **Inventory Management**—Use complete historical data to more easily track the status of any piece.
- **Purchasing**—Receive a detailed analysis of purchasing activities, labor buys, and procurement processes.
- **Sales Analysis**—Quickly identify profitable or unprofitable customers and items and improve vendor and customer relations based on sales volumes, costs, and profitability.
- **CRM**—Generate an enterprise-wide view of all interactions with customers and prospects and gain access to the information you need to identify, acquire, develop, and retain your most profitable customers.

Warehouse Management

VAI's Warehouse Pro application helps you enhance productivity and improve overall warehouse efficiency. Plus, it provides real-time integration with S2K Enterprise Edition for Metals applications. With this powerful warehouse management solution, you can meet your company's operational performance objectives and exceed your customers' expectations. With true random bin and lot tracking for receiving, material issues to the shop floor, movement, picking and order shipment verification, VAI's Warehouse Pro enables accurate and efficient tracking of goods through your entire facility. A key part of warehouse management includes delivery management. Our truck loading module assists in staging each truck-load within its legal weight limit and will produce a shipping ticket to go along with each load.

Metals quotation inquiry.

Line	Quantity	UOM	Part #	Width/OD	Length/LD	S/Proc	Bill Wgt	Matl Source	Def Buyer	Buyer #
0000	1	PCS	001154	14.0000	0000		11.3150			

Loc/Plc	Name	UOM	On Hand	On Order	Net Protect	Committed	Available
12/01	New York Location	LBS	2850.00	.00	.00	1.32	2848.68
12/02	Chicago Location	LBS	957.00	.00	.00	.00	957.00
12/12	Texas Location	LBS	6428.14	2000.00	.00	3403.22	3025.52

e-business/Portals

VAI offers leading-edge web solutions that can help lower business costs by improving efficiencies in your business processes, help increase sales by reaching your customers in new ways, and improve productivity by making the right information available to your employees. With powerful e-commerce applications, you can make it easier than ever for customers to buy your products or services, allow customers to service their own accounts, and provide your company with valuable, real-time feedback to help improve your business.

By providing industry-leading portal solutions for your on demand business, VAI and IBM can help improve employee productivity, cut costs, and strengthen relationships with your customers and trading partners. Specifically, you can:

- Allow people to interact with your company in a personalized way.
- Provide employees, trading partners, and customers with a web site on which the information and applications they need have been consolidated and organized for easy access and use.
- Enable employees, trading partners, and customers to quickly execute business processes across critical applications and collaborate with portal users to make faster decisions.

Advanced Features

The S2K Enterprise Edition suite of solutions includes advanced features that can enhance the value of your existing systems. These include:

Workflow Alerts: The S2K Enterprise Edition Workflow Alerts supply today's management with the tools required for successful business-making decisions by providing automated, timely information and support via e-mail. Alerts can be entered to specify tolerance levels and multiple users can be notified of the same event. Some examples of Workflow alerts include:

- **Accounts Receivable**—Alert credit managers of credit issues, disputed invoices, returned checks, and write-offs.
- **Customer Orders**—Alert sales managers of price changes, gross profit issues, large-dollar sales, sales of restricted items, late customer shipments, or inactive customers.
- **Purchasing**—Alert buyers about late vendor shipments, item receipts and variances, and invoice price discrepancies.
- **Manufacturing**—Alert production managers about customer order changes, BOM changes, late customer shipments, and completed production orders.

Job Scheduler: The S2K Enterprise Edition Job Scheduler provides users with the ability to process reports and other events at specified times and intervals throughout the course of their business cycles.

Desktop Integration: S2K Enterprise Edition software provides complete integration with PC-based productivity products, such as Microsoft Outlook®, Excel®, and Word®. This integration provides users with the flexibility to utilize desktop applications while taking advantage of the power, reliability, and security of VAI's Enterprise software.

Business Intelligence: Through rich data analysis and data mining capabilities, powerful Business Intelligence tools enable you to provide all of your employees with critical, timely business information tailored to their specific information needs.

EDI Integration: EDI is available with several translator software packages and Value Added Networks (VAN). It offers businesses inbound and outbound mapping capabilities, forward/storage systems for trading partner transmissions and fast- response, error-free, efficient handling of accounting transactions.

As an award-winning IBM Premier Business Partner and software developer, VAI solutions provide the power and unsurpassed value that companies need to address key industry requirements and deliver bottom-line results. Our long-term partnerships with technology leaders, such as IBM, can help you develop a resilient technology infrastructure that provides a security-rich, agile, available, and recoverable environment for your business. One that gives you the flexibility to adjust to changing pressures, demands, and expectations. All supported by a comprehensive set of services, reflecting years of industry knowledge and experience. At VAI, we bring together the best of IBM—and our strategic partners—to effect change and optimize business performance.



Vormittag Associates, Inc.

120 Comac Street, Ronkonkoma, New York 11779

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