
How well does your computer system support your manufacturing operations?

Are you anxious to move off an aging technology and begin using information for competitive advantage?

Is your inventory managed and controlled to your satisfaction?

Do you see opportunities to leverage technology to streamline the entry and flow of data?

Introducing

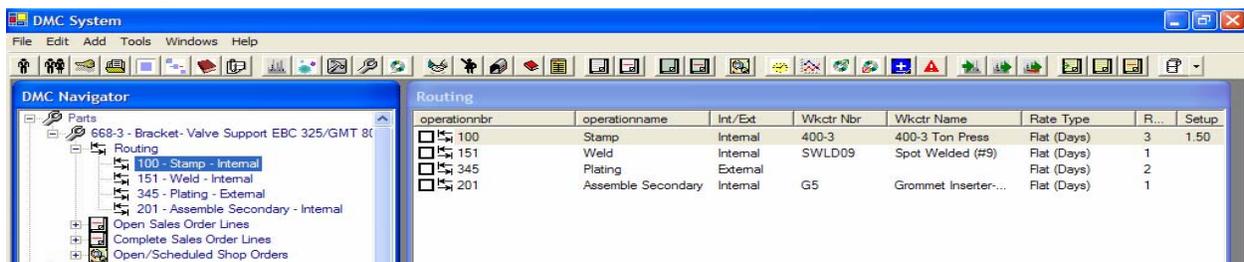


a software solution that opens full command of business operations to the mid-sized manufacturing enterprise

Developed and implemented as a joint venture by Fidelis Partners, Inc. and Die-Matic Corporation, a Cleveland-based metal stamping firm, Steel Viking (SV) is geared toward areas that are critical to the mid-sized manufacturing enterprise - inventory control, cost containment, and efficient use of resources. SV goes beyond simplifying the capture of data. It leverages information as an asset to drive operational change and improvement.

What distinguishes SV from other manufacturing software alternatives?

- **Full life cycle solution:** From quoting to procurement to production to invoicing, SV addresses the entire manufacturing value chain. Why bear the extra cost, risk, and potential inaccuracies of multiple systems when SV offers a fully integrated system with a single investment?
- **Precise inventory and cost controls:** SV delivers a host of tools that enable an organization to stay on top of its inventory and cost management initiatives.
 - ✓ Raw material is identified, labeled, and tracked at a detailed level.
 - ✓ Work in process and finished goods are managed by a shop order number, which travels with inventory through the production process.
 - ✓ Variances beyond predefined thresholds can be highlighted and acted upon immediately.
 - ✓ Raw material, work in process, and finished goods inventory reports provide immediate quantities and dollar values of inventory on hand at all levels.
 - ✓ Employee time can be captured at the project, part, shop order, and customer levels.
 - ✓ Costs are reported at the line item level by part, customer, or across the enterprise.
- **Powerful data entry and information access tools:** SV employs state of the art technology to free personnel from overly burdensome data entry and information gathering tasks.
 - ✓ The SV Navigator provides direct, flexible access to necessary data at all levels of the organization. The Navigator can be customized to fit the access requirements of any organization.



- ✓ “Excel like” data grids enable the rapid entry and querying of information.

	Assc Nbr	Date	Op Nbr	Task	Type	Nbr	Part	Wkctr Nbr	Hrs	Start	Stop	Compl Qty	Scrap Qty
	3650	07/12/2005	160	2	Shop Order	12582	1402-1	PAK1	0			50	
	3650	07/15/2005	160	2	Shop Order	12582	1402-1	PAK1	1.50			281	1
	6430	07/15/2005	160	5	Shop Order	12582	1402-1	PAK1	1.50				

- ✓ Dozens of parameterized, extensible reports open access to aggregate and detailed information on demand. Additional reports can be developed as required by a customer.

Part Cost Report
For: 5/1/2005 thru: 7/1/2005
Part Number: 668-3

Production Costs

Operation	Work Center	Completed	Operate Hours	Other Hours	Pct per Hour	Rate (Labor - Workcenter)	Total Cost	Cost Per Part
100	200-3	0	0.00	0.50	0	\$29 \$87.0000	\$15	
100	400-3	135,714	99.25	159.00	1.367	\$29 \$112.0000	\$18,605	
Totals for Op Nbr:		100	135,714				\$18,620	\$0.1372
151	SWLD09	147,302	260.25	283.43	566	\$29 \$87.0000	\$38,408	
Totals for Op Nbr:		151	147,302				\$38,408	\$0.2607
345	STEELCOTE	174,090	0.00	17.50	0	\$0.1450	\$25,243	
Totals for Op Nbr:		345	174,090				\$25,243	\$0.1450
201	05	178,931	525.00	554.75	341	\$29 \$25.0000	\$44,438	
Totals for Op Nbr:		201	178,931				\$44,438	\$0.2484
							Total Production Cost Per Part:	\$0.7913

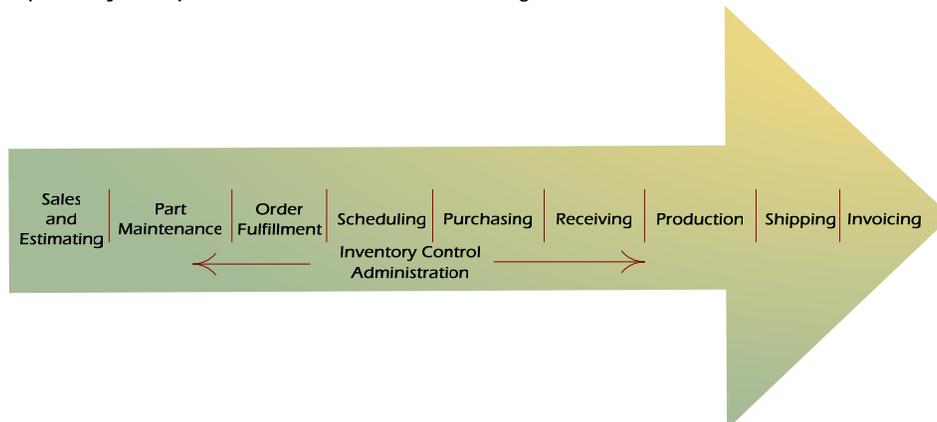
Material Costs

Operation	Raw Component Nbr	BOM Qty	Avg Unit Price	Total Price Per Part
100	668R	4.13500	\$0.34366	\$1.42103
151	11514177	3.00000	\$0.07160	\$0.21480

- **Incomparable Implementation Services:** Fidelis Partners implements SV at a competitive pricing point and in a surprisingly short timeframe. Our experienced professionals are highly versatile, thoroughly understand the software, and can balance simultaneous project activities. With a small team handling project management, procedural change, system customizations, training, and rollout, a solution can be implemented in a fraction of the time and price required by other software firms.

What aspects of the business does SV encompass?

SV addresses the primary components of the manufacturing value chain.



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- **Sales and Estimating:** SV allows the sales rep to centrally manage prospect and contact lists. Estimating can then quote new business to a customer and track quote progress through to completion. Once business is won, quoted rates can be compared to actual rates at a part line item level to measure actual profitability against quote.
 - **Part Maintenance:** New parts, routings, bills of materials, and prices are set up quickly. Other features include the ability to copy another part's routing and effective date part pricing.
 - **Order Fulfillment:** Blanket and one time customer sales orders are easily maintained, accessed by a variety of paths, and ultimately fulfilled. SV provides numerous options to address unique sales order situations - including standard and one time ship to and bill to addresses, default shipping lead times with the ability to override, price overrides, and EDI or internet sales order download. Sales orders that are due are made available to the Shipping area to drive the daily shipping of product.
 - **Scheduling:** The Scheduling department can generate plant shop orders based on a need by date. The initial shop order operation dates cascade backward based on default lead times. The resulting shop order can be further tailored and, via the routing ticket, flows with the lot through to finished goods and customer shipments. MRP reports tell Scheduling personnel when raw material quantities are projected to go below safety stock quantities.
 - **Purchasing:** SV allows a company to centralize all company purchasing functions onto a central platform, with approval gates by purchase type, dollar value, and managerial level. Raw material purchase orders are made visible to the Receiving area to help ensure the timely receipt of authorized material. Buyers are instantly notified of PO receipt via the system.
 - **Production:** Manufacturing works from a shop order-driven Master Production Schedule generated by the Scheduling department.
 - ✓ For primary raw material, the Materials Handling area works from a FIFO pull sheet that specifically dictates which material should be used for a production run.
 - ✓ System messages and reports provide raw material usage checks and balances between Material Handling and Production.
 - ✓ Shop-order based routing tickets travel with product through to finished goods.
 - ✓ When production activity is reported, all time and piece counts are captured through a flexible, queryable entry grid. The grid has numerous edits to help ensure the accurate capture of information.
 - **Inventory Control:** In addition to the normal inventory moves related to receiving, production, and shipping, the system provides highly flexible tools for inventory transactions related to Non Conforming Material Requests (NCMR's) and, when necessary, inventory adjustments. Daily raw material, WIP, and finished goods variance reports highlight inventory control exceptions that require immediate attention.
 - **Shipping and Receiving:**
 - ✓ SV provides a single point of data entry for all receiving transactions, including raw materials, externally worked product, and miscellaneous items.
 - ✓ The system generates labels and travel sheets for all raw material receivers to support item-level tracking and FIFO.
 - ✓ SV also generates detailed informational labels to affix to receiving paperwork used by Accounting, facilitating accurate payables capture.
 - ✓ Multiple shipping transactions are supported from a single shipping system interface, including customer, vendor (outside work), vendor "drop ship", customer warehouse pulls, and miscellaneous shipments.
 - ✓ All part shipments require sales order and shop order designation for price and lot traceability.
 - ✓ Thoroughly completed bills of lading and packing slips can be generated in batch or on demand.
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Throughout the entire process, users can utilize SV's unique Part Status screen to track and manage each part. The Part Status screen presents a single snapshot of the part, including sales orders, shop orders, current production activity, related purchase orders, and the corresponding effects on inventory. From this screen, Scheduling can adjust the timing and quantity of these transactions and immediately view the order fulfillment and inventory impacts.

Finished Goods:

Type	Finish/Ship	Auth / Status	Qty	On Hold Qty	Sched - Fab
Current Inventory	06/10/2005	Scheduled	1224	0	2499
Shop Order 12424	06/10/2005	Scheduled	1275		
Shop Order 12918	07/11/2005	Scheduled	7890		10379
Sales Order 14249	07/20/2005	Fabricate	-3159		7220
Sales Order 20538	07/25/2005	Fabricate	-800		6420

WIP:

Operation	Wctr/...	Shop Ord	Exp	To Ship (Hold)	OH (Hold)	Complete	Sched Start	Sched Fin	Actual Start	Actual Fin	Ops
100 - Stamp (Complete)	400-3	12424	7500	0	0	11016	5/28/2005	6/3/2005	05/27/2005	06/02/2005	
100 - Stamp (Complete)	400-3	12918	6800	0	0	7890	6/27/2005	7/1/2005	06/30/2005	07/07/2005	
100 - Stamp (Open)	400-3	12990	5000	0	0	4952	7/13/2005	7/19/2005	07/14/2005		
100 - Stamp (Open)	400-3	12991	6600	0	0	0	7/29/2005	8/4/2005			
		Total 100:	25990	0	0	23888					
345 - Plating (Complete)	MET...	12424	11016	0	0	10771	6/2/2005	6/9/2005	Late Start	06/27/2005	
345 - Plating (Open)	MET...	12918	7890	0 (740)	2390	4750	7/1/2005	7/8/2005	Late Start	Late Finish	

Raw/Components:

Part	Type	Start/Due	Qty	Hold Qty	Purch - Sched
695R	Current Inventory		31820.00 (@5.47000/pc + Ytd: 5817)		31820.00
	Shop Order Op 12990, 100 - Stamp (695), Scheduled, Exp Qty: 5000	07/13/2005	0		31020
	Shop Order Op 12991, 100 - Stamp (695), Scheduled, Exp Qty: 6600	07/29/2005	-35102		-4282
69530200	Current Inventory		17200.00 (@2.00000/pc + Ytd: 8600)		17200.00

- **Invoicing:** SV allows the Accounting department to directly generate invoices from shipments according to a defined schedule. For companies that perform custom job-shop work, SV allows time to be tracked against the project and has a direct link to customer invoicing. Miscellaneous invoices and credit memos are also enterable through the system.
- **Administration:** A notable feature of SV is its ability to customize system access specific to the needs of the organization. The system administrator can easily control screen security access by employee or department. The administrator can also create new search options and customize folders for viewing by different departments.

What is SV's technology platform?

SV is developed entirely in the Microsoft environment. The system is built with Microsoft's Visual Basic .NET and all data is housed on Microsoft SQL Server. Reports are integrated into the system and are built in Crystal Reports XI.

The chosen platform yields multiple advantages to SV users:

- The Microsoft technology investment is very price competitive for a customer when compared to other enterprise software technology investments.
- Microsoft is a proven company that has stood the test of time. Long term support of this environment is a surer bet than with some other alternatives.
- Professionals with Microsoft skills are widely available.
- Microsoft integration allows users the option to view system generated forms electronically. This supports a variety of options, including the electronic distribution of purchase orders to vendors and invoices to customers.

How would my company implement SV?

If your company decides to move forward with the SV solution, Fidelis Partners will work with you over a 1-2 week period to develop a system implementation plan.

Typically, an implementation engagement would involve a Fidelis consultant working your company personnel over a 6-8 week period to implement the system. This duration could vary based on the size of your organization and the complexity of requirements.

The Fidelis consultant would co-manage the project with a designee from your company. The Fidelis consultant would also make any required system customizations necessary for your site and would work with the company's IT Manager to plan and run the data conversion. The consultant would remain on-site to guide your company through the "go live" process.

Where is SV headed?

Fidelis Partners is committed to the ongoing development and growth of the SV solution. The following system features are currently under development and will be made available to our customers in the near future:

- ***System generated make and buy recommendations:*** Utilizing user provided parameters centering on safety stock, economic run quantity, and projected demand, the system will recommend MRP-based raw material purchases and production shop orders for consideration by Scheduling.
- ***Returnables inventory tracking:*** Based on shipments to and returns from customers and vendors, SV will maintain counts of valuable returnable containers at customer sites, vendor sites, and in the warehouse.
- ***Payables capture and linkage:*** As vendor invoices are received, SV will allow them to be linked to purchasing and receiving activity. This will help to keep vendors in check and will yield a more accurate portrayal of costs.

SV will be further enhanced as dictated by industry needs and the requests of our customers.

Will an investment in SV pay itself back?

Ultimately, the decision to invest in a new information system revolves around the return on investment. From this standpoint, why might an investment in the SV solution make sense for your corporation? Some strong possibilities include:

- ***Reduction in inventory:*** SV gives customers the tools to plan production effectively and reduce inventory levels with confidence. This translates into less ordering of unnecessary material, lower safety stocks, and a reduction in expedited shipments.
- ***Precise tracking of costs:*** SV allows a manager to pinpoint each contributor to the cost of a part, including labor, raw materials, and indirect cost, over any desired time period. This supports effective, targeted cost reduction initiatives.
- ***Reduction in data entry time:*** SV's integrated design and rapid-entry grids should greatly reduce the time required to enter, prepare, and distribute data.
- ***Cheaper technology alternative:*** Assuming that a company must eventually make the move to new technology to remain competitive, SV provides a lower cost alternative to the major players from a software, infrastructure, and project services standpoint.
- ***Reduction in spending on preprinted forms:*** SV generates and emails purchase orders, routing tickets, bills of lading, packing slips, and invoices directly to the laser printer through a Microsoft engine. A company no longer needs to purchase these forms in a preprinted format.
- ***Flexible access to information:*** How much time is currently spent retrieving and assembling information within your organization? The ad hoc and canned reporting tools delivered with SV should introduce considerable time savings here.

For more information or to see a demonstration of Steel Viking, contact Mike Sweet at 216-401-7244



"Command Opportunity Through Technology"
