

ETO and MTO news
and insights for
Jobscope customers

JOBSCOPE Product Development News

Scheduling Enhancements Highlight JOBSCOPE Enterprise Edition Version 11.0

The biggest change coming to JOBSCOPE Enterprise Edition v11 is a completely revamped scheduling system that considers material constraints along with capacity constraints in scheduling. This scheduling system also provides for scheduling work for which work orders do not exist, such as work we don't have an order for yet, or work for which the engineering is not complete, or the engineering work itself.

Special Work

A new function is being added to Job Management & Control to allow users to enter special work. Special work is defined as work that needs to be scheduled, but there are no work orders to represent it. An example of this is work that the engineering requirements have not been completed for. The user will setup the special work header record along with detailed records to be used for that work. They will then specify where the work will be done and the number of hours it will require. This information will then be used to block out a certain amount of time in the production schedule for this work to be completed.

Estimating/"What If"

Scheduling is being enhanced to allow for dropping an estimate into a simulation of the production schedule to display "what if" scenarios, such as 'getting this work or job'. The "what if" function is provided in graphical format that allows the user to see the schedule and move work to new places in the schedule. The user can then elect to save the modified schedule, or return to the original schedule.



Improved Customers Module

The customers module has been refreshed with the new JOBSCOPE user interface. The customers function is used to maintain information about customers including sites, contacts, credit history, documents, and carrier accounts. The enhanced module is using the left hand pane treeview and the new blue color scheme. A new feature has been added to show user defined fields on the main customer master screen. In the past users had to go to another screen to enter this data which is no longer necessary.

The screenshot displays the 'Jobscope Customers' application window. The main area shows the 'Customer Master' record for 'T3 Mechanical (00012)'. The interface includes a left-hand treeview with categories like 'Contacts', 'Bill To', and 'Ship To'. The main form contains various fields for customer information, including address, contact details, and financial data. A 'User Defined Fields' section at the bottom shows a custom field 'CREDIT' with a value of 'Excellent'.

Field	Value
Customer Number	00012
Customer Name	T3 Mechanical
Review Date	8/7/2009
Abbreviations	T3M
Project Manager	Todd Smith
Address	101 Jones Avenue
City	New York
State	NY
Country	USA
Postal Code	10168
Attention	Chris Howard
Telephone	716-420-9435
Fax	716-420-9400
Company Code	JC
User Class	B
Group Code	NORTH
Industry Type	ALI
Sales Person	PARROTT
Statement Flag	
Disc / Markup	0.00
Payment Terms	N30
Tax 1	
Tax 2	
Currency Code	USD
Tax Exempt	
Routing	
Agreement	FCB
Credit Limit	\$10,000.00
Active Flag	<input checked="" type="checkbox"/>
Service Charge	<input type="checkbox"/>
Payment Method	<input checked="" type="radio"/> Prepaid <input checked="" type="radio"/> Collect <input type="radio"/> No Default
User Defined Fields	CREDIT: Excellent FILE: Approved

JOBSCOPE Product Development News – continued

Enhanced Progress Billings

The enhanced progress billings function allows for establishing billing milestones and then allows for the creation of progress billing invoices at regular intervals. The function also allows for creating a final invoice upon shipment of the items.

Improved Microsoft CRM Integration

In the past the Jobscope CRM integration was written to work with Microsoft CRM 1.2. This included an integration for customers and contacts. We have enhanced the Jobscope CRM integration to use the new Microsoft Dynamics CRM 4.0. The new integration has been expanded to include jobs, job line items, sales inquiries, and sales inquiry lines. The integration for jobs and inquiries goes from Jobscope to CRM while the integration for customers and contacts goes both ways between Jobscope and CRM.

Customized Data Views Improved with New Order Analysis Module

In JOBSCOPE Enterprise Edition version 11.0, the traditional “Order Analysis” module has been replaced with “Jobscope Analysis”. This new tool is comprised of two main parts – the traditional Order Analysis functions for the project management view of a job and a new online reporting tool.

The traditional Order Analysis has been refreshed by developing tools for grouping and sub-grouping views of data on the fly by each user. There are also enhanced abilities of customizing the views for each user and downloads of data to Excel. The layout of the module has been improved for easier and more intuitive navigation.

The new online reporting tool in the Jobscope Analysis module is called Quick Reports.

This tool allows users to pick a database table they would like to examine and then walk through a wizard to pick qualifiers and conditions of data they would like to view online.

Once the data is presented, all the new grouping tools and downloads that were added to the Order Analysis section are available to analyze this data. The reports can be saved and revised quickly by the users. The new feature removes the need to have power users or IT staff write reports using 3rd party tools and gives users more data access at their fingertips.

With the Quick Reports, there has been a dynamic Database Dictionary module released. This module will help novice users locate database tables needed for their reports or Quick Reports. Security to database tables in Quick Reports is also inherited from the users’ module level access.

All of these features are in the base JOBSCOPE Enterprise Edition software and included in upgrades for customers currently supported under an active maintenance agreement.



National Manufacturing Week A Success



More than 40,000 manufacturing professionals gathered in Chicago last fall for National Manufacturing Week 2008. The event combined the Assembly Technology Expo, Design Engineering, Plant Engineering, Industrial Automation and Enterprise IT pavilions into one large show and conference. Seminars were presented throughout the conference focused on manufacturing cost reductions, operational efficiencies and profitability.

Jobscope participated in the exhibition with a booth presence and conducted numerous product demonstrations for visitors throughout the event. Several ETO and MTO companies expressed interest in the JOBSCOPE solution.

“Events like National Manufacturing Week offer a great venue for us to showcase the JOBSCOPE system,” says Jobscope President, Hank Sanders. “Whenever you have a captive audience who has invested their time to spend reviewing your product, it makes participating worthwhile. It’s a mutually beneficial time where we can learn what companies are seeking in an ERP solution and how we can immediately show them a JOBSCOPE overview in a matter of minutes.”

Design & Manufacturing South - Exposition and Conference

March 11-12
Charlotte Convention Center
Charlotte, North Carolina



Visit Jobscope in booth #1304 in the “Design and Manufacturing Pavilion”. This is the South’s largest advanced design and manufacturing event with over 18,000 attendees. JOBSCOPE demonstrations will be provided during both event days.

IT Jungle Features the JOBSCOPE IBM iSeries Solution

Recently, the experts at IT Jungle discovered JOBSCOPE IBM iSeries and decided to write about it. These IT professionals publish timely information for CEOs, CFOs and CIOs at large enterprises and for presidents and IT managers at small organizations. These business leaders have to monitor a stunning number of announcements from IT vendors and then figure out how to best choose and use this new information technology. The people behind the IT Jungle publications have a strong heritage with the OS/400, Unix, and mainframe platforms and have recently expanded into the Windows and Linux markets in recent years, just as the IT industry itself has.



Read the IT Jungle story on JOBSCOPE IBM iSeries here:

<http://www.itjungle.com/fhs/fhs012009-story01.html>

Virginia Manufacturing Productivity Summit to Feature Jobscope

- What:** 1st Annual Virginia Manufacturing Productivity Summit
- Where:** Virginia Business Systems
9899 Mayland Drive
Richmond, VA 23233
- When:** March 10

This free event is designed to showcase solutions and ideas that will make Virginia's manufacturers more productive. As a sponsor, Jobscope will be a featured exhibitor and offer product demonstrations throughout the event.

The day will begin with breakfast and registration at 8:00AM. The first session will begin at 9:00AM with sessions running through 5:00PM. Jobscope will present "Financial Benefits of ERP Solutions" at 9:00AM and again at 1:15PM. Attendees may choose either session to suit their convenience.

The keynote address will be given during lunch by Joe Croce, President of the Virginia Manufacturer's Association. He will address the current Virginia General Assembly session and other issues that face manufacturers in the state of Virginia.

Register by calling Vic Tohak at 757-942-2515 or email vtohak@jobscope.com. You can also register online by visiting <http://www.jobscope.com/?pageid=95&linkid=127>.

JOBSCOPE IBM iSeries Advisory Council Meets

The IBM iSeries Advisory Council recently gathered in Greenville for their annual meeting to discuss functionality and future product direction. Jobscope's IBM iSeries product development and management team facilitated open discussions on existing functionality, development plans and potential enhancements for product improvement initiatives. An overview and demonstration of recent product enhancements including the newly developed web screens was given by Jobscope's Shigemi Heffernan, Vice President of Product Development for the IBM iSeries solution. Hank Sanders, President of Jobscope, reiterated the company's commitment to the IBM platform and high emphasis on consistently delivering a quality product for all customers. Open discussions took place enabling customers to provide input, ideas and suggestions for the JOBSCOPE IBM iSeries product roadmap planning.

Next JOBSCOPE Enterprise Edition Advisory Council Meeting

The next Advisory Council meeting for the JOBSCOPE Enterprise Edition solution will be held in Greenville, South Carolina, April 15

William E. (Chip) Edwards, III, President & CEO, Cardinal Aluminum Company says "The JOBSCOPE Advisory Council is a great way for the JOBSCOPE users to make a direct impact on the priorities for further development of the JOBSCOPE product. The meetings offer opportunities for 2-way exchanges between the application

architects and the users resulting in a bigger and better idea base. I have always found that the software professionals at Jobscope have leading ideas for control and utility for their software. Facilitating this kind of participation helps keep Jobscope at the forefront of leading software ideas and value."

"Our iSeries ERP solution continues to be a great fit for our customers who prefer the IBM platform," says Hank Sanders, President of Jobscope Corporation. "When we bring this group together each year, discussions are always beneficial for attendees as well as our product development team. Giving customers a forum that is designed for their participation is just one way we demonstrate how much we value their input which helps set the stage for our product development direction."

Customer Spotlight – American Crane & Equipment Corporation

American Crane & Equipment Corporation (ACECO) is a privately held international material handling company located in Southeastern Pennsylvania, USA. As a recognized leader in the design and manufacture of electric overhead traveling cranes and wire rope hoists, American Crane offers equipment for a wide variety of applications up to 300 ton capacity. Specializing in custom manufactured crane and hoist solutions that meet unique customer needs defines the American Crane business.

Managing and tracking these custom projects for accurate job costing is key to American Crane's operations. A dated legacy system was once used for these purposes, but that system proved to be inadequate – failing to meet all of American Crane's needs. Recognizing that real-time cost information was highly important, American Crane began reviewing engineer-to-order systems that fit their business model. After seeing JOBSCOPE's seamlessly integrated modules for cost control, materials planning, engineering, order entry, purchasing, labor collection, estimating, production control and financials, American Crane was convinced JOBSCOPE was the right solution.

The JOBSCOPE system is used to track time and costs related to every project from estimating to final customer delivery. Over 40 users depend on the system every day to track, manage and complete tasks critical to the specialized crane and material handling projects for American Crane's customers. On the financial side, American Crane uses JOBSCOPE for all accounting functions in the company. This includes accounts payable, accounts receivable, balance sheets, in-house payroll, income statements, invoicing, cost sheets, cash flow statements and general ledgers.

For purchasing activity, JOBSCOPE tracks the entire process. As soon as purchase orders are received, they are entered into JOBSCOPE. Parts and materials received at American Crane's shipping dock are immediately scanned into JOBSCOPE for job cost management. Labels are then printed, placed on the part and either stocked or assigned to a project using JOBSCOPE's bill of materials functionality.

Reports and analysis are simple. Within JOBSCOPE, American Crane can easily see the dollar value of materials ordered, track vendor performance or view on-hand and received materials versus outstanding and open purchase orders. JOBSCOPE's inventory management functionality allows American Crane to run valuation reports based on data in the system. Delivery time projections can then be made by analysis of project schedules and the availability of materials required to complete each stage of a special order.

The company is committed to delivering the engineered-to-order crane and hoist solutions that meet the specialized needs of their customers and JOBSCOPE will continue to be counted on as the ETO system that helps the American Crane business grow.

"JOBSCOPE gives us complete job costing information which is critical to efficiently running our business," says Norheim. "Having immediate access to real-time cost information is key to our operations and future growth of the company. JOBSCOPE is made for ETO companies and that is exactly what we do."



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