



SOLUTIONS
OVERVIEW





Best of Breed ETO / MTO Solution

Gaining a clear, unobstructed vantage point of unified manufacturing and process operations in your engineer-to-order (ETO) / make-to-order (MTO) business is critical for on-time deliveries and improving responsiveness to customers. JOBSCOPE provides seamless integration in the areas of cost control, materials planning, engineering, order entry, purchasing, labor collection, estimating, production control and financials. All operations are accurately scheduled according to customer requirements and actual plant capacity. Once accepted, a customer order launches a chain of events in JOBSCOPE designed to complete and deliver the order as quickly and cost-effectively as possible.

American Crane & Equipment Corporation



– a leader in the design and manufacturing of electric overhead travelling cranes and wire rope hoists

Benefits Derived from JOBSCOPE:

- Improved Job Costing
- Improved Report Accuracy
- Improved Labor Tracking to Work Order

“With JOBSCOPE, we now make better business decisions. The system allows us access to more accurate job costing data which means our reports are 25% more accurate than before. Estimating is also more precise because we can sort and filter through information pulled from past jobs. JOBSCOPE is made for engineer-to-order businesses and that is exactly what we do.”

– Karen Norheim, Director IT and Marketing



Strong and Powerful, JOBSCOPE Offers:

- Full integration of all software modules with comprehensive on-line information update/access capability
- Flexible, priority-based production scheduling for finite or infinite capacity
- On-line, real-time job cost reporting
- Full pegging of material/labor to work orders, line items, jobs and contracts
- Real-time job budgeting and actual cost collection using user-defined cost categories
- Procurement of materials directly to a job, bypassing inventory
- Creation of purchase orders and shop orders without predefined part numbers or bills-of-material
- Instantaneous visibility into the operational and financial status of every job, work order and operation
- Fully integrated bar code driven data collection system



Young Electric Sign Company

- a manufacturer of electronic signs with a comprehensive range of services for design, fabrication, installation and ongoing maintenance.

Currently have 28 locations running JOBSCOPE which has delivered:

- Improved job costing
- Executive KPI Dashboard for instant performance views
- After market labor and service tracking

“Jobscope allows us to define our material and labor cost categories very specifically. At the end of a job, we have a very good idea of what happened when and by whom. All reports are available in real-time which makes getting project, cost or other information a simple process.”

- Jeff Young, Division Manager

Unified System for Manufacturing Operations

As an effective system for improving productivity, quality and cost control, JOBSCOPE delivers numerous advantages, including:

- Visibility of manufacturing status (work in progress and finished stock levels)
- Consistency of data within CAD, PDM, ERP systems
- Consolidation of multiple databases
- Access to current and historic product design, engineering and manufacturing data
- Adherence to business critical operational processes (workflow, cue cards, etc)
- Detailed and consistent management reporting and business intelligence layer including KPI's
- Tracking real time job costs

JOBSCOPE puts you in control to:

- Schedule based on actual current workload
- Schedule new orders while recognizing existing obligations, WIP lead times, set-up times, queue times, and job priorities
- Set work center capacities at any level
- Reschedule specific orders, as opposed to rescheduling the entire plant
- Resolve scheduling conflicts using job priority codes
- Eliminate bottlenecks and reschedule incomplete operations
- Work effectively in situations where all labor and material requirements are not known in advance
- Collect charges to the job for materials and direct labor, while also allowing for sub-contract work, field work, engineering and any unplanned special charges
- Base lead times on current manufacturing capacity availability
- Recognize all the interdependencies of the product structure and schedules material arrival and production accordingly

JOBSCOPE controls costs by improving external communications with customers and internal communications between management, operations and finance. Real-time status reports provide information on each job, from the design of the product to shipment and delivery. By quickly locating all work orders and materials requirements, decisions can easily be made to adjust job priorities and reschedule work.

No Surprises

Along the way, you are protected from potential cost overruns and unpleasant surprises by tracking actual costs to date and comparing them with budget projections. Bottlenecks, shortages and downtime can be anticipated enabling management to transfer resources accordingly. JOBSCOPE is designed to be used at multiple locations, yet offers the advantage of a centralized database.

Getting it Right

As a job-oriented solution, JOBSCOPE is built around estimating, order management, material planning, cost control and dynamic scheduling. JOBSCOPE ensures that material is in the right place at the right time and inventories stay at their optimum levels. A complete financial package is included that is fully integrated with all production functions within the system.

Manufacturing challenges can fluctuate almost daily. That's why JOBSCOPE brings a wide-range of operational activity together and within reach to balance the unique requirements of every job you run. Engineering and manufacturing group communications are enhanced to ensure every specification is met. Full material tracking is provided even when resource shifting occurs to meet deadlines. JOBSCOPE gives you the ability to monitor job costs for profitability every step of the way. Managerial operations are improved and a realistic view of production is provided to put you in control.



Integrated. Flexible. Simple.

Engineering – The tools JOBSCOPE offers to engineers are flexible, so quickly creating a custom piece of equipment is a simple process. The engineering department can also easily create routings and bills of material with our CAD-integrated system.

Financials – JOBSCOPE includes a fully-functional suite of financial products to track costs, monitor accounts receivable and check customer credit histories. Due to the system's comprehensive link with the order entry and purchasing systems, it performs these tasks without extensive data entry by the user.

Material Control – A true just-in-time materials management system, JOBSCOPE's material control function will help maximize material availability, while reducing the amount of capital required to maintain raw material and stock inventories at their optimum levels.

Production – Because production requirements and schedules often fluctuate, JOBSCOPE's Job Management and Control system gives you flexibility to respond when changes occur. The fully-integrated system can also alert other departments of the situation and allows for dynamic scheduling.

Job Costing – JOBSCOPE is ideal for the project-oriented environment allowing real-time cost comparisons and adjustments for labor and materials. The system compares the job estimate to the updated job cost and visually provides performance reporting.



Automated Data Collection – JOBSCOPE's web-based data collection system, DataCap, provides accurate distribution of labor charges online for labor collection and time and attendance tracking. With DataCap, employees on the plant floor are able to easily enter data through bar code scanning into handheld devices or PC's. Those performing field services such as equipment delivery, installation or maintenance, enter data via a standard web browser which connects securely to DataCap. Once time calculations are performed for work on jobs and supervisors approve charges, the data is verified online, organized and uploaded to JOBSCOPE.

KPI Dashboard – Instant views of key performance areas of your business are presented in visually informative dashboard graphics. Real-time snapshots of operational, business and department-level performance enable management and supervisor-level personnel to quickly see progress toward production and operational goals. JOBSCOPE offers KPI's for several business and financial areas related to shipments, sales, receivables, work centers, inventory and labor.

KP Wellman

– *make-to-order manufacturer of boiler and pressure vessels along with industrial furnaces and heat exchangers*

JOBSCOPE is used in seven Wellman companies and has produced these benefits:

- Better control of factory capacity planning
- Ability to forecast outcome of contracts
- High visibility across operations via Forest and Trees report writing

“JOBSCOPE is so much a part of our business we could not run without it. With JOBSCOPE, we have real-time analysis of labor costs which allows us to see instantly the hours booked on any job. This is especially useful in knowing where we are in relation to the actual job cost and profit margin so we can identify problems early.”

– *Anne-Marie Baillie, Group IT Manager*

Adaptable for Your Business

JOBSCOPE accommodates well to your specific mode of operation whether you are an engineer-to-order / make-to-order manufacturer, metal processor and fabricator or a repair / refurbishment contractor.

Engineer-to-Order / Make-to-Order Manufacturers

JOBSCOPE is able to manipulate the critical factors of specific jobs because of the system's ability to manage detailed material and labor cost information. As a result, orders can be studied and managed both individually and collectively enabling JOBSCOPE to:

- Segment the entire production schedule for more effective material and production control
- Expedite or rearrange work loads for each work center, as well as reschedule individual customer orders easily and quickly
- Facilitate accurate estimates and enhanced communications between engineering and manufacturing groups

Metals Processors and Fabricators

The unique processing needs of extruders, foundries, forging operations, wire drawers and smelters differ from custom manufacturers. To address those needs, JOBSCOPE enables metals processors and fabricators to:

- Track and price scrap materials
- Optimize scheduling system
- Use standard costing as opposed to true job costing, if desired
- Factor in special order-entry requirements
- Keep track of lot inventory
- Ship items in unconventional ways

Repair/Refurbishment Contractors

JOBSCOPE is specially designed to handle sub-contract work and special charges for unplanned material and labor requests - two major factors in the repair/refurbishment environment. The flexibility of JOBSCOPE allows repair/refurbishment contractors to:

- Monitor costs vertically, by department, or horizontally by individual service orders
- Evaluate the performance and cost-efficiency of their employees and subcontractors on a job-by-job basis
- Define work and material, without being limited by the Bill of Material
- Stay abreast of all job completion dates, allowing selective bidding on upcoming contracts
- Easily adapt to differing severities of repairs for varying teardown and reassembly requirements



The JOBSCOPE Value

With JOBSCOPE in your production environment, you will see:

Improvements in –

- Inventory Accuracies
- Manufacturing Schedule Compliance
- Job Completions & Delivery Promises
- Material Availability
- Responsiveness to Customers
- Cash Flow from Shortened Production Cycles / Planned Shipments / Timely Invoicing
- Planning & Scheduling

Reductions in –

- Inventory
- Job Cost
- System and Data Maintenance

Professional Service. Expert Support.

To help customers attain the highest level operational and financial benefits from JOBSCOPE, we offer a full array of services for implementation, training and on-going support.

Jobscope's specialists and instructors provide the necessary resources and guidance for successful, effective implementations. This includes knowledge transfer to enable customers to properly interpret system data and use that information to make critical operational decisions that influence productivity improvements.

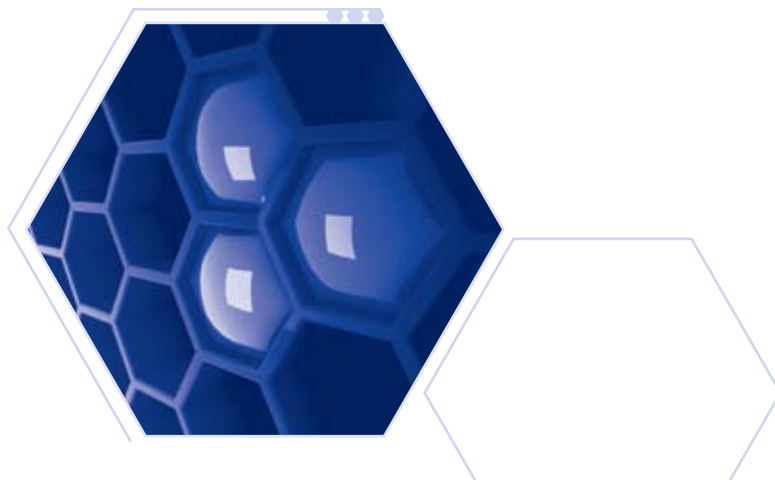
First line support personnel are available to address any system issues that may arise in JOBSCOPE. Our personal service delivers real-world help quickly and efficiently. Resources are also available for special needs related to weekends and after-hours assistance.

Customer Advisory Council

Because we understand that developing an outstanding product requires input from those who actually use the application, we are committed to hosting annual user meetings with our 'Customer Advisory' groups. In these sessions, emphasis is placed on communication related to:

- Product development strategy
- User requirements (both long and short term)
- System features and functions
- Technical developments
- Problem resolution and service pack releases
- Knowledge sharing
- Customer specific developments and use of the system

These advisory group meetings have proven to be extremely valuable for both Jobscope and the customer. By sharing development strategy direction and gathering input from the shop floor and operations management, we are able to deliver a solution that gets the job done right the first time.



Nol-Tec Systems, Inc.

– *a service-oriented industrial automation and bulk material handling company specializing in pneumatic conveying and system integration.*

“With JOBSCOPE we can pull in the description, cost and selling price of parts and assemblies which allows the sales and engineering departments to communicate better with one another about what has been included on a customer’s system. And, the order analysis function in JOBSCOPE helps us better analyze costs on projects and to separate labor for different billing classifications.”

– Lynn Joachim, Accounting Manager

Cobble Blackburn

– *manufacturer of carpet tufting machinery and equipment*

“Using JOBSCOPE, we can book labor and material purchased directly against a contract. We are now better equipped to see where costs are going related to design, installation, warranty, etc. The system has made us more competitive as a company and enabled us to focus efforts on areas where we can have the most impact.”

– Jason Kent, IT Manager



Jobscope Corporation

355 Woodruff Road, Suite 212 • Greenville, South Carolina • 29607
800.443.5794 • 864.458.3160 (fax) • www.jobscope.com