BATCHMASTER® ERP

BatchMaster ERP with SAP Business One

BatchMaster Solutions for Small to Midsize Process Manufacturers

SCALE PRODUCTION. REDUCE COSTS. SPEED GROWTH

A Proven, Economical Solution for Small to Midsize Process Manufacturers

BatchMaster® ERP with SAP® Business One

A Complete Management Solution

To grow your manufacturing business, you need to focus on your core competencies and key business objectives. This requires having detailed enterprise-wide information at your fingertips. Having your sales, accounting, manufacturing, and distribution in a single system means you can make smarter, faster business decisions. Customer requirements can be satisfied easily and business opportunities taken advantage of quickly.

Maintaining a competitive edge means having a clear view of all aspects of your business. It means streamlining processes and always being able to get the information you need when you need it. If you can effectively track and access all customer-related information, you can better service your customers at every point of contact, helping ensure repeat business. If you can monitor production at a granular level, you can reduce the costs of manufacturing, helping increase margins. And if you can accurately monitor and manage revenue and expenses, you will be positioned to optimize cash flow, increasing your financial strength and the flexibility to respond quickly when business opportunities arise.

The software has been configured to meet the needs of small to midsize formula-based manufacturers by embedding BatchMaster Manufacturing components within the Business One framework, and tailoring the application's menu structures, inquiries and reports. The resulting solution, BatchMaster ERP with SAP Business One, is affordable, quick to install, easy to maintain and effectively runs every facet of one's business.

Streamline Your Entire Business

By incorporating all your business functions, BatchMaster ERP with SAP Business One supports sales, purchasing, inventory, financials, product development, manufacturing, distribution. Business information captured in a single system is instantly accessible across the organization, eliminating duplicate data entry along with related errors and subsequent costs. Workflow-based alerts trigger auto-responses when important business events occur, so you can monitor and focus on those that are most critical. Freed from constantly reacting to day to-day minutiae, you can spend more time driving your business forward.

Strengthen Customer Relationships and Loyalty

Manage sales, customer service, and support all integrated with other business functions across the company. With the service call module you can effectively respond to customer service and support calls and find resolutions more quickly. Detailed service reports related to call volumes, durations, and response times allow you to assess progress and take necessary actions. You can also analyze customers using data from sales, operations, and finance to identify ways to serve them faster and better.

Act on Instant and Complete Information

Capture data across sales, customers, operations, and financials in a single application for immediate access and use. With the addition of the fully integrated Crystal Reports® software, it delivers compelling reporting functionality and information access that give you crucial insights into all parts of your business. With “drag-and-relate” and interactive drill-down functionalities, you can click through relevant data and get answers quickly. Employees can respond to customer needs faster, and your managers can track revenues, costs, and profit margins so they can assess business performance and determine how to improve it.

Meet Your Industry-Specific Needs

The software has been pre-configured to meet the specific needs of formula-based manufacturers in process industries such as Food, Beverage, Chemicals, Personal Care, and Nutraceutical. From setup to execution to reporting, you have the ability to personalize the software to meet your individual needs with minimal IT involvement. In terms of initial system implementation, you can be up and running within four to eight weeks, depending on your circumstances.

Designed Exclusively for Formula-Based Manufacturers

An Affordable Solution for Small to Midsized Businesses

Drawing on more than 25 years of BatchMaster manufacturing software experience and over 35 years of SAP business management software experience, BatchMaster ERP with SAP Business One is an affordable, proven solution. It offers financial, sales, purchasing, inventory, planning, and production management while completely supporting research and development and compliance initiatives. Its intuitive interface and vast configurability minimizes IT complexities for implementation and ongoing maintenance.

Functionality Overview

Accounting and Financials

With support for multiple currencies, budgeting, and bank reconciliation, BatchMaster ERP with SAP Business One delivers financial management functionality that will make your business more efficient and more productive. Manage your general ledger, journals, budgets, and accounts payable (AP) and receivable (AR). Conduct all your banking activities, including processing bank statements and payments by methods such as check, cash, and credit card, as well as internal and external reconciliation of various accounts. Create various financial reports including profit and loss, cash flow, balance sheet, aging, and profit center reports

Sales and Customer Relationship Management

Leverage comprehensive sales and service functionality, helping to ensure total control of customer acquisition, retention, and profitability for your business. Cohesive features across marketing, sales, and service provide end-to-end visibility for the entire customer life cycle.

- Track sales opportunities and activities from first contact to the close of sale
- Create quotes, enter orders, and manage shipments, invoices, incoming payments, and credits for returns
- Initiate marketing campaigns by using templates for mass e-mails
- Provide support for customer service, service contracts, and warranties
- Manage and maintain customer contacts with full Microsoft Outlook synchronization.

Customer Service and Support

CRM functionality helps you attain control of customer acquisition, retention, loyalty, and profitability for your business. Service call functions provide support for service operations, service contract management, service planning, customer interaction activity tracking, customer support, and management of additional sales opportunities.

Sales

With the sales management tools in BatchMaster ERP with SAP Business One you can create price quotes, enter customer orders, set up deliveries, update inventory balances, and manage all invoices and accounts receivable. The software offers efficient document development for every step in the sales process, including quotations. All relevant information is moved from one document to the next (from sales quotation to the sales order to delivery note to the AR invoice) saving you time and reducing errors. The solution also gives you the flexibility to adapt the steps in the sales cycle to fit your needs and specific business processes.

Purchasing and Planning

Every business needs a systematic approach to managing the procurement process, from creating purchase orders to paying vendors. The system helps coordinate the complete order-to-pay cycle, including receipts, invoices, and returns. Using the robust reporting functionality, you can quickly analyze the performance of your vendors and adjust your procurement strategy accordingly.

Plan material requirements for production, control bills of material, and replenish inventory automatically with a structured process. Demand inputs from actual and forecasted orders, your recipes or formulas, and the packaging bills of material define gross material requirements. Supply inputs come from inventory, production and purchase orders. The result is a time-phased calculation of what you must make or buy to support your customers.

Process Manufacturing

Safeguard your formulas or recipes and rigidly control batch production of finished good products, including co-products and by-products. Manage your production in a make to stock and/or make to order environment. Support your customer requirements through the use of separate formula and packaging specifications, intermediate and sub-assembly hierarchies, special instructions and inventory reservations. The software can dynamically adjust base specifications during formulation, as well as during production, to ensure your batch production goals are met. Issue inventory to production based on lot reservation and expiration rules. Manage lot number creation of finished goods inventory. Analyze costs and yields, manage QC activities and production line resources, and generate industry-specific compliance labeling and reports, such as FDA and SDS documents. Additional planning and scheduling features can auto generate production schedules, batch production jobs and purchase orders.

Inventory Control

Manage your inventory and operations including picking, packing, shipping, and billing. From receiving to storage to shipping, raw materials and finished goods inventory is reported and transacted by item number, lot number, lot status and license number. Issue or backflush materials based on LIFO, FEFO, or FIFO rules. Default bins for rejected, suspect, and good stock can be defined for each warehouse. You always know where your stock is and whether it's available for processing or sale! Perform inventory valuation using different methods such as standard costing, moving average, and FIFO. Manage pricing and special pricing, which allows automatic application of volume, cash, and account discounts to transactions with vendors and customers. Run real-time inventory updates and availability checks. Mobile execution increases productivity and throughput.

Reporting and Administration

Powerful integrated analytic and reporting tools help you access the essential business information you need. There are a large number of predefined reports for both departmental needs and regulatory agency needs in specific industries such as Food, Beverage, Chemicals, Personal Care and Nutraceutical. You can generate reports for a specific requirement in your business and customize the output accordingly.

Day to day: create, manage, and distribute real time reports with ease. You can use various reporting tools (such as Crystal Reports, Print Layout Designer, XL Reporter, and Query Manager) to create financial and management reports that provide snapshots of key performance indicators such as sales bookings, year-to-date revenue, accounts receivable, open orders, and outstanding payments.

Not only can you export any report into various electronic formats including PDF, Microsoft Excel/Word, RTF, and XML, you can also distribute them across the company via e-mail, fax, or other formats. The solution provides you with end-to-end visibility of your business operations that helps you quickly understand key relationships and transactions within the business.

Functionality Checklist

Accounting and Financials

- General ledger and journal entries
- Basic cost accounting and monitoring project costs
- Basic budget management
- Banking and bank statement processing
- Payment processing and reconciliation
- Financial statements and reporting
- Sales tax and VAT
- Multicurrency support

Sales and Customers

- Opportunities and pipeline management
- Customer contact and activity management
- Sales quotations and orders
- Goods delivery and returns tracking
- Invoicing and crediting
- Sales and pipeline forecast
- Service contract management
- Service call management and Tracking

Purchasing and Planning

- Purchase orders and deliveries
- Goods receipts and returns
- AP invoice and credit notes
- Forecasting
- Master Production Scheduling
- Material Requirements Planning

Process Manufacturing

- Product Development (Laboratory and Samples)
- Formula Management
- Packaging Bills of Material Management
- Batch Job Production and Optimization
- Costing and Comparative Analysis
- Production line scheduling
- Compliance Reporting and Labeling

Quality Control

- Inspection and disposition by lot or partial lot of:
    - Incoming goods
    - Work in Progress
    - Finished goods
- Re-testing of Inventory at any time
- User-defined test methods and results reporting
- Inventory hold and release capability

Inventory and Distribution

- Shelf life management
- Receiving, issues, put away, inventory adjustments, pick, pack, and ship transactions
- Transfers within and between warehouses or bins
- Mobile task execution and inquiries
- Serial number management
- Inventory revaluation
- Customer and vendor catalog numbers
- Price lists and special pricing

Reporting and Administration

- Fully integrated with Crystal Reports® software
- Microsoft Outlook® integration
- “Drag-and-relate,” drill downs
- Search assistance
- Workflow-based alerts for exception management
- Employee directory and administration, employee time
- Remote support platform
- Data migration workbench, data archiving

Functionality Details

Accounting and Financial

Chart of accounts - Create and manage charts of accounts for any country using locally compliant templates, which you can adapt to fit your unique business needs. Define individual charts of up to 10 segments (or levels), if needed, to support your businesses processes and reporting requirements. You can create segmented charts of accounts that represent your departments, divisions, regions, branches, and so forth.

Journal entries - Benefit from functionality that automatically posts journal entries from the sales, purchasing, and banking areas and also either manually or automatically creates new journal entries. You can search for existing entries and automatically allocate each transaction to a project or a profit center.

Journal vouchers - Save multiple manual journal entries to a batch to review them before processing. This allows you to verify and correct postings if necessary before they are entered into the general ledger.

Tax engine - The patented tax engine has been designed to address a variety of complex tax requirements while maintaining a user friendly interface that can be maintained by your company's tax professional. The tax engine has a high degree of configurability, allowing it to address known tax requirements in addition to future tax modifications.

Posting templates - Define general ledger account templates to save time and help avoid mistakes during the manual posting of journal entries.

Recurring postings - Define your own postings for regular execution in accounting and specify a frequency for each recurring posting. With recurring postings, the application automatically reminds you to post your transactions.

Reversing journals - Reverse month end accruals automatically. By default, reversal of specified postings occurs on the first day of the next month, but the software allows users to specify a different reversing date for each posting, if desired.

Exchange rate differences - Periodically evaluate your open items in foreign currencies to identify differences and choose the appropriate correction transaction.

Banking - Track all banking processes, from cash receipts and check writing to deposits, advance payments, credit card payments, and account reconciliation.

Budgets - Define and manage budgets against general ledger accounts. Configure budget allocation methods; define budget figures in any currency (local, foreign, or both); and display a summarized budget report that compares actual and planned figures. To avoid surprises, you can create an online alert that notifies you if a transaction exceeds the monthly or annual budgeted limit.

Profit centers - Define different profit centers or departments and allocate corresponding revenue and cost accounts to a pre-designated profit center in the chart of accounts.

Profit center report - Run a profit and loss statement based on revenues and costs (both direct and indirect) as defined in the allocation rules. You can run it for any profit center, choose between annual and monthly display formats, and compare the results with figures for the previous period.

Distribution rules - Define different distribution rules to characterize business activities and then locate revenue or cost accounts to the corresponding distribution rule.

Real-Time Accounting

Fully integrated financials - Automate key financial and banking management activities with fully integrated functionality. When you run a transaction, the software automatically posts a journal entry in the general ledger so you don't have to perform additional posting or batch processing.

Quick drill down - See information at the posting level. For example, while viewing the journal entry for a sales transaction, you can drill down to see chart-of-accounts information.

Complete chart of accounts - Drill down on the balance field to see transactions that make up a specific balance.

Accelerated Month-End Closing

Automated tasks - Accelerate month end closings by assigning tasks to individuals or creating reminders to manage various aspects of the closing via the activity window.

Control accounts - Identify accounts as control accounts and assign them as default posting accounts for the increase or decrease to customer or vendor balances. This helps ensure synchronization between the general ledger and the subsidiary ledgers.

Period-end closing - Create specific postings in the accounting system when a posting period (or fiscal year) ends. Transfer previous general-ledger account balances from one period to another.

Financial Reporting

Crystal Reports® - Quickly generate real-time financial reports in a variety of layouts and export them into formats that best meet your needs, including Adobe PDF, Microsoft Word, Microsoft Excel, and XML.

Multilevel reporting - Create reports that allow your data to be grouped and viewed at all levels. If you need to access lower-level detail, you can readily drill down all the way to the posting level detail directly from your report output.

Integrated reports - Create advanced reports with integrated business information across financials, accounting, inventory, sales, and purchasing.

Sales and Customer Relationship Management

Opportunity Management - Record every sales opportunity, from lead identification of the customer through discovery, qualification, proposal, closing, and after-sales service and support. Details of the opportunity include the source, potential deal size, closing date, competitors, and activities.

Business partner master record - Manage all information about customers, resellers, and suppliers, including e-mail addresses, profiles, sales reports, activities, and account balances. Use the calendar to track your activities and perform keyword searches to find specific items in the calendar.

Opportunity analysis - You can analyze opportunities by lead source, territory, industry, customer, and item. Reports show forecasts and anticipated revenue by various date ranges, such as month and quarter. View distribution of leads by source over time to identify the most profitable lead-generation activities.

Prospect management - Import thousands of prospects from Microsoft Excel files or other standard file formats, such as comma-separated value (CSV) files, and then manage and follow up on activities. Add prospects to e-mail campaign lists, contact lists, and newsletters. Target prospects or business partners with e-mail and cold-call campaigns.

Dynamic reports - Obtain a unique, time-phased view of business data with the dynamic opportunity-analysis report, so you can readily spot trends, patterns, and behaviors of sales opportunities and personnel.

Customer Service and Support

Service contracts - Create a regular support or warranty contract for items or services sold to a customer. The contract contains the start and end dates as well as specific contract terms, which could include guaranteed response or resolution times.

Customer equipment cards - Maintain detailed information about an item sold to a customer, such as a manufacturer's serial number, replacement serial number, and service call history. Cards also list service contracts assigned to the specific item. View all equipment and corresponding serial numbers sold to a customer or range of customers.

Service calls - Review information about all service calls that were created, resolved, or closed on a specified date or within a range of dates. You can restrict the report to see service calls for a specific queue, technician, problem type, priority, item, or call status. You can choose whether to include a view of overdue calls.

Service calls in the queue - Track and maintain service calls by reviewing the call history related to a particular event. You can monitor the status of a call and assign it to individual technicians or maintain them in a team queue.

Response time by assignee - Follow the communication between a customer and the service department and track the time needed to properly respond to a single service call.

Sales

Sales quotation - Create sales quotations for your leads and customers. These sales quotations can be fed into the Laboratory R&D feature in manufacturing to estimate costs for new products. You can calculate gross profit for each quotation, readily review the sales price history, and once you create a quotation easily export it to Microsoft Word.

Sales Order - Simplify entry of sales orders by accessing item availability information through an available-to-promise report across multiple warehouses. When a shortage arises, choose to order from a list of alternative items or allow the item quantity to be partially delivered. Orders can support different delivery dates and ship-to addresses for each line item, and you can automatically create purchase orders from a sales order and drop-ship the items to the customer's site.

Delivery - Generate packaging documentation for all goods shipped to a customer. The built-in packaging function facilitates the “virtual input” of items into different parcels when a delivery is created. You can store the delivery tracking number and access the shipping status with the click of a mouse. The software automatically updates warehouse quantities when you make a delivery (shipment.)

Returns processing - handle customer returns, including A/R balance and inventory adjustments, with a single document.

Backorder processing - track orders that cannot be delivered due to inventory shortages. Automatically fulfill those orders when items are received to inventory.

AR invoice - Automatically create a corresponding journal entry with each invoice. As a result, you can create an automatic receipt if the customer chooses to pay only part of the invoice.

AR invoice and payment - Create an invoice and receipt in one step by using information from the same document.

AR credit memo - Import data from the original invoice when creating a credit memo for returned merchandise.

Down payments - Apply customer down payments to sales orders. You can process a down payment with or without an invoice, and can decide whether you would like to create the appropriate accounting postings once the down payment is made or only document without creating any postings.

Document printing - Select period, document number, or document type to print sales and purchasing records.

Document drafts - Print, edit, and manage all documents that have been saved as drafts.

Document generation wizard - Automate the creation of documents used in the sales and fulfillment activities, using information from one or more other documents as a starting point. With the help of the wizard, you can decide to create target documents such as delivery notes or invoices automatically using sales orders, deliveries, returns, or AR invoices as a basis. For example, you can group all existing sales documents in a single invoice for any given customer, or create summarized invoices for any given customer based on a variety of orders and delivery notes collected over the course of a month.

Dunning wizard - Automate the process of creating and sending reminder letters to customers with past due balances. Execute the wizard at regular intervals to check for outstanding customer invoices, and send a series of late notices with different levels of severity at predefined intervals. Maintain a payment history for each customer so you can make more informed decisions when it comes to defining payment terms for future orders.

Purchasing and Operations

Manage and maintain supplier- related activities including issuing purchase orders, updating inventory quantities, calculating the landed cost value of imported items, delivering goods, and handling returns and credits.

Purchase order - Create purchase orders for materials or services you order, and print, mail, fax, or e-mail them directly to the supplier. A purchase order can be created from a sales order or MRP suggestions to ensure that the appropriate levels of goods are in the warehouse on the required shipping or production date**.** A purchase order updates the available quantity of the ordered items and informs the warehouse manager of the expected delivery date. You can split a single purchase order into multiple parts when, for example, items need to be shipped to multiple warehouses.

Goods receipt purchase order - Decide whether you would like to receive deliveries at one warehouse or multiple warehouses. Goods receipts are be linked to a purchase order, which means that the purchase order quantity can change if the quantity received does not match the original order amount. For items that need to be returned to the vendor, a goods return document can be created to either partially or completely reverse the goods receipt PO.

AP invoice - Process payments to suppliers by acting on journal entries the software automatically generates when you process supplier invoices.

AP credit memo - Issue a credit memo to any supplier for returned merchandise. You can quickly draw the data required for that credit memo from the original invoice.

Landed costs - Calculate the purchase price of merchandise by allocating the various landed-cost elements (such as freight, insurance, and customs duties) to the FOB cost of each item. The actual warehouse value of merchandise updates automatically.

Down payments - Manage your vendors' down-payment requests for purchase orders. Process the down payment with or without an invoice. You have the choice to create the appropriate accounting postings once the down payment is made or only document it without creating any postings.

Freight charges - Track and document any additional costs like freight charges involved in purchasing transactions such as insurance, shipment or other fees that apply to your goods.

Document drafts and printing - Edit and manage all purchasing documents that have been saved as drafts and print them (including drafts) by period, document number, or document type.

Forecasts - You can predict demand based on historical sales, received orders, and other forecasting metrics. Forecast calculations help you anticipate demand for your product and adjust material planning accordingly.

User-defined Demand Fences - Divide planning horizons into three buckets (near, medium and future) and get the granularity you want. Define what would be the sources of demand in these time fences. For instance, the nearest time fence can show demand only from sales orders and warehouse transfers, the mid-range fence can show demand from forecast, sales orders and warehouse transfers and the future time fence can show only forecast demand.

Order recommendation report - Automatically create production orders and purchase orders based on information in a recommendation report. If an item needs to be outsourced, you can readily convert a production order to a purchase order. You can also consolidate purchase orders to the same supplier into one order, further streamlining the purchasing process.

Dashboards - MPS, MRP and “current production” can be viewed and managed easily.

Process Manufacturing

Your formula or recipe specification is at the core of the software's batch production, quality, costing and compliance processes. Effectively manage your formulas, packaging bill of materials and production processes by adjusting for encountered or expected variations in raw materials or resource capacities.

Laboratory & Formulation - A finished good consists of a formula of ingredients and a packaging bill of materials. Intermediates and subassemblies can also be built using standard specifications. Define labor, setup, overhead, special instructions, substitutions, costs and quality control steps within each formula. Create and analyze formulas or samples with non-inventoried or nonexistent ingredients with theoretical properties. Change the amount or concentration of an ingredient and the system dynamically adjusts the quantities of other ingredients in the formula to ensure the formula meets its weight or volume target.

Easily adjust formulas to meet nutritional or physical property targets based upon user or industry defined standards, such as the USDA database standards. Analyze formulas through "what if" checks and side by side comparisons, as well as drill down costing inquiries. Formula and packaging specifications are defined separately, giving you maximum flexibility in managing finished goods, including intermediates and sub-assemblies, while reducing formula proliferation. Business process workflows improve collaboration and speed approvals of formulas and bills of material.

Product Costing - Perform an accurate cost analysis on any production or development formula. Compare the cost of providing a finished good in different sizes. Run a what-if cost analysis using multiple price lists. Do a comparative study of the cost of your finished products using a common basis for measuring the costs such as material cost, labor cost, or line item loss.

Production - Create batch production jobs comprised of mix, fill and assembly type operations that support your make-to-order, make-to-stock and mixed-mode production needs. Batch jobs can be created from Sales Order.

Master Production Schedule - or Material Requirements Planning requirements, assigned to production line resources, and then scheduled using Advanced Production Scheduling.

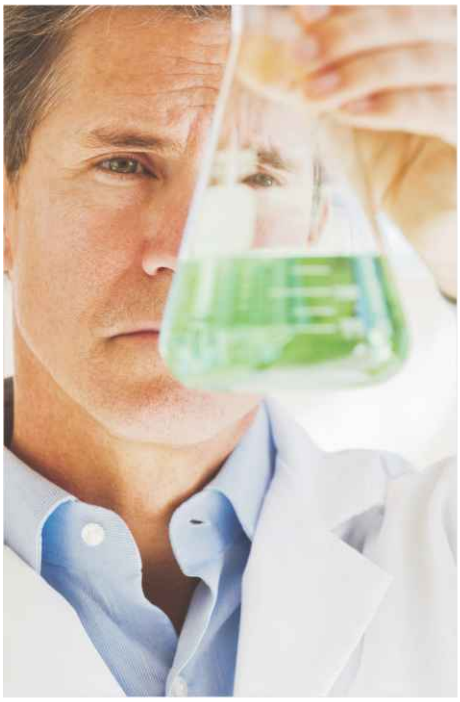
Based upon your expected batch yield, the system can dynamically create and size batch jobs, schedule and then release them in sequence to optimize the use of available inventory and resources. When "out of tolerance" QC conditions are discovered during production, the user can adjust the formula to ensure that target properties are met prior to packaging.

Material Allocations - Allocate your production batches to sales order in a make to order scenario. Quickly allocate, pick, and issue or backflush raw materials. Automatically adjust quantity of raw materials based on lot concentration. Easily get a list of short materials during production and size your batch accordingly.

Quality Control - Perform quality control tests on received goods, stored and issued inventory, batch jobs in production, or on finished goods prior to shipment. QC steps are embedded and managed within formulas and BOMs. The software addresses out of tolerance conditions, sampling methods, and test definitions. You can define your own QC tests, QC statuses (rejected, Material Review Board, etc.) and QC hold and release conditions. Processing or shipment of "on hold" inventory lots cannot proceed until non-conformance issues have been resolved.

Compliance - Configuration wizards allow you to customize industry standard templates and generate COA, SDS, PSDS, SARA and other industry specific compliance documentations. These documents, as well as fully compliant product labels, can be generated within batch production. To meet product traceability requirements, all movements of lot controlled inventory are captured. Suspect ingredients, materials or finished goods can be tracked and traced from receiving to shipping, shipping back to receiving, or at any point within production. Recall letters for these suspect products can be generated.

Production Scheduling - Optimize scheduling of both production batches and projected deliveries through graphical interface and easy drag and drop. Plan for change overs and preventative maintenance and sequence batch jobs accordingly.



Inventory Control

Item master data - Define production items (make), purchase items (buy), and non-inventoried items (labor and travel, for example) while maintaining default information such as preferred supplier, purchasing and selling unit of measure, and tax status for each item. You can maintain inventoried items in multiple warehouses with differing associated costs depending on location. The software supports most common inventory valuation methods, including standard cost, weighted moving average, and FIFO methods. Define order intervals in which to purchase an item (monthly, weekly, or daily, for instance). You can also define the lot sizes in which to purchase items, the minimum and maximum order quantities, and the average lead time. You can then use this information in conjunction with the MRP functionality.

Simultaneous Dual Units of Measures - Analyze and report formula & BOM definitions, inventory balances and issues in terms of quantity and weight or volume user defined UOMs. User defined conversions are employed when goods change their physical states during production.

Lots - Automatically assign system generated lot numbers to received raw materials and produced finished goods based upon various attribute combinations, such as date and shelf life. Lot information will be used in sales orders, batch production jobs, delivery notes, and inventory movements.

Serial numbers - Automatically or manually generate serial numbers using templates.

Substitute items - Create a list of alternative ingredients or packaging materials for a finished goods formula when the inventory is not available for batch production. Create a list of alternative items for order fulfillment when a customer's selection is not available, ranking substitute items based on similarity of item, price, or quantity.

Batch options - Define an item's default batch size, quarantine days, and expiry dates. Set the material issue method (LIFO/FEFO/FIFO) and lot number mask.

Quality - Define the QC tests an item must undergo at each stage as it moves into, through and out of your facility. Put items “on hold” preventing further processing until the problem is resolved.

Business partner catalog numbers - Maintain a cross-referenced table of customer and supplier part numbers to inventory part numbers. You can use supplier part numbers on purchasing documents and customer part numbers on sales orders. All inventory transactions are posted using your inventory part numbers.

Goods receipt and goods issue- Record receipts and issues that are not directly related to a sales or purchasing document.

Inventory transfer - Move inventory among warehouses, or between bins

Inventory revaluation - Reevaluate your item costs and inventory value without changing quantity levels.

Inventory posting - Enter opening balances for inventory items and update warehouse data.

Cycle inventory counting - Streamline inventory counting by identifying when each item in inventory is due to be counted. The alerts and reports produced help ensure that items of different levels of importance are counted as frequently as required.

Price lists - Define a variety of price lists and link them to customers or suppliers. Quickly create dynamic links between price lists, which are updated automatically whenever the primary price list changes.

Special prices - Define special prices for individual customers or suppliers, quantity-specific prices pegged to order volume, and a validity period for each price.

Pick and pack manager - Manage the picking and packing process within multiple queues. As sales orders are entered, they are displayed in the "open" queue and can be marked as either fully or partially released for picking. The "released" queue displays all orders released for picking, which you can mark as fully or partially picked. Within either the open or released queues, you can automatically create pick lists for an order or range of orders. This feature offers extensive drill-down functionality that includes customer and item master data as well as originating documents.

Mobile Operations - Warehouse, inventory and production transactions, as well as real time inquiries, can be executed via mobile devices. This in conjunction with barcode labeling reduces data entry errors and speeds transaction processing.

Reporting and Administration

Simplified Reporting with Crystal Reports

BatchMaster ERP with SAP Business One is fully integrated with Crystal Reports®, an industry-leading reporting solution. Together, they provide comprehensive reporting functionality that allows you to get crucial insights into all parts of your business.

You can perform the following activities with Crystal Reports:

Generate accurate and timely reports - Create reports in a variety of presentation formats in a user-friendly graphical environment. You can generate standard and ad hoc reports, import externally created Crystal Reports, drill down into lower-level data, and then analyze the information.

Customize with ease - Customize reports by adding any standard data field or user-defined field with minimal IT overhead. You can also attach messages with personalized information.

View and export reports - View and export reports to Adobe PDF, Microsoft Word, Microsoft Excel, RTF, and XML.

Distribute reports across the company - Distribute reports via e-mail, fax, electronic file transport, and standard printing.

Control access to information - Assign access rights at user and group levels. Security features will help ensure that your employees view and access only the reports that they are authorized to access.

Embed flash files into your reports - Expand the scope of Crystal Reports by adding Xcelsius® software. You can create advanced report designs and visualizations by adding dynamic charts, graphics, and even video files to your reports.

Predefined Reports

We provide the following predefined reports for each functional area:

Accounting
- Aging reports
- Profit and loss statement
- Balance sheet
- Trial balance
- Cash flow statement
- Comparative reports
- Budget reports

Sales opportunities
- Opportunities
- Stage analysis
- Opportunities pipeline
- Opportunity forecast and forecast over time
- Won and lost opportunities
- Open and closed opportunities
- Lead distribution over time

Sales and purchasing
- Open items list
- Sales analysis
- Purchase analysis

Business partners
- Activities overview
- Inactive customers
- Collection history

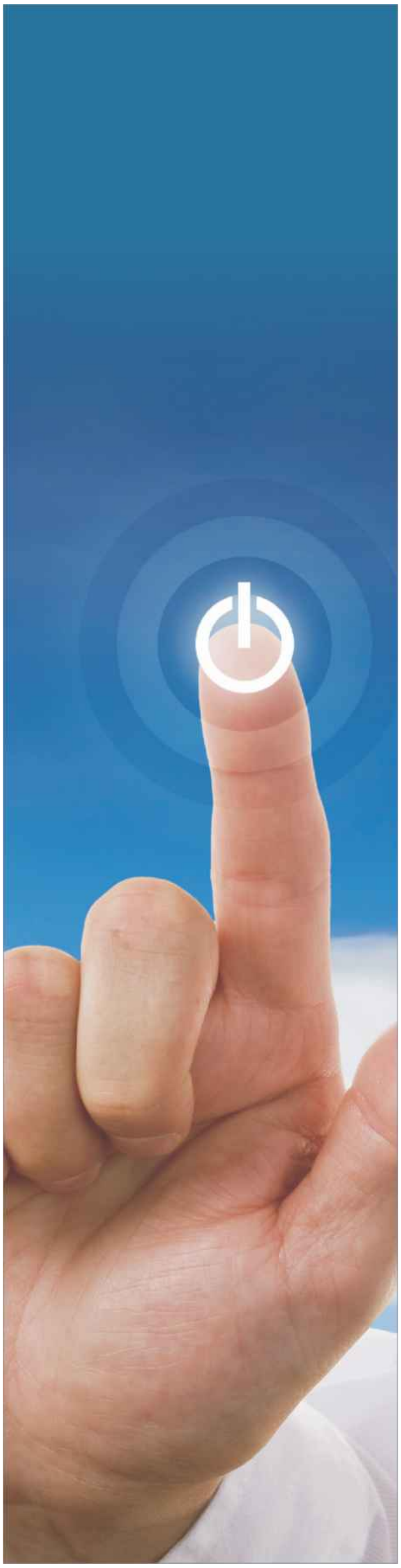
Formula and Product Development
- Multi level formulas
- Raw material search
- Formula material analysis
- Physical Property Analysis
- Physical Property Search
- Nutritional Labels
- Ingredient Statements

Product Cost Analysis
- Detailed product cost
- Product Cost Summary
- Product Cost Analysis
- Cost rollup

Production
- Open work orders
- Formulas and packaging BOMs
- Item where-used
- Production line capacity
- Critical inventory
- Material requirement analysis
- Actual vs expected production costing
- Yield, QC and Production history
- Lot traceability and Recall
- Certificate of analysis, MSDS, SARA, and other industry specific shipping documents

Service
- Open service calls
- Overdue service calls
- Response time by assignee
- Average closure time
- Service contracts
- Customer equipment report

Inventory
- Item list
- Last prices
- Inactive items
- Inventory posting list by item
- Inventory status
- Inventory expiry / aging
- Inventory in warehouse
- Inventory valuation
- Serial number transaction
- Lot number
- Time Phased Inventory
- Turnover Analysis



Technology

Microsoft Outlook Integration - BatchMaster ERP with SAP Business One integrates with Microsoft Outlook through an add-on, enabling you to exchange and share data to keep all parties up to date about account developments and business opportunities. You have the following functions available.

Data synchronization - Synchronize calendar appointments, contacts, and tasks between the software and Microsoft Outlook. This function allows you to schedule automatic synchronization runs and resolve any outstanding conflicts that may occur across the two applications.

Quotations - You can import quotations into Microsoft Outlook and then display, edit, and send them as e-mails. You can also create new quotations in Microsoft Outlook and save them in the ERP application.

E-mail integration - Save a Microsoft Outlook e-mail as a new activity in BatchMaster ERP with SAP Business One. Save the original e-mail text and the original file attachments as an add-on to an existing activity. Make follow-up and reminder settings for an activity.

Single-Server Architecture

BatchMaster ERP with SAP Business One resides on a single server that runs on Microsoft Windows and supports Microsoft SQL Server.

Besides a database server, the solution also provides several server-side applications and tools:

- License server, which manages purchased end-user licenses
- Backup tool to perform database backups
- Integration platform to integrate BatchMaster ERP with SAP Business One with other business software
- Remote support platform which enables proactive support and maintenance.

System Reliability and Performance

BatchMaster Software offers a remote support platform to help you maintain your software system more easily and proactively prevent potential issues from impacting your business activities.

System status report - Automatically execute health checks on your installation, system data, previously performed backups, disk space usage, and more to proactively prevent issues.

Database maintenance - Schedule automated database backups and restore previously backed-up databases if needed.

Pre-upgrade evaluation - Check if your system is ready for an upgrade and if there are critical issues that might potentially prevent a successful upgrade process.

User-Friendly Configuration and Personalization

BatchMaster ERP with SAP Business One gives you powerful tools to tailor forms, queries, and reports to meet specific business requirements without the need for specialized technical training. You can configure settings to define exchange rates, set authorization parameters, and create import and export functions for internal mail, e-mail, and data.

Configuration Features

- **Company selection** Various basic settings
- Initialization and general preferences
- Company data and general settings for charts of account, tax codes, sales employees, territories, projects, address formats, payment terms, suppliers, customers, items and commission groups, warehouses, service contract templates and queues, banks, payment methods, and shipping methods
- **Formula** Ingredients, QC steps, labor, and dynamic and static costs used in the production of a finished good and an intermediate.
- **Bills of Material** Materials plus additional dynamic and static costs used in the packaging of a finished good or building of a subassembly.
- **Process Cell** Rate and capacity characteristics of a piece of equipment or a production line.
- **Authorizations** Controlled information access (full, read only, or no access); access granted based on team, department, or branch
- **Definition of exchange rates -** The basis for all reports and recorded data
- **Utilities -** Data backup, automated processes, year-end closing, archiving, and data import and export
- **Recovery -** Data administration and retrieval
- **Alert functions and messages** Messages for internal users, customers and suppliers; personal profile definition for warning messages
- **Opening balances -** Entering opening balances when company starts
- **Master data record-** Maintained or the entire application and contains the master data record for a customer and supplier.

Local Best Practices

The software provides built-in country-specific functionality to help you comply with local legal requirements as well as local business practices. Localizations mainly support legal, currency, and financial requirements and include adjusted financial postings, print layouts, and reports. As part of maintenance operations, there are country-specific legal changes and requirements implemented with regular patch deliveries.

Search Assistance (formatted search functionality)

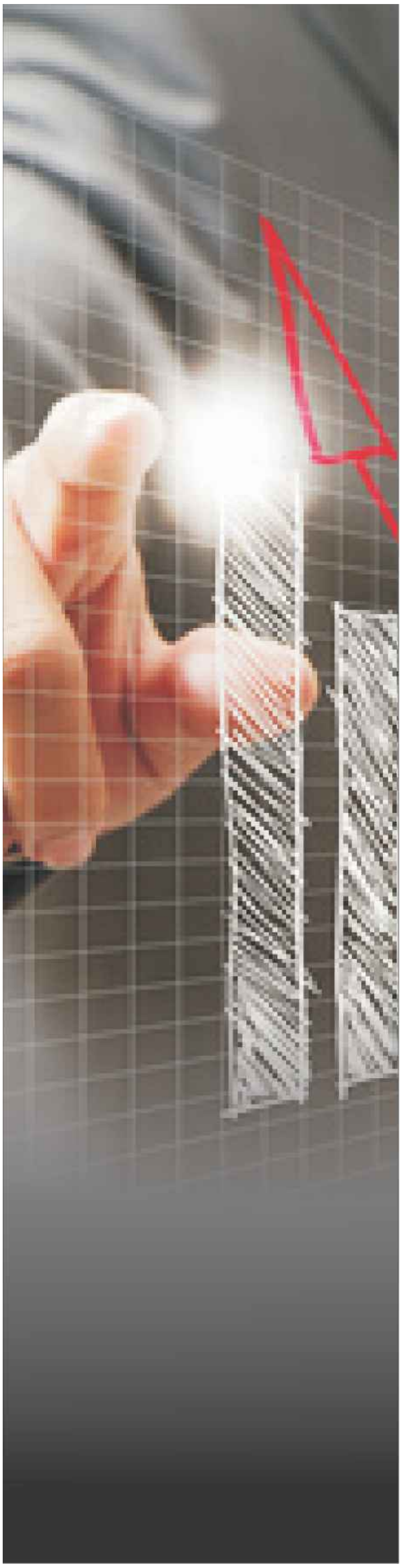
Record values for each field in the application, including user-defined fields, from a predefined search process. You can use formatted searches in the following situations:

- Automatic entry of values in fields based on one of the following:
  - Use of different objects in the application
  - Predefined lists
  - Predefined queries (user defined)
- Definition of dependencies between application fields
- Display of fields used only for queries, such as user signature, creation date, and balance of open checks (for a business partner)

Alerts and Approvals

You can set up immediate notifications and automatic responses to important business events through user programmable, workflow-based alerts. Designate the events you want to track and define ranges for acceptable tolerances and limits connected to these events. When indicators fall out of the predetermined range set for the event, you will receive an alert. Any breach of business policy generates an immediate notification to the manager and initiates a workflow process to manage the event.

Using alerts, you can proactively manage by exception and eliminate the need to monitor all activities manually. You can know in real time every time a set threshold is crossed so you can take immediate action. You can also drill down to get information about the alert, which can help you make informed decisions regarding future actions associated with the event.



Summary

BatchMaster ERP with SAP Business One is a single, affordable solution used by formula-based manufacturers in the Food, Beverage, Chemical, Personal Care and Nutraceutical industries. With inbuilt best practices and industry specific functionality, the software can streamline your operations and reduce costs, while ensuring compliance with your ever-stringent regulatory mandates and changing customer demands.

Business Challenges

- Access the right information to make better decisions
- Bring products to market quickly and cost-effectively
- Ensure production of high quality products
- Comply with industry regulatory requirements
- Optimize cash flow for business needs
- Meet customer commitments

Key Features

Accounting and financials - Manage your general ledger, journals, budgets, and accounts receivable and payable.

Sales and customer relationship management - Manage the entire sales process from first contact to closing the sale and from customer data management to after-sales support.

Purchasing and operations - Control the entire procurement process.

Planning - balance supply and demand with resource capacities.

Production - Accelerate formula development to finished goods production while ensuring quality standards are met.

Quality - Define and execute all testing necessary to control your production and inventory on a lot-by-lot basis.

Compliance - Generate all industry-specific compliance reports and labels.

Inventory and distribution - Balance inventory levels and expedite order fulfillment.

Reporting and administration - Create, manage, and distribute reports that improve transparency and decision making across the business.

Business Benefits

- More time to focus on growing your business thanks to streamlined operations
- Faster response to customer needs with instant access to complete information
- Strengthened bottom line with a single-source system that eliminates redundant data entry and errors, improving process efficiency and reducing costs and delays
- Closer customer relationships through centralized information that makes it easier to manage customer communications, sales, and service contracts
- Reduced costs and faster time to value with an application that is quick to implement, straightforward to maintain, and flexible enough to accommodate the changing requirements of your business

Learn More

To learn more about how BatchMaster ERP with SAP Business One can help you gain clarity across your business and improve operational efficiency, visit: http://www.batchmaster.com/sap/bmm-sap-businessone.aspx or email info@batchmaster.com

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