Introduction to E-Max Systems



E-Max Systems is a leading provider of business software solutions for small to medium sized companies. Operating for almost 20 years, we have provided successful solutions to hundreds of clients in manufacturing, engineering and distribution industries.

Our powerful, flexible and affordable software is designed to enable our customers to deliver on time at minimal cost.

The flexibility of E-Max has made it a perfect fit for our processes. Now we have data available when we need it which has enabled us to make process improvements.

- FREDRICK OKWUTE QA WELD TECH LTD.



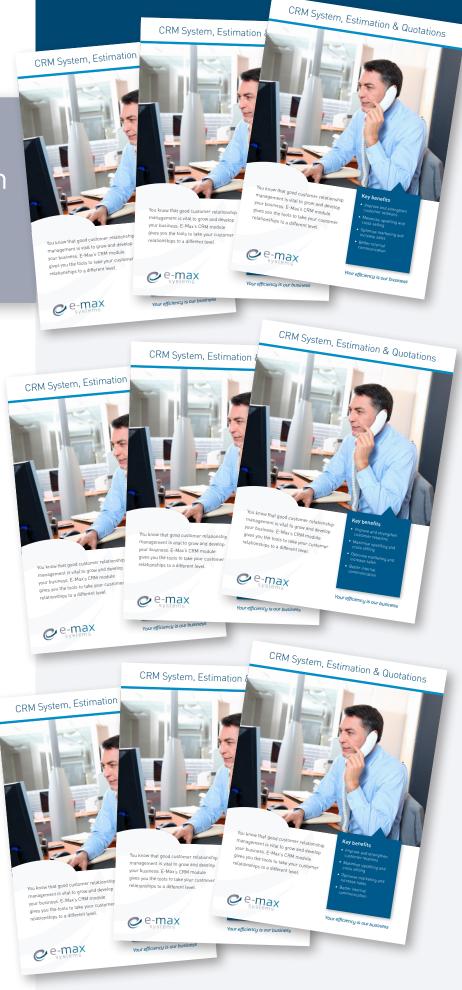


E-Max Systems software is proven to help our customers

- Make informed decisions
- Understand, manage and control costs
- Increase delivery on time performance
- Better manage sales, operations and inventory
- · Create new efficiencies
- Understand their customers
- Implement best industry practice

E-Max Product Suite

- CRM, Estimation & Quotation
- Sales Order Processing
- Production Control
- Purchasing
- Quality Control
- Warehouse Management
- Financials
- Shop Floor Data Collection (SFDC)





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About E-Max Systems



E-Max has made a tremendous difference to our business. We have managed to improve our service and reliability to our customers with the help of E-Max

GORDON DEUCHARS
 GA ENGINEERING LTD.

Our Mission

Our aim is to provide our customers with simple but powerful software solutions to enable them to maximise efficiency in their everyday operations. We use our knowledge, experience and understanding of industry processes and requirements to support our customers as they grow, ensuring our affordable scalable tailored solutions continue to meet their specific needs.





Providing value to your company 99

From development to support

E-Max Systems Ltd develops, delivers and supports our software solutions from our three office locations across the UK and Australia. Our team of experienced engineers, client service managers and developers are focused on helping our customers achieve competitive advantage through the power of our software and industry expertise.

Because we develop, deliver and support our software in-house, we are perfectly positioned to understand what our customers require and tailor our software to provide the best solution to your needs. We deal directly with our customers and, by having no third party involvement, we are able to avoid delays and misunderstandings and can give you a better solution in shorter timescales. Our support team are agile and able to respond quickly to any queries that arise.

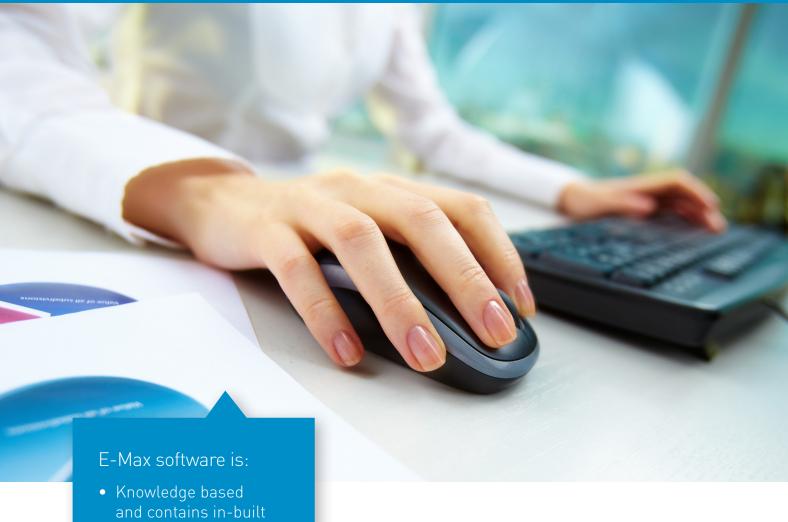
We have over 200 clients across the UK and internationally using our software solutions. Our software is optimised for small to medium sized enterprises, with our customer size ranging from companies of approximately 100 users to those of a single user.



E-Max Systems is defined by our successes:

- Customer satisfaction many of our customers have been using our software for over 10 years
- Professional team we have built a high calibre workforce, ranging from expert developers through to industry specialists
- Longevity since our launch in 1998, we have grown consistently, without losing sight of our aim to maximise our clients' efficiency
- Client relations we aim to work in partnership with all of our clients and proactively regularly review our clients' use of our software to ensure they are optimising their investment
- **Key partners** E-Max Systems is a Microsoft Partner

Why E-Max Software



- intelligence
- Developed using latest technology
- Extremely fast
- Intuitive and simple to use
- Scalable E-Max ERP will grow with you

In today's world, most companies have complex individual needs. Software products that comprehensively meet the needs of such companies are therefore also complex. The team at E-Max Systems have utilised the latest technology to develop sophisticated software, capable of running a company's operations, without compromising on our users' experience.





Going the extra distance

Developed with flexibility

Flexibility lies at the very core of our company and products. No two companies are the same and we are committed to continuing to develop powerful, flexible and affordable products with the potential to be tailored to meet any of our customers' specific needs.

Engineered with capability

Our team consists of experienced engineers and specialists. We utilise our experience and customer feedback to produce cutting edge software for manufacturing, engineering and distribution companies. As part of our commitment to our customers, we are continuously adding new functionality and capability to our software solutions.

Delivered with customer focus

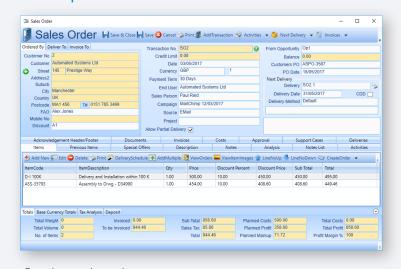
We seek to understand the fundamentals of our clients' business and look beyond their initial requirements to deliver the very best long term solution. We strive to put our customers first, seeking their feedback and working in partnership with them to deliver software that gives them a competitive edge.



Additional features that make our software stand out include:

- the simplicity of amending both our forms and business logic allows our software to meet every customer need
- meaningful data extraction is effortless with our expertly designed tables
- all transactions, including quotes and deliveries, can have costs attached to them
- full project and task management is incorporated

Examples



Creating a sales order



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CRM, Estimation & Quotations



You know that good customer relationship management is vital to grow and develop your business. E-Max's CRM module gives you the tools to take your customer relationships to a different level.

Key benefits

- Improve and strengthen customer relations
- Maximise upselling and cross selling
- Optimise marketing and increase sales
- Better internal communication





E-Max CRM is explicitly configured for manufacturing organisations and offers some very specific and useful functionality.

Contact and Opportunity Management:

- Create and manage prospects
- All records of contact with customers are fully integrated with other functions, ie estimating, sales, production and costing and invoicing
- Next contact dates and actions are stored and added to the user's dashboard
- Easy and immediate access to key information on each customer, from current requirements and works orders through to previous quotes and sales history
- Remote access for field sales personnel to update records
- Integrates with external applications for seamless marketing campaigns

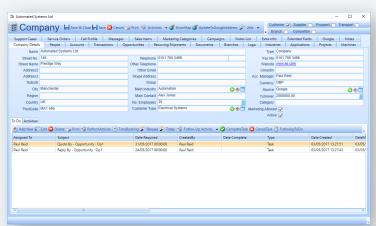
Estimating and Quoting:

- Fast accurate estimating and quotes produced in full colour
- Complete enquiry and opportunity logging and management system
- Alerts for previously quoted for items
- Accommodates multiple batch sizes
- Builds a full bill of materials, including costs via supplier feeds as required
- Incorporates specialist calculations for speeds and feeds, fabrication and laser cutting
- Enables quick 'on the fly' data creation for one off jobs

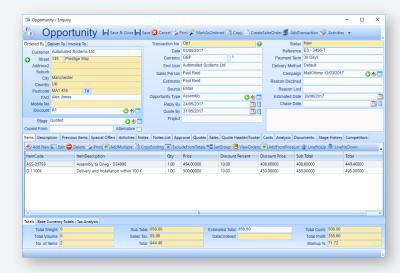
Analysis and Reporting:

- Multiple reports available for quote conversion rates
- Reports can be filtered by all key fields (ie customer, product group, estimator, etc)
- Sales history, including profitability
- Reasons for loss and declining to quote reports
- Instant analysis of customer or contact buying patterns
- Sales turnover targets
- Quote activity

Examples



Example of a company screen



Creating an opportunity in E-Max ERP



Sales Order Processing



Fast and accurate sales order processing is a necessity in any business to keep the supply chain moving and ensure customer satisfaction. E-Max's sales order processing module is a powerful piece of software designed to fit the varied needs of manufacturing organisations.



Key benefits

- Track every sales order
- Gain full visibility of all current orders and delivery requirements
- Maximise upselling and cross selling
- Provides a comprehensive overview of all goods in and out of your warehouse in real time



Reduce your order processing time, costs and errors with our one click sales order creation functionality

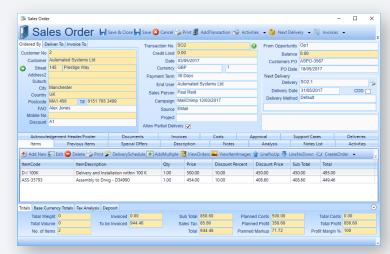
Key Features:

- Ability to raise sales order from previous orders
- Raise purchase orders and/or works orders directly from a sales order
- Single click to creates sales orders from existing quotes
- Handles both one off and scheduled repeat orders
- Creates new items 'on the fly' at sales order stage
- Production team has instant view of all scheduled orders
- Automatically generates delivery notes, picking slips and packing notes
- Raise invoices at any point for full order or quantity delivered
- Supports multiple invoice and delivery addresses
- Customer specific credit controls and approval authorities can be set
- Stores full order history and customer interaction for each order
- Schedule multiple deliveries, delivery methods, and delivery types, including standard, scheduled and blanket deliveries
- Special offers can be applied per customer
- Full document management system
- Links to multiple accounting packages including Sage, Xero and MYOB

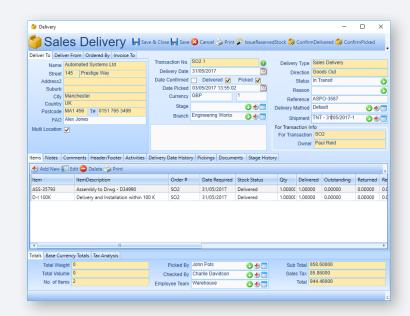
Analysis and Reporting:

- Sales order intake reports (gross and net) including order modifications and cancellations
- Profit by contract full comparison of costs, including estimated, planned and actual costs and variance
- Delivery performance (DIFOT)
- Customer buying patterns
- Track marketing campaign results

Examples



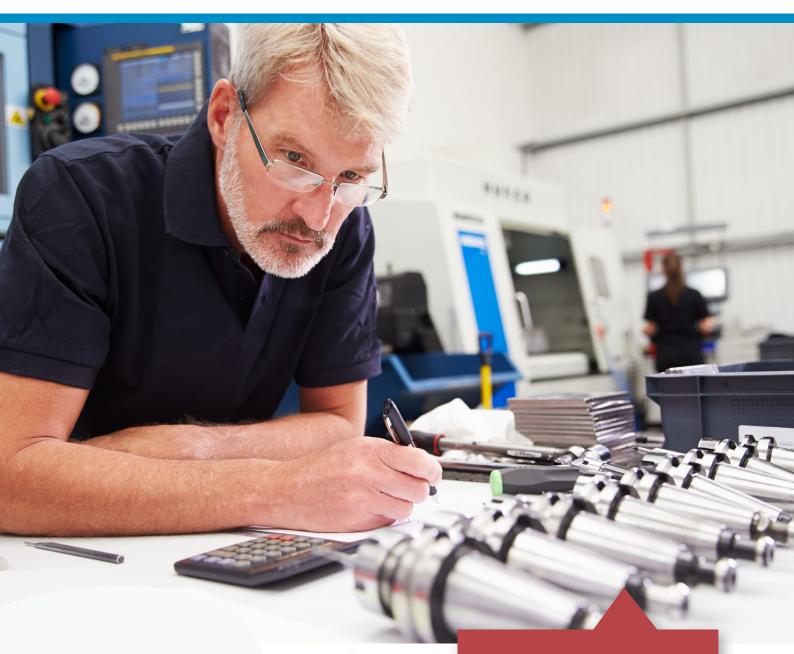
Creating a sales order



Example sales delivery screen



Production Control



Effective planning and organising of resources is a key element in the operation of your business. E-Max's production control module provides the functionality you need to maximise your company's efficiency and achieve competitive advantage.



Key benefits

- Gain control of your manufacturing and purchasing requirements
- Reduce waste and lower costs
- Enables better decision making
- Full visibility of your capacity means less downtime



Key Features:

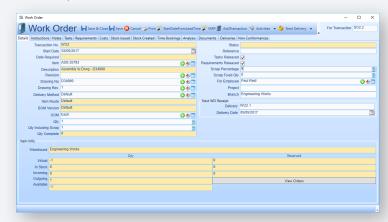
- Lists all of your production requirements
- Creates works order for multiple requirements
- Requirements for sub-assemblies and purchased items generated based on bill of materials
- Production operations and tasks created from multiple item routes
- Produces customisable job cards with bar codes
- Single click works orders
- MRP algorithm to calculate entire requirements based on bill of materials
- Add ad hoc material requirements
- Material date required automatically calculated based on production schedule
- Any element of project not meeting date required will raise alert that whole project running late
- Auto generates production receipts and material issues to minimise manual errors
- Scheduling of last start date and time is calculated using factory calendars
- Integrated into quality functionality ie non-conformances, test certificates, etc
- Finite scheduler module schedules operations and machines to optimise throughput
- Works orders record all associated costs including labour, materials, expenses and overheads
- Shop Floor Data Collection module enables recording of labour costs in real time and how many are completed when people clock off production quantity complete
- Full serial number and batch traceability that can be defined pre or post production
- Supports KIT issue and backflushing

Our production control module is designed to meet the sophistication of the modern machine shop yet maintain the simplicity required by fabricators.

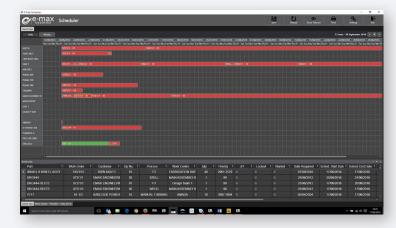
Analysis and Reporting:

- WIP reports
- · Job costing reports
- · Shortage reports
- Time and performance analysis

Examples



Works order example



Example schedule



Purchasing



Purchasing is increasingly viewed as a core competency of any company due to the impact it can have on the bottom line.

E-Max's purchasing module will streamline your purchasing operation, enabling faster, more transparent and standardised decisions, whilst reducing errors and duplication.

Key benefits

- Greater efficiency in purchase process
- Reduce cash tied up in inventory
- Cost savings through better buying decisions
- Full visibility of current and historical company purchases





Key Features:

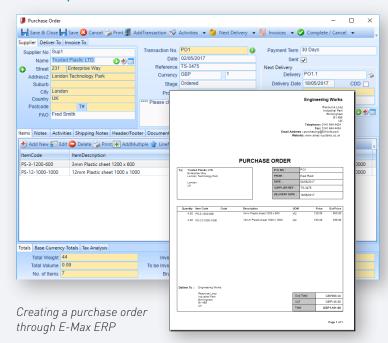
- Full visualisation of requirements and forecasts
- Purchase requirements displays for both required and safety stock
- Raise purchase orders with a single click
- Specify any test requirements on purchase order
- Specify on purchase order the chemical composition of particular materials, ie hardness or tensile, with accepted tolerance ratios for each
- Comprehensive supplier management

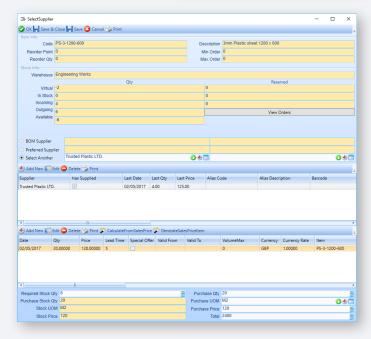
 logs all supplier details, including supplier approval process, contact information and credit limits
- Supplier approvals and vendor rating
- Multi-level approvals can be set for purchase approvals, value and quantity
- Easily raise purchase enquiry to multiple suppliers in one simple step
- · Record all incoming quotes
- Simple to select and raise purchase order for best price and/or lead time
- Full purchase history of all items
- Auto-raise and email purchase orders for key items
- Store all supplier price lists, including quantity break prices and lead times
- Each item can have multiple suppliers, with full details stored against each supplier, including minimum order quantity, delivery charges, supplier item code, buyer barcodes and description
- Reconciles purchase invoice with quantity delivered and purchase order
- Flags late purchases and cascades to all relevant departments, allowing decisions to be made based on new delivery date

Analysis and Reporting:

- Supplier performance
- Purchase expediting for every purchase order
- Stock usage reports
- Purchase commitments and accruals

Examples





360° view of suppliers



Warehouse Management



Any organisation that has a requirement for stock control will benefit from a warehouse management system. E-Max's WMS module enables the streamlining of multiple processes, from inventory management through to delivery.

e-max systems

Key benefits

- Barcode scanning for picking accuracy and speed
- Gain full visibility of everything coming in and out of warehouse
- Reduce overstocking by knowing what, where and when
- Maximise your purchasing power



Key Features:

- Multi-warehouse and unlimited multilevel location, including addresses, aisles and bins, etc
- Manage and process transactions from and to any location
- Automates production, purchasing or provision based on different item types, including manufactured, purchased and service
- Multiple unit of measure (each, kg, metre, box, pallet, etc.)
- Ability to assign weight, volume and other attributes to an item
- Store quantity break prices and lead times to maximise your purchasing power and minimise your costs
- Barcoding system can include customer barcodes
- Manage and assign suppliers to items

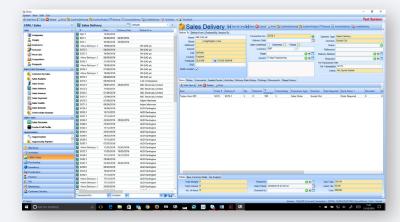
 supports approved and/or preferred suppliers
- Purchase automation based on company specific stock levels, re-order levels, minimum and maximum order levels, etc
- Instant visibility of picking and delivery instructions to the warehousing team
- Schedule and deliver items, whilst generating appropriate paperwork as required
- Assign appropriate files, images, documents, etc. to any stock item
- Full transactional history of all stock movement
- Complete traceability, including serial number, batch, FIFO, LIFO, location, and use by date
- Mobile warehousing module enables picking, dispatch and delivery via handheld devices. Available as barcode scanner or RFID.
- 3rd party courier integration allowing for automation of pick up and deliveries
- Smart Storage module available for carousels and vertical lifts

Our WMS gives you a 360° view of all transactions going through your company allowing you to optimise your warehouse resources and eliminate shortages.

Analysis and Reporting:

- Generate forecasts over customisable periods for purchasing and stock-keeping decisions.
- Analyse picking performance accuracy and speed
- Highlight picking shortages
- Stock turn analysis identifies slow moving stock
- Optimise picking locations through identification of key items

Example



Example of warehouse activity view

Quality Control



Customers' ever-increasing need for quality products means that it is vital your company has a robust quality management system in place. E-Max ERP contains a comprehensive suite of quality management software to ensure that your business can maintain high quality products and minimise wastage.

- Produce consistent high quality products
- Increased customer satisfaction
- Gather real time data and reporting for ongoing process improvements
- Enables performance improvements, leading to increased profits, increased sales and fewer recalls





With E-Max Systems, our customers can define their own categories of non-conformance – ie supplier, manufacturer, business, delivery, machining, tools, people, operators, etc.

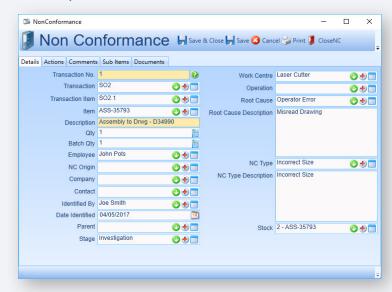
Key Features:

- Non-conformance system
- Produces certificates of conformity
- Flexibility of system enables users to record every non-conformance or error
- Analyse root causes
- Add custom fields to suit your business
- Calibration system
- Creates and administers prepopulated quality documents
- Generate tasks for preventative measures to ensure continuous improvement
- Full traceability
- Records and stores all inspection reports
- Allocate material and test certificates to each batch
- Supports customer returns and facilitates resolution process
- Assist company to calculate cost of quality

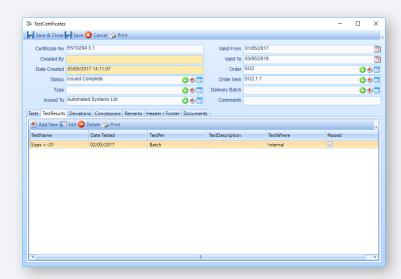
Analysis and Reporting:

- Non-conformance reports
- Supplier performance
- Scrap analysis
- Cost of quality

Examples



Non-Conformance example



Test Certificate example



Financials



Every organisation wants to be able to access their financial position quickly. By consolidating your important financial information into E-Max ERP, you can access your data immediately and make better informed decisions. Financial data can be collected from all areas of your company automatically, streamlining your processes and reducing errors and duplication.



Key benefits

- Delivers company-wide control and integration of financial information
- Summarises financial data to enable better decision making
- Accounts integration into one total solution means no double entry between systems



With multiple reports available, E-Max ERP Financials funnels your company's financial data into one key area and provides the answers you need, when you need them.

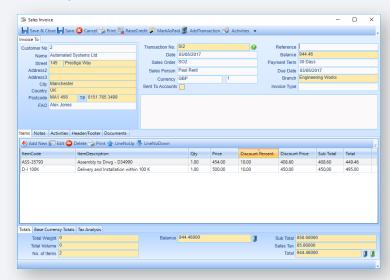
Key Features:

- Full multi-currency sales ledger and purchase ledger
- Full nominal system with multi dimension and budgets
- Credit control
- General ledger transactions generated from stock movements
- Full security around ledgers to ensure authorised user access only
- Bank reconciliation
- Fully user definable accounts periods
- Import bank statements
- Auto matches cash transactions to sales and purchase ledger transactions
- Full drill down on every account to view all entries
- Identifies aged debtors allowing timely follow up
- Asset management for depreciation
- Cash receipts and cash payments fully integrated with general ledger
- API links to 3rd party accounts systems, including Sage, Xero and MYOB, available if required

Reporting and Analysis:

- · Profit and Loss account
- Trial balance
- Balance sheet
- Debtors balance
- Creditors balance
- Cash/bank fund position

Examples



Sales invoice example



Example of customer specific business intelligence

Additional features



At E-Max, we know that it's vital for our software to support the key aspects of your business. But we haven't stopped the development of E-Max ERP there. We've built in additional functionality to ensure that all your company's requirements, including the 'nice-to-haves' are satisfied.

Key benefits

- Dashboard
- Productivity and Performance Measurement
- Documentation Management





Dashboard

In today's busy world, it's vital to get the information you want as quickly and clearly as possible. The E-Max ERP dashboards facilitates this by pulling all the relevant raw information from multiple sources into one simple screen, consolidating it into interactive charts and tables. This screen can be easily customised by each user to include the data most important to them and enables the user to track the progress of jobs, keep an eye on costs, spot improvements or delays, and generally make better informed decisions.

Productivity and Performance Measurement

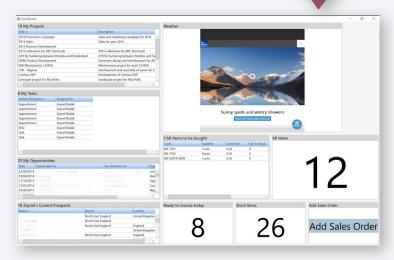
E-Max ERP provides powerful performance and efficiency reporting.

At its core is our development of the concept of ES-PLAN-ACT which supports the monitoring of estimated, planned and actual costs for every job. By using this approach, it is simple to identify discrepancies and link these back to the root cause, ie incorrect estimates or errors in production.

The system also produces Overall Equipment Effectiveness (OEEE) reports as standard.

Our software reports on a myriad of productivity issues which are tailored to suit each organisation, for example:

- Identify in real time individual operations taking too much time or using more expensive machines or grades of labour than planned
- Highlight setups or whole jobs that should be finished via our dashboard
- Labour productivity where, for the number of parts produced, we can monitor planned v actual times
- Quality performance and quality costs of machine and operators can be monitored
- Completed job analysis includes calculation of gross margin, contribution and Return per Machine Shop Hour (RPMSH)



Choose what information you want to display on your dashboard

Documentation Management

In recognition of the increasing demand for paperless working environments, E-Max ERP includes a documentation management system. This can be used to organise, store, manage and track electronic data and scanned documents. The benefits of the documentation management system include:

- A single document can be attached to multiple transactions, enabling all relevant personnel access to it
- Electronic documents received are automatically saved within E-Max ERP in locations of the user's choice
- Information from documents stored within the system is automatically accessed to pre-populate associated documents, such as works orders, delivery notes, etc, this saving time and reducing errors
- Documents and specific information can be found easily, at the click of a button
- Safer and better backup of documents



Shop Floor Data Collection



SFDC is an additional module to the core E-Max ERP software. It is designed to complement and enhance the data gathered in production. SFDC enables a deep dive approach into time and attendance.

Key benefits

- Inexpensive, flexible and comprehensive method of gathering meaningful data
- Identify inefficiencies and weak points on shop floor
- Automated or manual entry system options





Our SFDC provides our customers with a cutting edge but inexpensive way of collecting production and attendance times directly on the shop floor.

Key Features:

- Uses bar code readers, finger print scanning and/or touch screens
- Multiple job/operations can be logged onto simultaneously
- Allocates costs accurately, even if individual operating more than one work centre
- Enquiry facility for progress chasing
- Time and attendance clocking, including auto clock in option
- · Non-productive time clocking
- Log scrap quantity and reason
- Updates job costing time records
- Authorisation rules can be set up enabling key users to view those on site, identify lateness, measure employee performance, view product details, rectify errors, etc
- Access shared documentation, images and special instructions
- Manage gauges/tools
- Machine specific option

Analysis and Reporting:

- Employee time and attendance records
- Links back to finite scheduler to recalculate EDD of sales and works orders
- Generates gross pay

Examples



SFDC menu



SFDC clock in process

