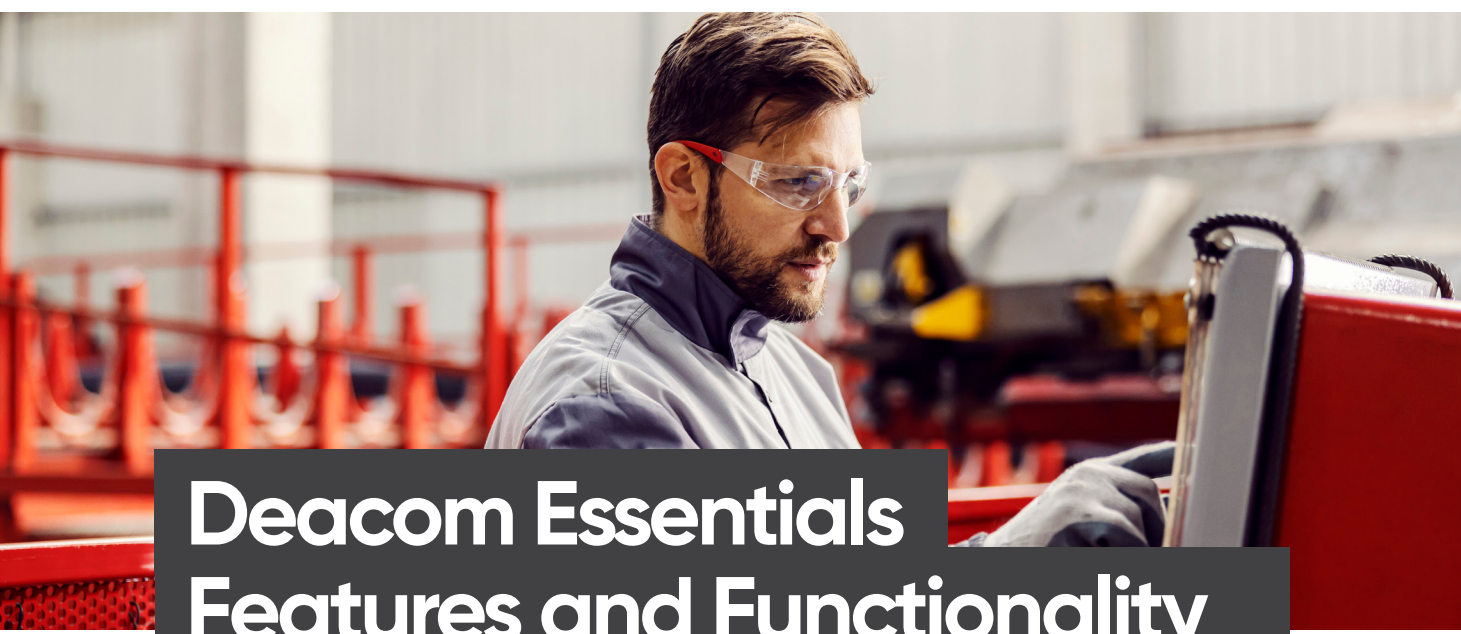




Deacom Essentials Features and Functionality

Deacom, an ECI Software Solution, is a comprehensive ERP (Enterprise Resource Planning) platform with a rich set of capabilities and extensibility designed for growing manufacturing businesses.

All functionality specific to these industries are developed in-house and written into the core platform. This includes:

DEACOM'S ESSENTIALS FUNCTIONAL FOUNDATION

Accounting/Finance	Inventory	Product Configurator
Business Intelligence/ Dashboards	Label Generation	Purchasing
Catch Weight	Mobile Apps	Quality Control/Quality Assurance
Customer Management (CRM)	Maintenance (MRO)	Regulatory Management
Direct Store Delivery (DSD)	Material Requirements Planning (MRP)	Reporting
Document Storage	Multi-Facility	Sales
Electronic Data Interchange (EDI)	Point of Sale	Scheduling
Formulation/BOM	Production Routings	Serialization/Traceability
	Production Data	Warehousing/Scanning

Accounting/Finance

- Real-time postings allow instant access to **financial results**
- Drill down to transactional details from accounting summaries and reports with audit trail detail
- A/R, A/P, labor tracking, inventory control, and job costing all flow directly into the general ledger
- Create an infinite number of custom financial statements based on ownership requirements and company structures
- View financial data based on any time period desired
- Perform transactions in multiple currencies
- Integration with banks for banking transactions (bank reconciliation, ACH, Positive Pay)
- Create journal entries for requiring and reversing entries
- Create budgets and sales forecasts, and compare them to actual results
- Manage large projects using progress billing to generate invoices based on percent completion
- Set and fulfill different sales commission plans based on customer, product, position, facility, etc.

Business Intelligence (BI)/Dashboards

- Real-time postings allow instant access to financial results
- Drill down to transactional details from accounting summaries and reports with audit trail detail
- Leverage a configurable chart of account structure allows for reporting by profit center, division, locations, or any other business entity

Catch Weight

- Through scale connections, **capture actual weights** of inventory (i.e.: case, tote, drum)
- See full lots in inventory based on the actual weights of each unit within a lot
- Set weight minimum/maximum thresholds
- Set pricing rules and manage costing based on actual weights
- Create product labels with GS1-128 barcodes and 2D barcodes as well as required information (product number, catch weight, serial number, and expiration date)
- Use barcode scanning to move catch weight inventory
- Conduct variance reporting in real time to understand how much "giveaway" is being done

Customer Relationship Management (CRM)

- Manage customer and prospect activities with follow-up tracking
- Track activities through workflows, tasks, and opportunities for accounts
- Associate multiple contacts to an account
- Assign tasks to manage activities and opportunities
- Execute marketing campaigns through contact groups
- Access the CRM remotely with iOS and Android Mobile apps

Direct Store Delivery (DSD)

- Allow distributors to manage direct sales from their mobile warehouses to their customers
- Access the app from any mobile Apple and Android devices
- Leverage full functionality without the need for connectivity
- Specify and select an unlimited number of routes
- Start and end routes from a single interface
- View and edit order details including status, start/end dates, bill to, and ship to customer information
- Modify orders in real time so credits or additional sales can be applied
- Print customized receipts directly to a wireless mobile printer
- Accept customer signatures and take pictures of delivered orders
- Scan barcodes and shipping labels
- View, edit, re-calculate, and apply promotional codes to orders
- View route location information via Google maps
- Create new customer orders
- View and edit real time order changes
- Collect order payments in the field

Document Generation

- Use document groups to identify what documents and templates are required for each document group need
- Design specific document templates without limitations
- **Automatically generate all necessary documents** and labels that a customer requires at the time of shipment directly from the ERP solution based on the document group associated to a customer record
- Automatically include the test results of raw materials used in the manufacturing process for those customers that require they be present on the Certificate of Analysis (COA)
- Configure reports to pull data directly from Deacom ERP to avoid dual entry and drive process control

Document Storage

- Attach documents to transactions or master data
- Through security, control who can view documents attached within Deacom ERP
- Automatically manage documents directly from the ERP system including batch tickets, pick lists, certificates of analysis, inventory count sheets, invoices, bills of lading, nutritional fact labels, 1099 forms, barcode and lot labels, safety data sheets, shipper's declaration for dangerous goods, packing lists, and many more
- Assign version numbers to document templates
- Store the final batch ticket electronically for future reference
- Restrict users from editing active or validated batch tickets

Electronic Data Interchange (EDI)

- Utilize the support for both ANSI ASC X12 and EDIFACT standards
- Configure the flexible setup based on individual business processing rules
- Work with any Value Added Network (VAN)
- Leverage the multiple document formatting options available based on industry, trading partner, and VAN

Formulation/Bill of Materials (BOM)

- Make changes to formulas that instantly impact inventory, production requirements, and planning
- Set up formulas once, then scale to any batch or package size
- Scale formulas based on label claims and unit of measure requirements
- Complete development in lab-only status to calculate the formula in your own style with infinitely configurable, user-definable calculations and user fields
- Quote total production costs quickly based on unit material, labor, burden, etc.

Inventory

- Maintain perpetual inventory costing for all items based on FIFO or standard cost
- Track lots for all inventory transactions and report quickly what lots were used where
- Maintain item locations and location types across multiple facilities
- Maintain inventory rules by facility (planning, lead times, costs)
- Manage item expiration dates based on item/customer part cross reference rules
- Maintain and view a permanent part of history for all items
- Maintain Item Master file with alpha-numeric part numbers
- Manage catch weight items
- Roll back inventory to any date in time to view quantities and values
- Maintain multiple warehouses and track inventory across individual warehouses or across the organization
- Manage item costing across multiple facilities
- Use materials requirements planning (MRP) functionality for purchase orders and jobs to be created as needed
- Build item forecasts based on historical data or setup manual forecasts
- Create multi-level bills of material
- View WIP at any point in time
- Set up user-definable fields for GHS/SDS compliance, supplemental facts, nutritional facts, and guaranteed analysis

Label Generation

- Design label templates based on transaction types and item requirements
- Identify customer-specific label requirements and store label rules within item-customer part cross reference
- Automatically generate and print labels with GS1-128 and 2D barcodes based on customer and internal requirements
- Identify label template requirements within Item Master based on transaction types and quantity requirements
- Store any regulatory data within the ERP and generate GHS labels

Maintenance, Repair, and Operations (MRO)

- Schedule preventative maintenance tasks to avoid equipment failures and increase machine productivity
- Create **maintenance schedules** alongside the production schedule to ensure optimal efficiency
- Automatically generate requisitions and purchase orders by utilizing minimum stocking levels for maintenance parts and MRP functionality
- Create on-demand work requests for facility maintenance tasks and track all maintenance requests to completion
- Assign maintenance tasks to worker groups or individual workers for completion
- Build reports to analyze the life of machines and track the cost of maintenance across all facilities
- Track depreciation on all machine assets
- Attach ISO 9000 and OSHA documents for maintenance to all machines

Mobile

- Use the intuitive configuration tool to create and set up reports that are subsequently available across all platforms
- Access all of the management reports and pre-filters from the main application through Deacom Mobile
- Review custom formatted reports that are optimized for your organization's team
- Enter an order anytime, anywhere with Deacom Mobile
- Capitalize on the power of order entries available in real-time, enabling tools like MRP, the sales calendar, and production scheduling from your mobile device
- Add information into the CRM, such as notes on a critical meeting, and have them available for the entire team in real-time
- Stay updated on opportunities to win business while on the road via CRM workflow and activities
- Access your entire list of contacts
- Rely on the same user security parameters as the main ERP software.
- Whitelist specific devices, ensuring they can be disabled by a system administrator if necessary
- Drill down to the source transaction from any summary level report
- Create order entry templates to simplify the submission of large quantity orders

Material Requirements Planning (MRP)

- Calculate demand based on scheduled sales orders, scheduled production jobs, forecasts, and safety stock
- Run **MRP** for global planning or down to a specific facility
- Select multiple vendors and parts simultaneously and create all the necessary purchase orders based on the best available pricing.
- Create and schedule production jobs to match production capabilities
- Use forecasting tools for comparison against actual sales
- Manage inventory in multiple locations and configure options that will apply to a specific facility when MRP reports are filtered by facility
- Define specific vendor parts that contain their own lead times, minimal PO quantities, unique vendor part numbers and descriptions, and pricing information

Point of Sale System (POS)

- View real-time updates of customer and inventory records
- Use pricing rules that are defined in one location
- Apply various pricing options and promotions
- Leverage the same security restrictions as the main ERP
- Accept split payments
- Sell lot-controlled items
- Process returns
- Reconcile accounts and view corresponding reports

Multi-Facility

- Allow users to transact and work in different facilities/companies using security based on user profiles
- Create standardized processes across every business entities and facilities
- Leverage drilldown/rollup capabilities from the production floor through to the management office
- Create GL overrides to seamlessly configure the relationship among the existing facilities/companies both operationally and within the chart of accounts
- Specify the system security permissions of personnel who are shared (or not) among each company/facility
- Manage global supply chain processes across multiple companies and facilities
- Automate inter-company transfers within the MRP function of Deacom ERP
- Establish simple processes for inter-company transfers and cross-facility orders that book elimination entries to ensure each company's financials stay in balance
- Track lots across entities for materials and finished goods

Production Routings

- Create multi-step routings for production
- Capture operations, work centers, labor requirements, and production standards within routings
- Identify production rules within routings that drives down to MRP
- Define approved routings for manufactured items
- Generate a production schedule using defined rules for sequencing job routings based on product properties

Production Data

- Track accumulated hours on each job, show remaining hours, and estimated completion dates
- Determine bottlenecks based on loading of work centers
- Report on variances based on yields and actual material consumption
- Easily calculate actual job costs with materials, labor, machine costs, purchases, and overhead
- View live data showing each worker's current task
- Gain a deep level of insight into production capacities for accurate forecasting
- Visually organize and manage production routings with the Master Production Calendar

Product Configurator

- Ensure that configurator selections are always up-to-date and potential errors are mitigated by using product information that exists in the ERP system
- Increase production efficiency because configurator selections automatically flow through into the bill of materials, production routings, pricing, and shipping
- Define an unlimited number of product features and options
- Apply deal pricing or promotion codes
- Maintain features, options, sales pricing, and defaults, in a centralized location, minimizing ongoing maintenance when changes occur
- Print configuration on sales forms and generate a fully configured bill of materials, based on the selected options

Purchasing

- Manage purchasing processes based on security settings and approvals
- Access purchasing analysis and reporting tools
- Perform price optimization based on user pricing rules with capability to automatically create POs for materials based on these prices
- Purchase the same item from multiple vendors with pre-defined pricing
- Convert vendor units and quantities to your units' quantities automatically
- Buy items with internal SKU or vendor part number
- Purchase to multiple warehouses and view inventory on-hand at each warehouse
- Create printouts that can be grouped with like items on a single line with multiple size descriptions
- Automatically generate 1099 forms
- Automatically generate backorders when required
- Schedule shipping/receiving of materials and manage times through the Dock Calendar

R&D/Project Management

- Control all changes and history with an audit trail which includes a date, timestamp, and user ID associated
- Identify manufacturing SOPs and manage the entire workflow electronically with approvals and electronic signatures
- Calculate formulas based on label claims and unit of measure conversion requirements
- Identify quality specifications associated with a particular item
- Generate nutritional fact panels, label claims, and regulatory documents directly from Deacom ERP
- Associate approved routings to formulas and Bill of Materials for production operations

Quality Control/Quality Assurance

- Define quality specifications at any level of item set-up (raw materials, intermediates, WIP, finished goods, rework)
- Set stability testing at any level of item set-up and inventory management
- Identify inbound inspection requirements for raw materials purchased from vendors with quality holds
- Capture production deviations based on quality results during production
- Enable electronic signatures for **QC** approval when documenting a quality result entry or during a quality hold release process
- Define retest requirements based on shelf-life and its ability to extend shelf-life
- Use workflows for tasks that are completed at different times and throughout departments within the business
- Control workflow task approvals with electronic signatures when required
- Manage change control to formulas and manufacturing SOP's via workflows and electronic signatures that automatically flows to production and planning
- Manage different formula revisions for items that may be based on different facilities, equipment used to produce the product, types of items, or ingredients used to create the items
- Document customer complaints, non-conforming materials, and production deviations
- Capture data associated to CAPA processes
- Manage company SOP electronically with version control and history
- Maintain 21 CFR Part 11 compliance
- Generate traceability reports for all raw materials and all manufactured items

Regulatory Management

- Create regulatory documents in Deacom ERP with real-time data
- Calculate hazardous materials, gather data, and comply with SARA reporting requirements
- Automatically create Safety Data Sheets (SDS) based on actual ingredients used in each formulation
- Deliver regulatory compliance data directly to online SDS forms and GHS labels
- Automatically generate **Certificates of Analysis** (COA) documents on-demand at the time of shipment

Reporting

- Easily generate native reports within Deacom ERP
- Configure an unlimited number of user definable reports by user or user group
- Create triggers to automatically send documents and emails after a system process is completed
- Setup a single set of BI dashboards that can be run through the main Deacom ERP application and the mobile application.
- Generate individual or consolidated financials based on multi-company requirements
- Click into the detail of any number to find supporting data with the ability drill all the way down to the base transaction

Sales

- Post in real-time to general ledger and accounts receivable
- Automatically import orders through integrated Electronic Data Interchange (EDI) tool
- Configure customer specific items through a visual feature tree
- Orders instantly appear on demand in inventory and MRP reporting
- Calculate available-to-sell quantities automatically during order entry
- Calculate, collect, and pay sales and use taxes for multiple tax regions
- Set up deal pricing by customer, salesman, product, product group, cost plus, list minus, and many more
- Leverage built-in sales analysis, reporting and commission calculation tools
- Print customizable packing lists, bills of lading, pick lists, invoices, and customer statements
- Enter notes to print on delivery tickets or invoices
- Sell from multiple warehouses and view inventory on hand for each warehouse
- Create intercompany transfers to ship items between facilities
- Turn one sales order into multiple based on ship-to information
- Leverage inventory calendars to manage delivery schedules and truck route maps

Scheduling

- Take advantage of job scheduling tools for visual production management
- Trigger jobs to be scheduled based upon the earliest or latest production availability
- Manually schedule or shift routings around on the calendar using drag and drop functionality
- Drive just-in-time production by automatically creating and scheduling jobs direction from the MRP based on lead times and the date the product is required to fulfill sales demand
- Generate a production schedule using defined rules for sequencing job routings based on product properties
- Create a single view of production activities with feedback loops for inventory availability, job due dates, maintenance activities, and change over requirements
- Trigger jobs to be scheduled based upon the earliest or latest production availability
- Automatically build maintenance changeovers into the schedule based on allergens, product coloring, or other properties

Warehousing (WMS)/Scanning

- Fully integrated scanning system for managing warehouse operations
- Enable real-time transaction posting
- Setup 3 of 9, GS1-128, or 2D barcodes for tracking inventory
- Receive purchase orders real time and put inventory into designated location
- Track lots using license plating
- Pick and stage inventory for production jobs
- Validate staged and weighed materials for production with multiple scan capabilities

- Reserve inventory for sales orders
- Find and move specific items in the warehouse
- Perform paperless physical inventory counts
- Manage Android WMS on a handheld or vehicle-mounted devices

Serialization/Traceability

- Automatically create product labels with GS1-128 barcodes and 2D barcodes as well as required information (product number, catch weight, serial number, and expiration date)
- Track all inventory transactions via scanning to report what lot or serialized inventory was used where
- Leverage unlimited layers (palette, carton, box, finished product, etc.) of serialization to meet regulatory and customer requirements
- Palletize and generate license plate labels for all finished products
- Monitor performance of work centers and operators directly from Deacom ERP
- Track and store all information, including commissioned and decommissioned serialized numbers, within the ERP in order to maintain 21 CFR Part 11 compliance

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