

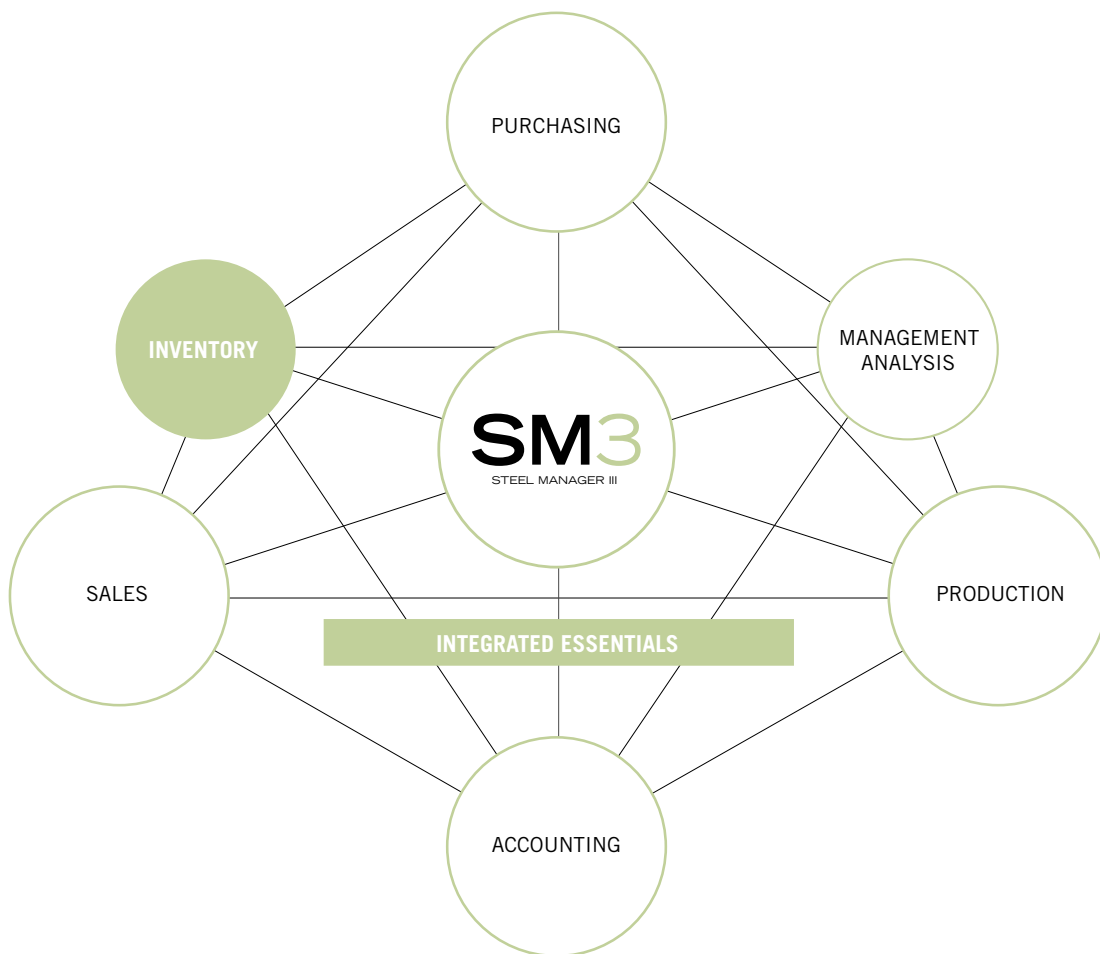
## > THOUGHTFULLY, PURPOSELY, DESIGNED FOR STEEL.

Today's software solutions provide companies with the power to streamline their business like never before. In fact, not only can enterprise software help track inventory, it can actually help you sell it.

Managers benefit by gaining access to timely information, allowing them to make better decisions and achieve big picture thinking. Customers benefit by getting better service sooner. All of which leads to reduced

costs, increased productivity and a brighter bottom-line.

But with so many specialized industries, finding the right software is easier said, than done. Of course, a generic software solution is no solution at all. The only real enterprise software solution is a specialized one. And in the steel industry, no other enterprise software is more in tune than Steel Manager III.



One way to build your business is to build better relationships with customers. Steel Manager III helps build better relationships by putting the right information at your fingertips the first, and every time, your customers call.

## > MANAGEMENT ANALYSIS

*Comprehensive Reports* give insight into many aspects of your business such as sales, margin, margin percent, profitability, sales person break down, top selling material, best selling grades, and more.

*Paperless Reporting* is the new age of management systems and company analysis. Steel Manager III has numerous detailed inquiries and built in reporting screens that allow you to manipulate layouts and filter data on the fly, giving you new totals and on demand functionality.

*Remote Reporting* is a useful tool that allows managers to remain current by automatically emailing the latest sales numbers to their PC, Blackberry, or cell phone.

*ODBC Connectivity* gives you complete access to your database. This will allow you to use Crystal Reports and to export to Excel spread sheets.

*Management Dashboard* is a new and unique tool for steel software that will save time by giving you a complete overview of your entire company with just one glance.

*Corporate Inquiries* give multi-warehouse companies the flexibility to see all of their available material, sales, orders pending, and incoming material in a single window.

*Cash Forecasting* allows you to see your cash availability on any selected future date. This information is based on payables, cash book, and receivable history.

## > INTEGRATED ACCOUNTING

*General Ledger* integration will simplify your company's entire accounting procedure. Automation removes the margin of error associated with manual entries. Features include an integrated cash book, report writer, and the ability to drill down to a document level. Coupled with our multi-currency capability, accounting has never been easier.

*Accounts Payable* helps you organize your cash outflow efficiently and accurately. With the ability to break down the landed cost and the automatic accrual mechanism, you're able to accurately validate vendor invoices and track any purchase variances. Using our disbursement module together with our cash forecasting, you'll always cut the right cheques at the right time. Reports and inquiries keep track of payments due, vendor analysis and aging.

*Accounts Receivable* will bring your average days to pay down to an acceptable level. With the help of built in credit checks, your bad debt exposure will be minimized. Collections will be made easier with the help of our comprehensive document application and tools such as automated faxing/emailing of customer statements and variable date aging reports. Post dated payments and interest generation are taken care of. And of course, inquiries into customer credit history, open order status, invoices and receipts, are all readily available.

## > SALES

**Multi Unit Flexibility** allows you to buy, sell and price material in any unit of measure. Units are independent of one another and can be changed on the fly. Conversion back to the stocking unit is automatic for easy to manage usage reports or inquiries.

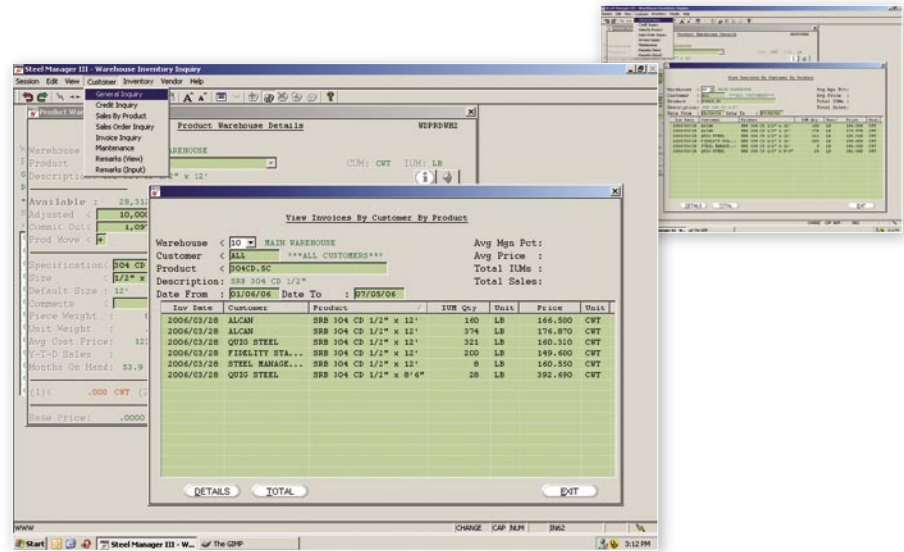
**Integrated Quoting** means faster order desks. Past quotes can be easily retrieved, modified, and then converted directly into sales orders. With the quote history screen you'll see your customers' purchase price so you can maximize profits while maintaining consistency.

**The Big Picture** is what Steel Manager III provides by pulling all pertinent product information together onto one comprehensive inquiry screen. This includes your true available quantity, accurate delivery dates, sales history, top vendors and more.

**Different Pricing Methods** will allow management the flexibility of setting and controlling pricing levels. These levels are based on both customer and product pricing categories and combinations thereof.

**Profitability Checks** will help prevent pricing errors by warning your sales staff when the price is outside of the Min/Max values.

**The Sales Hot Button** saves hours in sales history searching. This tool lets you search by customer, product, and date. It will also display a complete history, easily allowing you to sort by any column and summarize selected records by margin, average margin percent, total sales, and total quantity.



## > INVENTORY

**Detailed Inventory Inquiries** are available anywhere from a drop down menu without backing out of your current screen. This window provides all the information needed to address any question imaginable about a product, including size, weights, heat numbers, origin, MTR images, as well as available, reserved and incoming quantities.

**Pre-Receiving** eliminates unwanted bottlenecks. By pre-receiving your incoming material you can complete most of the work ahead of time. This inventory can be seen in your system under a special color code but will not be available for sale until it is actually received.

**Bar Coding** makes inventory a snap. Besides tagging inventory for visual ID, the technology has been extended to include location changes, cycle counts, and barcodes on the necessary paper work. This lets you effortlessly sort, confirm and deliver material with a squeeze of the trigger, and ensures 100% accuracy.

**Compatible Product Codes** enable better consumption of your inventory. Because customers' needs may not be dependant on a specific grade or finish, you can fulfill requirements by displaying and substituting compatible products currently in stock.

**Inventory Control by Log/Tag #** allows you to identify specific origins, costs, lengths, bin locations, heat numbers, MTR's, and even notes applying to a specific bundle. This feature will also enable you to accurately track and sell your remnants/off-cuts.

## > PRODUCTION

*Customer Part Quoting* creates recipes for your customers' parts including the raw material required, single or multiple machine processes, machine costs, labour and the actual image file. By including job costing into your quote you'll see a true margin on the sale of your finished good and not just on the raw material.

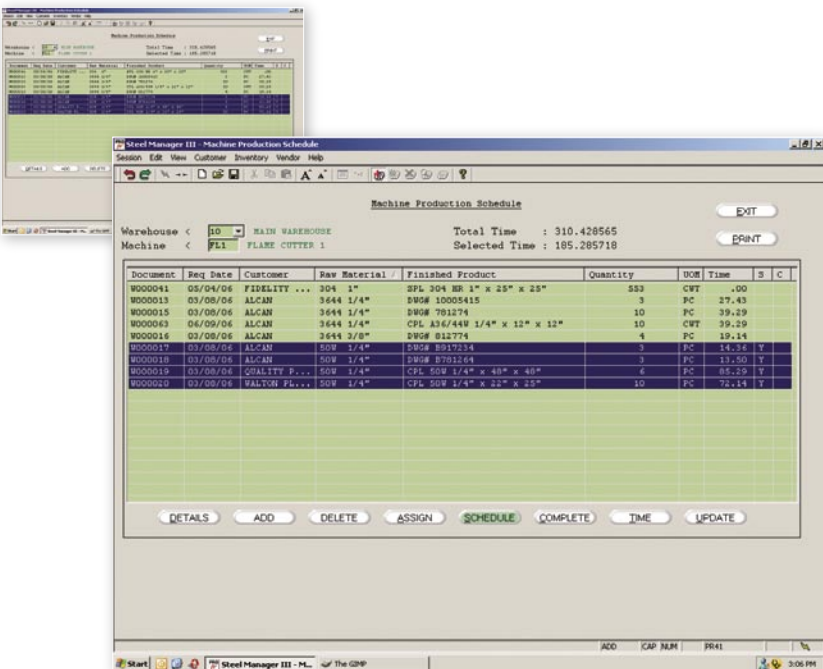
*Advanced Production Scheduler* gives you total control of your shop. Assign jobs to multiple machines, sort or group them by order of importance, required date, thickness or customer. You can also distribute the workload of your machines more evenly by tracking job times or reassigning jobs to other machines if a job runs long or a machine goes down.

*The Split Log function* automatically determines the material needed for cut jobs on long products and also determines what the remnant will be. Remnants will be automatically placed back into inventory for sale the second you process the cutting job. You can even revalue the remnants manually or automatically based on size of drop.

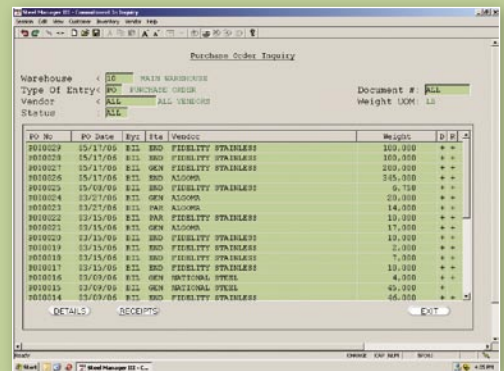
*Define your legs/tails* to figure out what a plate actually looks like after it has been on the table. This was once near impossible, but because Steel Manager III links your remnant drawing from your nesting program to the physical inventory, there's no more guess work.

*Production Inquiry* lets staff inform customers of their order status in seconds. They'll see how many processes are required for the order, and can access scheduling and completion information for all processes, internal and external.

*Repeat Orders* on customer parts are easily processed. If a customer needs a repeat order, you can retrieve the past order and issue a new quotation with ease. Searches can be made by customer part or drawing number and sent to production with just a few keystrokes.



## > PURCHASING



*Purchasing* is something Steel Manager III can help you master. By monitoring usage of your raw material and finished goods, it will automatically remind you when inventory levels are getting low and then suggest an amount to order based on current inventory levels. This utility will even inform you of over stocked material.

*Time & Usage* allows you to manipulate your inventory levels and reorder quantities. You'll be allowed to take out irregular spikes in usage as well as specify time periods on which to base calculations.

*PO Request Forms* can be faxed or emailed from your computer to multiple vendors ensuring you're always getting the best price. Once you select your vendor, the PO Request can be easily converted to a working PO.

# 4GL Solutions

TECHNOLOGY FOR THE METAL INDUSTRY