


O2 Chemical ERP



Escape Velocity Systems



"My workload is down by 30 percent. That's 30 percent more time I have to build this business, pursue new sales opportunities, and build our distribution channel — imagine how that will translate into this business' success."

*- Deborah Smith
Vice President
Edrich Products, Inc.*



Elevate Performance,
Productivity & Profitability
with
O2 Chemical ERP

Chemical manufacturers are faced with challenges including volatile material prices, escalating transportation costs, increased competition and ever changing regulatory compliance requirements. These challenges require a level of operational visibility that not only includes current data, but gives a glimpse of the future. As a chemical manufacturer grows and expands, manual, paper, and spreadsheet-driven processes don't keep up with the information needs from across many departments and functions. Fortunately there is a solution. O2 Chemical ERP is a complete enterprise management solution tailor-made for growing chemical manufacturers. O2 Chemical ERP's industry-specific feature set, based on Sage MAS 500 helps chemical manufacturers manage their entire operations with insight; the competitive advantage that can make the difference between surviving and thriving.



Chemical Industry Business Issues

Focused on Industry Challenges

Competition, highly variable material costs, regulatory requirements and quality management are key challenges to a chemical manufacturer's profitability. To succeed, you need clear, accurate and timely visibility across your whole enterprise; from sales and production to purchasing and inventory control. Real-time access to information from all corners of your organization will help you keep your finger on the pulse of your company.

Escape Velocity Systems understands the needs of chemical manufacturers are unique and require a great understanding of customer demands, quality and regulatory requirements, and good manufacturing practices (cGMP). Inherent in the O2 Chemical ERP is that understanding, which comes from years of industry expertise developing tools and real solutions that have helped chemical manufacturers realize a competitive advantage.

Where you are today, where you're going tomorrow, Escape Velocity Systems is uncompromising in its commitment to be your business partner for life.

"Improving integration between applications is one of the top priorities for organizations today."

- Forrester survey of more than 600 technology decision makers and enterprises across North America



Costs, Profitability, & Customer Satisfaction

- “What-if” Cost Analysis
- Sales Forecasting & Inventory Requirements Planning
- Flexible Customer Pricing

Managing costs, profits and customer satisfaction is a continuing challenge for chemical manufacturers; the O2 Chemical ERP helps you manage and continually address these challenges.

Low margins and often highly fluctuating material costs make managing profitability a must for chemical manufacturers. O2 Chemical ERP offers real-time cost data helping you track material costs (including intermediates), labor, packaging and finished goods. In addition, “What-if” cost-analysis to help make pricing decisions easier, improve your bottom-line with better visibility throughout the entire budget, pricing, and analysis process.

Customer/product and promotional pricing can be difficult for growing chemical manufacturers. Let O2 Chemical ERP reduce the difficulty of pricing tiers, rebates and promotions by allowing you to better manage pricing at all levels including; customer, product, region, and calendar. Gain real insight into your profitability and identify variances quickly.



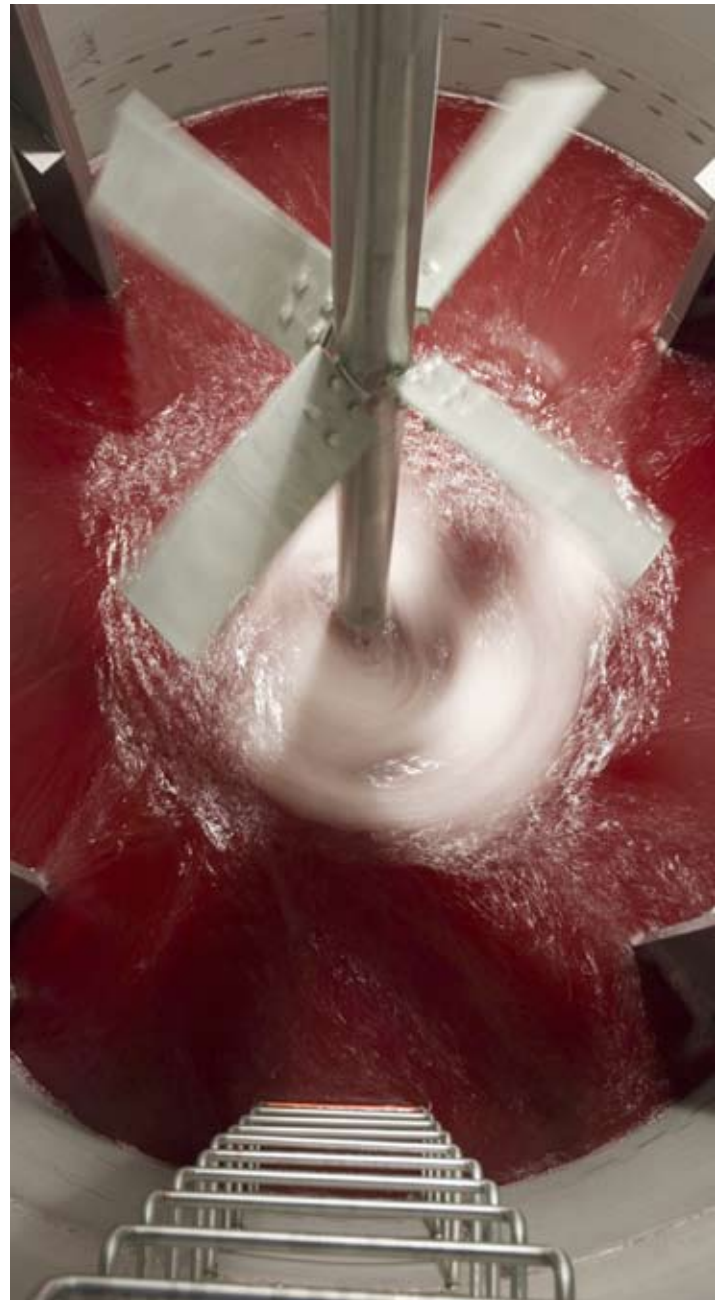
Production Efficiency & Inventory Management

- Inventory Forecasting
- Certificate of Analysis Tracking (C of A)
- Multiple Unit of Measure Calculations and Batch Sizing
- Capacity Resource Scheduling
- Graphical Inventory Dashboards

Daily challenges of a chemical manufacturer are numerous and complex; with ever changing production planning, operational capacity scheduling, product expiration dates, batch yields and ingredient variability.

O2 Chemical ERP understands the complex and unique inventory requirements of a chemical manufacturer. Effective inventory management for a chemical manufacturer requires an ability to forecast product demand and inventory levels, to notify of product expiration, to manage product and ingredient specifications, quality control status and vendor certificates of analysis (C of A). To make the inventory management even more efficient, O2 Chemical ERP provides Business Intelligence tools for powerful, flexible and graphical management reporting.

The O2 Chemical ERP operates the way you do and offers robust tools to help manage your operations. O2 Chemical ERP helps chemical manufacturers maximize R&D and production efficiency with multiple unit of measure calculations. In addition O2 Chemical ERP provides finite capacity scheduling to optimize production schedule based capacities and constraints of your plant.



"We've standardized on Sage Software solutions and products that tightly integrate with it like O2 Process Manufacturing — and that's been a very good decision for us."

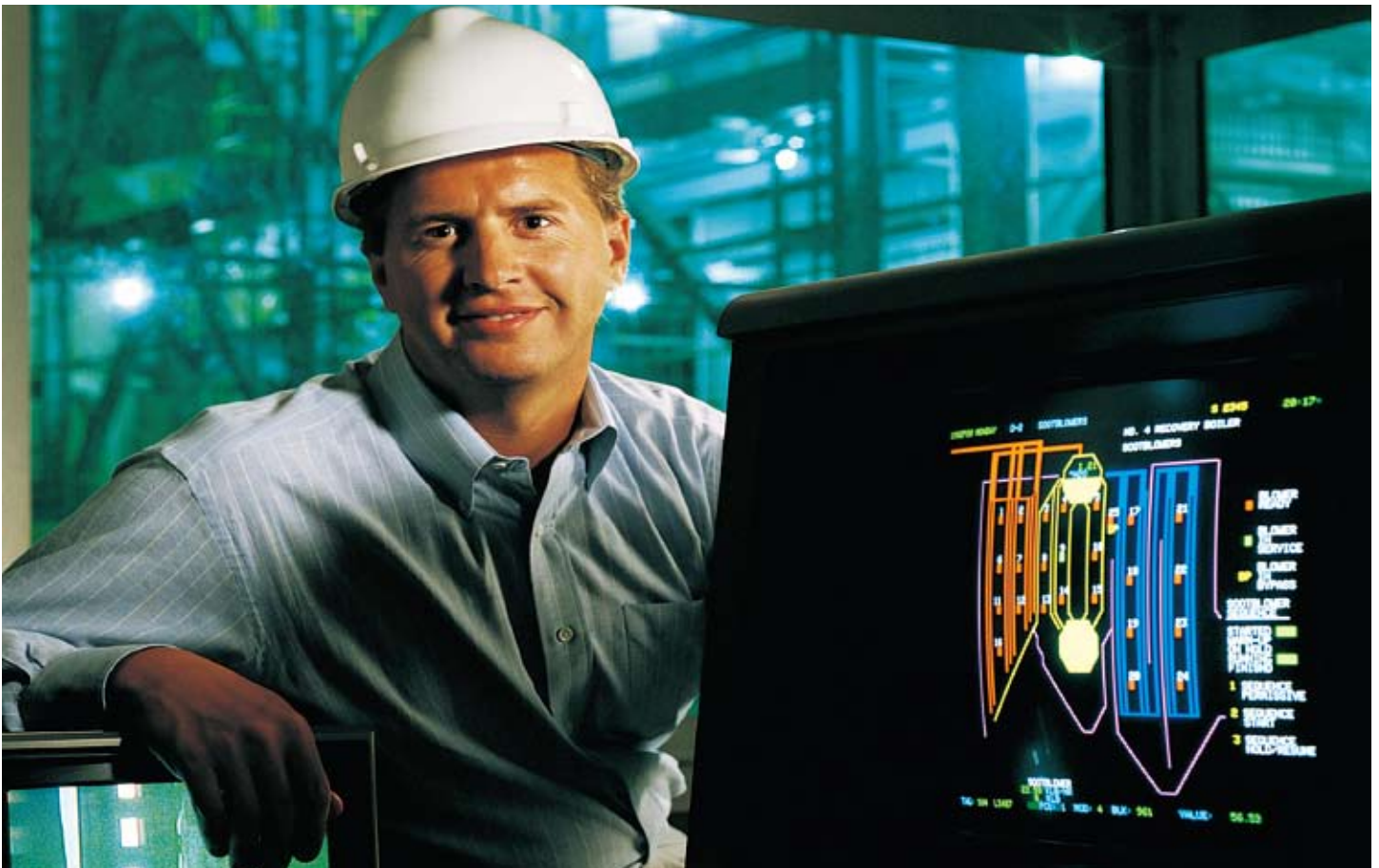
*- John Williams
Controller
Trinity Manufacturing*

Chemical Safety, Compliance, & Quality Control

- Formula Security & Management
- Cradle to Grave Lot Tracking
- MSDS & Compliance Reporting

Customers, regulatory agencies and distribution partners insist on high product and delivery standards from your company. The O2 Chemical ERP was developed to easily satisfy the high standards you require.

Too often chemical manufacturers maintain information in multiple locations (or "islands"); i.e. recipes in Excel, quality control tests in Access and production scheduling on a white board. This separation of information requires significant and error prone manual tasks and limits communication between the "islands." How does a formula change affect a product MSDS? If QC determines a product to be sub-standard, how does purchasing and production know in real-time? The O2 Chemical ERP was developed to centralize information from all aspects of your organization and provide real-time information to all functions of your company.



O2 Chemical ERP Solution

Quality Control

With the Quality Control Module you can define a battery of tests to perform for purchased materials or manufactured products and set the acceptable range for the tests. If a test fails, the lot can be placed on hold. A “work queue” can be used to help alert quality control personnel of products which need to be tested and automatically generate a test schedule for production batches.

Auditing & Security

O2 Chemical ERP provides the necessary tools and facilitates compliance with government auditing and security regulations, including the Sarbanes-Oxley and the FDA 21 CFR Part 11b. There are many systems that can process your data, O2 Chemical ERP goes one step further by helping you validate and audit your data.

Formula Management

O2 Chemical ERP combines powerful formulation and analysis with formula management capabilities such as formula group security and an R & D notebook. The formulation module takes full advantage of the strong physical property module. With O2 Chemical ERP, you can formulate to multiple specifications, performing many complex calculations quickly and accurately, eliminating the need for complex and mistake-prone spreadsheets.

Production

The Productions Module provides powerful operational and analytic tools to help process manufacturers maximize efficiency and

intuitively analyze historical operations. Whether you produce complete batches, require finished goods to ship before a batch is closed or operate in a “continuous flow” environment, O2 Chemical ERP can easily facilitate your manufacturing method. The “Active Role Interface” is a completely customizable workbench which provides a powerful tool to manage your operational schedule.

Costing Analysis

The Cost Set Module for O2 Chemical ERP allows users to define multiple standard cost sets. Each cost set can have the same inventory items or different groupings. A user can then use a cost set to roll up finished good costs to perform “what-if” scenarios. With each scenario, the expected impact of the cost change on finished goods can be determined. Simplify the updating process by utilizing a linked Excel spreadsheet. When done, simply click “import” and your standard cost set in O2 Chemical ERP will be updated. The Cost Set Module can also be utilized to roll up costs to other inventory buckets such as replacement cost and landed cost.

Compliance Reporting

For many process manufacturers, compliance reporting such as MSDS, SARA and HAPS are a legal requirement. The Compliance Reporting module is a dynamic reporting solution designed for the complex demands of your organizations federally regulated requirements. With the Compliance Reporting module, you will save time and money by enabling your organization to quickly and accurately generate compliance reports, streamlining the compliance reporting process, eliminating duplication of entry and maintaining a seamless workflow.

The screenshot displays the O2 Lot Recall software interface. At the top, there is a menu bar with icons for Sales Orders, Purchase Orders, Production Orders, Lot Reconciliation, Implicated on Hand, Word Mail Merge, and E-Mail Merge. Below the menu bar, there are three main sections: 'View Backwards Hierarchy', 'Purchase Orders', and a navigation pane. The 'View Backwards Hierarchy' section shows a tree view of lot numbers. The 'Purchase Orders' section displays a table of purchase orders with columns for Vendor, Stock Qty Received, Stock UOM, LotNo, Received, Received By, Address, and City. The navigation pane includes buttons for 'Enter Items and Lots', 'View Backwards Hierarchy', and 'View Forward Hierarchy'.

Vendor	Stock Qty Received	Stock UOM	LotNo	Received	Received By	Address	City
Advantage Consulting	100000.00000000	Pound	01-849434	03/04/2007	admin	110 City Blvd. West	Huntington Beach
Advantage Consulting	25000.00000000	Pound	01-8954	03/04/2007	admin	110 City Blvd. West	Huntington Beach
Advantage Consulting	25000.00000000	Pound	08-7855	03/04/2007	admin	110 City Blvd. West	Huntington Beach
Advantage Consulting	20000.00000000	Pound	89-3636	03/04/2007	admin	110 City Blvd. West	Huntington Beach
Advantage Consulting	10000.00000000	Pound	14-8952	03/04/2007	admin	110 City Blvd. West	Huntington Beach
Advantage Consulting	45000.00000000	Pound	70-89151	03/04/2007	admin	110 City Blvd. West	Huntington Beach
Advantage Consulting	75.00000000	Pound	01-71812	03/04/2007	admin	110 City Blvd. West	Huntington Beach
Advantage Consulting	2500.00000000	Pound	40-8514	03/04/2007	admin	110 City Blvd. West	Huntington Beach
Advantage Consulting	6500.00000000	Pound	01-4514	03/04/2007	admin	110 City Blvd. West	Huntington Beach
Advantage Consulting	8500.00000000	Pound	01-25152	03/04/2007	admin	110 City Blvd. West	Huntington Beach

Advanced Planning & Scheduling

Advanced Planning & Scheduling module has the ability to take an unlimited number of constraints into account and automatically alert planners to any violation. The Microsoft.Net architecture allows for easy addition of custom constraints unique to your business for production of schedules that respect your real-world requirements. The result is maximum production output, reduced time lost to cleanouts, and a planning process that is easy to manage.

EDI

O2 Chemical ERP offers more than just EDI integration software or network services. A modular approach enables O2 Chemical ERP to provide a comprehensive yet flexible EDI solution that delivers unparalleled scalability.

Royalties & Rebates

The Royalties/Rebates Module provides the ability to automate royalties, rebates, field development, slotting fees, customer refunds or any other paid fee based on O2 Chemical ERP orders. O2 Chemical ERP customers can set up relationships between items, vendors, and customers in one maintenance screen. The end result is to create an automated payable transaction to the vendor. This eliminates the need for "offline" spreadsheets to calculate what is owed to vendors and saves significant time at period-end.

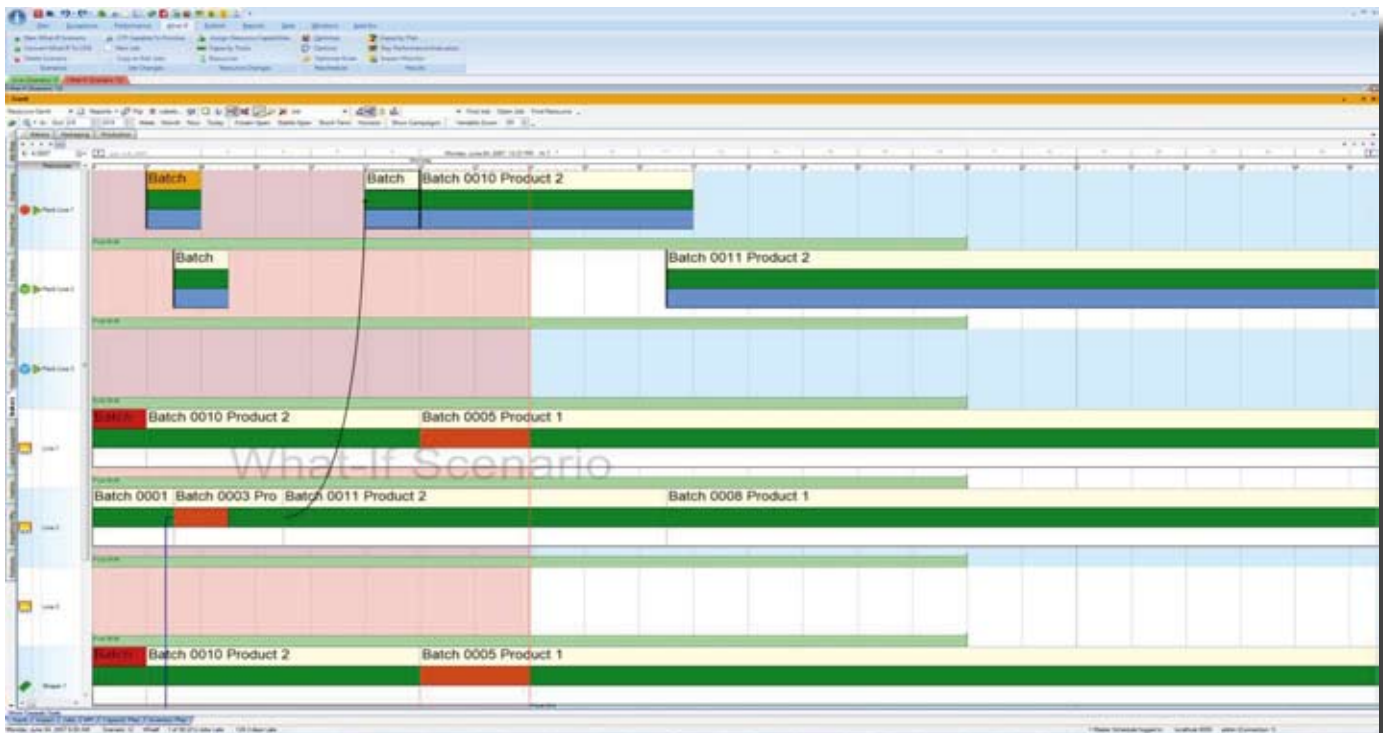
Route Sell

Route Sell is a comprehensive sales force automation and productivity tool designed specifically for distributed goods industries. Extending the order entry, pricing and inventory databases to the field utilizing PDAs, tablets or notebook mobile devices dramatically increases sales force productivity. Database synchronization with O2 Chemical ERP can be accomplished on a near real-time basis with cellular wireless or in batch mode across WAN, LAN, WiFi, Internet and dial-up modem.

Designed by and for sales professionals, the user interface is intuitive, yielding high user acceptance and a short implementation cycle. The software can be installed on the same server with O2 Chemical ERP or on a separate machine for larger implementations.

Forecasting

O2 Chemical ERP brings forecasting technology together with dynamic inventory policy simulations. O2 Chemical ERP makes it easy to experiment with alternative supply strategies and see the effect on service and projected inventories immediately.





Landed Costs

The Landed Costs Module allows you to combine actual shipping, handling, and import fees costs into the total cost of goods helping you manage profitability. You'll also be able to more effectively record actual costs incurred in acquiring goods by including duty, freight, and insurance (many times entered after the fact) as well as capture additional costs incurred later, such as destination fees and freight (often used in the valuation of inventory).

Streamline your procedures and correctly update inventory values by using multiple allocation methods including; by weight, volume, per unit, extended amount, and equal pars per line. Landed costs are automatically allocated to inventory goods received and then posted according to a specific project, avoiding duplicate, manual entries. Landed costs not known at the time of receiving can be entered later and allocated across multiple purchase orders, helping improve accountability.

Material Requirements Planning (MRP)

MRP is integrated with finite scheduling to provide a true closed loop system, which utilizes actual demand and transaction data from sales orders, purchase orders, inventory management, and work orders. It also provides integration with demand forecasts for items based on advanced replenishment rules and formulas, thus enabling more accurate material plans by item. Planners have total control over generation criteria including start and stop dates, planning bucket sizes, and a demand time fence. Multiple MRP versions provide greater flexibility and simulation/comparison capabilities. MRP may be instantly accessed for material data from sales orders, purchase orders, work orders, and inventory.

Enterprise Asset Management

Enterprise Asset Management speeds the information flow between the enterprise business system and the maintenance department to accelerate performance and help you achieve maintenance excellence.



Mobile Warehouse

Purchase Order Receiving

Increase the accuracy, speed and effectiveness of your receiving department with the Mobile Warehouse. By utilizing Smart-Barcode™ technology your employees will learn in minutes, how to perform the receiving function. With a couple scans from a barcode reader, your inventory will be received, compared to the purchase order in O2 Chemical ERP, validated against the receiving rules that you have defined and labels printed with any information you wish.



By empowering your receiving personnel to enter inventory receipts at the dock, you will have faster, more accurate inventory information of raw materials, better communication with production planning and scheduling functions and more timely information for material purchase planning.

Warehouse/Bin Movements

Knowing specifically where your inventory is located within your organization is essential to effective inventory management. For companies that manage lot tracked items and/or expiration dates of materials, this information becomes critical. Historically, capturing this information has been prohibited by cost; both human-capital and dollars, slowness by which transactions are updated and the ability of systems to handle the transactions.

With Mobile Warehouse and Smart-Barcode™ technology, bin movements within a location is as simple as scanning a couple barcodes. Warehouse employees will adopt the process change easily because the process doesn't significantly interfere with their normal duties. They will embrace the change the first time they are able to find missing inventory by querying the barcode scanner to get the precise location.

Process Manufacturing

Process manufacturing generally has complex requirements in the warehouse environment. Warehouse personnel may have to manage inventory lots, expiration dates, hazardous materials, quality control release/quarantine, etc. Mobile Warehouse was specifically designed to enable material handlers to effectively and easily manage these inventory complexities.

This module, in conjunction with the Process Manufacturing module of O2 Chemical ERP allows your to create production pick tickets based on rules you define, FEFO (first-expire, first out), oldest lot, single lot picking, etc. and either request or require your material handlers to pick these lots. Do you allow your material handlers to determine the material to pick? No problem, Mobile Warehouse can tell your material handlers what item to pick, where the items reside in your plant and allow them to chose the appropriate lots.

As materials are produced and potentially put on pallets or in containers, Mobile Warehouse can allow your material handlers to enter quantities produced for the batch, identify the pallet/container that they are on and track that pallet/container throughout your warehouse.

Sales Order Shipping/Picking

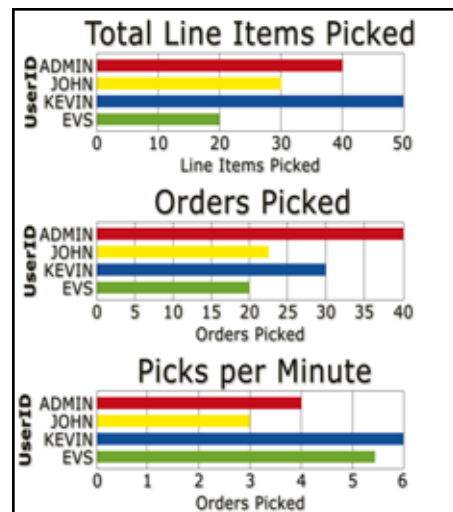
Sales order picking is a powerful and flexible function within Mobile Warehouse and O2 Chemical

ERP. The warehouse management function of O2 Chemical ERP allows complex rules to determine what should be picked, where from, and how much. The Mobile Warehouse will communicate the desired picks to your material handlers who will know exactly where in the warehouse the inventory resides. If

you track inventory on containers or pallets, material handlers can load a pallet, homogeneous item, mixed items, mixed lots, etc. and stage the pallet for shipping. With Mobile Warehouse and Smart-Barcode™ technology, shipping is as simple as a couple scans; shipping documents are printed, and O2 Chemical ERP is immediately updated for the shipment.

Physical and Cycle Counts

Increase the speed and accuracy of your physical counts while minimizing the effort and costs to capture the required data with Mobile Warehouse with Smart-Barcode™ technology.





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