

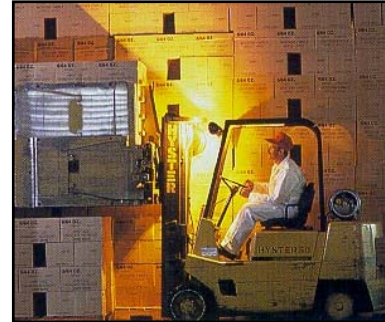
Seven Ways To Get More From Your ERP System

A Practical Guide for Manufacturers

8:35 A.M.

Far from the well-appointed offices of senior management, a worker on a forklift puts away a truckload of parts that have just arrived.

- He scribbles some notes about the recent delivery on his yellow pad and plans to enter the numbers “into the system” two hours later, after his break.
- When he is finally ready to enter the data, he is hot and tired. He is in a hurry to put away another delivery that has just arrived at the unloading dock.
- So he does what others on the manufacturing floor do many times a day.
- He makes a mistake.
- He keys in “55 units” instead of “550” units and goes happily, unknowingly, about his business.



12:40 P.M.

The incorrect data entered by the forklift operator, along with all the other incorrect data supplied by his co-workers, now circulates instantly throughout the enterprise.

- Managers, tasked with making vital decisions, are doing so with badly flawed data.
- The awesome power of their Enterprise Resource Planning system, intended to help forward – looking managers has been turned against them.
- Once again, they are flying blind.

- **How can you avoid the Bad Data Syndrome that affects so many manufacturing companies using ERP systems?**
- **How can you make sure that only accurate data becomes the basis of your crucial assumptions and decisions?**
- **Compsee a leader in wireless network solutions and bar code data capture technology, has proven, practical, affordable answers.**
- **This is the story of how we can provide them to you...**

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Your ERP System Is Only As Good As The Data You Feed It.

- Any manufacturing company that uses an Enterprise Resource Planning System knows that it's hungry for data.
- Give your system the numbers, the facts, the statistics, and it will make information instantly available all across the enterprise. The trouble is, if you're entering *incomplete* data, or *inaccurate* data, trouble can spread far and wide extremely quickly, and potentially devastating mistakes can be made.
- That's why you should find out more about what Compsee has to offer. You see, we understand that your ERP system represents a huge investment. The question is, how can you get the biggest return from that investment as quickly as possible?
- We have answers to tough questions like this. You see, we specialize in helping companies like yours get the most from their ERP systems by giving users the ability to enter and access real-time, accurate data right from the manufacturing or warehouse floor.
- This means that by combining the power a wireless network solution and bar code data capture products, and the expertise and experience of Compsee, can put vital information where your company needs it most.
- At your fingertips.

We Can Help With Vital Plant Floor And Warehouse Applications Like These...

- Raw material receiving
- Inventory control
- Time and attendance/job tracking
- Work-in-process
- Preventive maintenance
- Quality control
- Shipping
- Receiving
- Put-away
- Picking
- And more

Get the most from your ERP system with a wireless plant floor.

- With a wireless plant floor that uses the latest RF technology, you can forget about running wires and "tethering" people to bulky equipment. And you won't have to wait around for employees to laboriously (and often inaccurately) enter data by hand. This means that transactions move quickly and error-free from your plant floor or warehouse right into your ERP system.
- The bottom line? Compsee has the know-how to make sure your key business processes execute quickly, consistently, and reliably.
- The wireless plant floor is the wave of the future and it's available *now* at an affordable price. Isn't it time you found out more about how we can go to work for *you*?

With a Compsee solution in place, your manufacturing floor becomes the source of accurate, real-time data. The result? At last, you can leverage the full power of your ERP system.

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1 *Make Sure You're Using Accurate, Timely Data.*

On the plant floor or in the warehouse, it can be difficult to get vital data into your system. That's because data is normally entered in a two-step manner. First, it's written down and then it's keyed into the system. As a result, the margin for error is high.

- It's also a fact that the people doing this kind of work are the least likely to appreciate the impact of poorly collected data. They may not understand that, with an ERP system, bad data can spread quickly through the entire enterprise, and that important decisions are only as good as the data they're based on.
- With a wireless solution, things are very different. We use the latest wireless network solutions and bar code data capture technologies to make sure that only accurate data gets into your ERP system.

2 *Integrate Existing Data-Handling Processes.*

While you're planning and executing your migration to an ERP system, you're continuing to operate with your legacy system. Personnel are already familiar with it and are comfortable using it. You may already have a data collection system installed that is integrated with the legacy system. But as you may be discovering, migrating the data collection system to an ERP system is not always an easy matter!

- If you want to significantly reduce the pain of switching from an old system to a new one, Compsee can help. You see, we have the experience and expertise needed to integrate data collection systems with a variety of legacy systems, as well as with your ERP system. Give us a call and we'll be happy to explain how we can put our experience to work for you.

3 *Find The Best Way To Slash Inventory, Cut Costs, And Increase Efficiency.*

These are all things that your ERP system was designed to do. But, as you may have recently learned, your ERP system is not delivering full value if vital data from the plant floor and warehouse aren't making it into the system.

- Compsee can help you meet challenges like these every step of the way.
- The first thing we do is listen. We work closely with you to clearly define all your data collection needs. Then we create a design document that specifies your requirements and defines the metrics of your completed system. Next, we use the appropriate hardware/software data collection tools and execute the plan. Finally, we follow up with post-installation training and support that ensures your ERP system is living up to its promise.
- We also want you to know that we can work with your in-house implementation team, or provide complete, turnkey solutions. Whatever products or services you need, Compsee is ready to help.

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4 *Make Sure your solutions Are Easy To Maintain.*

All our solutions are! You see, we understand that you want to start getting important plant floor and warehouse data into your ERP system as quickly as possible — but that's not all. You also want to be able to maintain and enhance your system without extensive follow-on projects. The good news is that Compsee can provide leading-edge software tools that allow you to adapt the system to your changing needs. Of course, they'll be there to provide assistance if you need it.

5 *Start With A Truly Affordable Solution.*

If you're looking for power and flexibility at an extremely affordable price, take a close look at what Compsee has to offer. We are dedicated to providing truly cost-effective solutions that speed up the return on the investment you made in your ERP system. To find out how much a proven, time-tested solution would cost for your company, give us a call any time. We'll be glad to give you complete information.

6 *Be Sure You're Making The Right Purchase Decision.*

When you purchase a data collection solution for your ERP system, you want to deal with a company that truly understands your unique business challenges. Compsee has the experience and expertise you're looking for. What's more, they all have a strong financial foundation and a history of leadership in the data collection industry. This means that you can count on Compsee today and tomorrow.

7 *Find Out Who Stands Behind The Products You Buy.*

Compsee is proud of the fact that all products and services offered measure up to our high standards and have met a set of rigorous criteria. The bottom line? You can be sure you're dealing with a resource you can trust for expertise, knowledge, and experience.

What's more, Compsee can provide you with a complete suite of complementary product, software, and service solutions. In other words, there's no ERP solution, simple or complex that we can't provide.

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Compsee Is Proud To Offer Proven, Time-tested Products.

This should come as no surprise. Compsee is a leader in wireless network solutions and bar code data capture technology. We offer solutions that can help you cut costs and inventories, fast.

Here's a quick introduction to just a few of the most important underlying bar code data capture technologies that can help you gather vital information for your ERP system. We'd be delighted to help you decide which product, or mix of products, can best meet your company's unique needs.

Laser Scanning—a key component.

Laser scanners are the “work horses” of bar code data capture and come in a wide variety of models—hand-held, hands-free, fixed mount, wearable, ruggedized, all-range, and even cordless. Laser scanners are perfect for warehouse stock picking and a wide range of other uses. High performance laser scanning technology is now extremely compact, lightweight, durable, and easy to integrate.

Portable Computing—it lets you go where the data is.

Today's rugged, lightweight, portable, ergonomically designed hand-held computers let users “go where the data is.” This means they can gather important warehouse and factory floor information quickly and accurately, and connect it with your client/server network for timely, reliable decision support. Portable hand-held computers offer powerful data management capabilities and are available in every configuration—from pen-based computers, to wearable systems, to hand-held terminals.

RF Computing—the new frontier.

The latest wireless RF technology lets you process information in real time for that extra competitive edge. For example, Compsee offers a powerful wireless LAN designed to comply with the IEEE 802.11 international standard for wireless communications. Compsee's system offers high performance, compatibility with current technologies, and easy integration of future application tools.

Fixed-Mount Computing—perfect for industrial applications.

Fixed-Mount Computers are specially designed for the industrial workplace, including manufacturing floors, warehouses, distribution centers, and transportation hubs.

Vehicle Radio Computers—bar code data capture on the move.

Vehicle Radio Computers are rugged, touch screen; PC-compatible computers that provide advanced processing capability, while withstanding physical shock and vibration.

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An RF Network Can Solve Some Of The Toughest Challenges You Face.

The most valuable asset in your manufacturing operation isn't machinery.

- It's up-to-date, accurate information that you can put to use. No wonder wireless computing technology is being enthusiastically adopted by so many bottom line oriented companies and organizations.
- If you want to raise profits, cut costs, and stay ahead of the competition, now is the time to find out more about wireless technology and how it can gather vital information in your warehouses.
- What makes wireless computing so exciting? The fact that it lets users in your warehouses "go where the data is," freely and unencumbered. And that they can gather important information quickly and accurately, and instantly put it to use for timely, reliable decision support.
- RF (Radio Frequency) networks have proven themselves as great ways for organizations of all kinds to boost productivity, cut costs, and increase profitability Isn't it time you join the wireless computing revolution?

Why does a Compsee-based RF data collection system offer so much to your company?

- Because it helps avoid the inevitable human errors inherent in a manual system, and provides real-time information that you can put to use immediately. For example, a Compsee RF network can help a forklift truck operator decrease the time spent searching for a specific item, optimize pick path travel distances, and reduce rewarehousing.
- With a Compsee solution, you'll also benefit from:
 - A reduction in key-entry labor and safety stock levels
 - Not having to complete physical inventories
 - Fewer lost sales and backorders caused by an inaccurate inventory
 - Lower inventory write-offs
 - Fewer manufacturing overruns caused by inaccurate inventory levels
 - Lower manufacturing disruption costs caused by material outages
 - And that's just for starters!
- No wonder companies that have already put the power of RF bar code data capture technology to work have discovered an important fact. That what you actually do with data—how it is collected, processed, and acted on—can slash manufacturing costs, increase productivity, and dramatically boost profits.
- If you're looking for a way to improve your bottom line and meet the tough competitive challenges you face, take a close look at what an RF network can do for your organization.

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When You Work With Compsee, Inc., You're In Good Company

Compsee, Inc. is a leader in mobile computing and communications systems. Our innovative solutions, used in a wide variety of industries, are based on wireless local area networking for voice and data, application-specific mobile computing, and bar code data capture.

We're ready to help whenever you need us.

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Have a question about how wireless network solutions and bar code data capture technology can help you get the most from your manufacturing system? Give our information center a call. Our team is always at your service to:

- Discuss your specific application requirements.
- Introduce you to new technologies that can increase productivity.
- Determine how much money wireless network solutions and data capture technology can save you.
- Answer any questions you may have about specific products.
- And that's just for starters!

For further information contact:

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