

BATCHMASTER® ERP

'HVLJQHG IRU)RUP
3URFHVV 0DQXIDFW

% DWFKODVWHU (
ZLWK 8/\$XVLQHVW

3URYHQ & RVW (IIRWKWLQRQ3
IRU 3URFHVV 0DQXIDFWXUHUV





\$ FW RQ , QVWDQW DQ
, QIRUPDWLRQ

&DSWXUH GDWD DFURV
FXVWRPHUV RSHUDWL
ILQDQFLDOV LQ D VLQJ
IRU LPPHGLDWH DFFHV
:LWK WKH DGGLWLRQ R
LQWHJUDWHG &U\WD
VRIWZDUH LW GHOLYH
UHSRUWLQJ IXQFWLRQD
LQIRUPDWLRQ DFFHVV
FUXFLDO LQVLJKWV LQ
\RXU EXVLQHV :LWK
UHODWH` DQG LQWHUD
IXQFWLRQDOLWLHV \R
WKURXJK UHOHYDQW G
DQVZHUV TXLFNO\ (PS
UHVSRRQG WR FXVWRPH
DQG \RXU PDQDJHUV FD
UHYHQXHV FRVWV DQ
PDUJLQV VR WKH\ FDQ
EXVLQHV VV SHUIRUPDQF
GHWHUPLQH KRZ WR LP

0HHW <RXU , QGXVWU
1HHGV

7KH VRIWZDUH KDV EHH
FRQILJXUHG WR PHHW
QHHGV RI IRUPXOD EDV
PDQXIDFWXUHUV LQ SU
LQGXVWULHV VXFK DV
%HYHUDJH &KHPPLFDO
&DUH DQG 1XWUDFHXW
VHWXS WR H[HFXWLRQ
\RX KDYH WKH DELOLW
WKH VRIWZDUH WR PHH
LQGLYLGXDO QHHGV ZL
LQYROYHPHQW ,Q WHI
V\WHP LPSOHPHQWDW
EH XS DQG UXQQLQJ ZL
HLJKW ZHHNV GHSHQG
FLUFXPVWDQFH V

'HVLJQHG ([FOXVLYHO\
IRU)RUPXOD %DVHG
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'UDZLQJ RQ PRUH WKDQ \HDUV
RI %DWFK0DVWHU PDQXIDFWXULQJ
VRIWZDUH H[SHULHQFH DQG RYHU
\HDUV RI 6\$3 EXVLQHV
PDQDJPHQW VRIWZDUH
H[SHULHQFH %DWFK0DVWHU (53
ZHWWK US\$G XFKWILRQQH WDQDJHH PWH OOW
DIIRUGDEOH SURYHQ VROXWLRQ , W
RIIHUV ILQDQFLDO VDOHV
SXUFKDVLQJ LQYHQWRU\ SODQQLQJ
DQG SURGXFWLRQ PDQDJPHQW
ZKLOH FRPSOHWHO\ VXSSRUWLQJ
UHVHDUFK DQG GHYHORSPHQW DQG
FRPSOLDQFH LQLWLDWLYHV , WV LQWXLWLYH
LQWHUIDFH DQG YDVW FRQILJXUDELOLW\
PLQLPLU(sa Gp PLQLPLU(sa Gp PLQL0

SURGXFWLRQ JRDOV DU~~H~~^{5H} ~~B~~^RWWL~~Q~~^VX~~H~~^G
LQYHQWRU\ WR SURGXFWLRQ EDWHQ RQ
ORW UHVHUYDWLRQ DQG H[SLUDWLRQ
UXOHV ODQDJH ORW QXPEHU~~3RZ~~^W LQWHJUDWH
FUHDWLRQ RI ILQLVKHG~~J~~^UHSRGWLQJ WRRDV KH
LQYHQWRU\ \$QDO\JH FRWLVWDQG QWLDO EXVL
\LHOGV PDQDJH 4& DF~~W~~^LW~~H~~^V DQG
SURGXFWLRQ OLQH UHV~~R~~^XUFHV DQG
JHQHUDWH LQGXVWU\ VSHFLI~~E~~^FPSUHGHLQH
FRPSOLDQFH ODEHOLQJ DQG UHSRUWV
VXFK DV)'\$ DQG 6'6
GRFXPHQWV \$GGWLRLQDO SODQLQJ
DQG VFKHGXOLQJ IHDXWUHV FDQ DXWR
JHQHUDWH SURGXFWLRQ VFKHGXOHV
EDWFK SURGXFWLRQ MREV DQG
SXUFKDVH RUGHUV

, QYHQWRU\ & RQWURO

ODQDJH \RXU LQYHQWRU\ DQG
RSHUDWLRQV LQFOXGLQJ SLFNLQJ
SDFNLQJ VKLSSLQJ DQG ELOOLQJ
)URP UHFHLYLQJ WR VWRUDJH WR
VKLSSLQJ UDZ PDWHULD~~O~~ DQG
ILQLVKHG JRRGV LQYHQWRU\ LV
UHSRUWHG DQG WUDQVF~~W~~HG E\ LWHP
QXPEHU ORW QXPEHU ORW VWDWXV DQG
OLFHQVH QXPEHU ,VVXH RU
EDFNIOXVK PDWHULD~~O~~ EDVHG RQ
(,)2)()2 RU),)2 UXOHV
'HDXOW ELQV IRU UHMHF~~W~~HG VXVSHFW
DQG JRRG VWRFN FDQ EH GHILQHG IRU
HDFK ZDUHKRXVH <RX DOZD\V
NQRZ ZKHUH \RXU VWRFN LV DQG
ZKHWKHU LW V DYDLODEOH IRU
SURFHVVLQJ RU VDOH 3HUIRUP
LQYHQWRU\ YDOXDWLRLQ XVLQJ GLIIHUHQW
PHWKRGV VXFK DV VWDQGDUG
FRVWLQJ PRYLQJ DYHUDJH DQG
(,)2 0DQDJH SULFLQJ DQG
VSHFLDO SULFLQJ ZKLFK DOORZV
DXWRPDWLF DSSOLF~~D~~WLRLQ RI YROXPH
FDVK DQG DFFRXQW GLVFRXQWV WR
WUDQVF~~W~~LRQV ZLWK YHQGRUV DQG
FXVWRPHUV 5XQ UHDO WLPH
LQYHQWRU\ XSGDWHV DQG DYDLODELOLW\
FKHFNV ORELOH H[HFXWLRQ
LQFUHDVHV SURGXFWLYLW\ DQG
WKURXJKSXW



) X Q F W L R Q D O L W \ & K H D P N \ O L \ V R Q W U R O
\$ F F R X Q W L Q J D Q G) L Q D Q F L D O V
* HQHUDO OHGJHU DQG MRXHQDO OVSHFWLRQ DQG GLVSRLWLRQ E\ ORW
HQWULHV RU S D U W L D O ORW RI
% D V L F F R V W D F F R X Q W L Q J D Q G Q P R P L Q J J R R G V
P R Q L W R U L Q J S U R M H F W F R V W V : R U N L Q 3 U R J U H V V
% D V L F E X G J H W P D Q D J H P H Q W 5 H W H V W L Q J R I , Q Y H Q W R U \ D W D Q \
% D Q N L Q J D Q G E D Q N V W D W H P H Q W 8 V H U G H I L Q H G W H V W P H W K R G V D Q G
S U R F H V V L Q J U H V X O W V U H S R U W L Q J
3 D \ P H Q W S U R F H V V L Q J D Q G , Q Y H Q W R U \ K R O G D Q G U H O H D V H
U H F R Q F L O L D W L R Q F D S D E L O L W \
) L Q D Q F L D O V W D W H P H Q W V D Q G
U H S R U W L Q J
6 D O H V W D [D Q G 9 \\$ 7 , Q Y H Q W R U \ D Q G ' L V W U L E X W L R Q
0 X O W L F X U U H Q F \ V X S S R U W 6 K H O I O L I H P D Q D J H P H Q W
5 H F H L Y L Q J L V V X H V S X W D Z D \
6 D O H V D Q G & X V W R P H U 4 Q Y H Q W R U \ D G M X V W P H Q W V S L F N
2 S S R U W X Q L W L H V D Q G S D E N D Q G V K L S W U D Q V D F W L R Q V
P D Q D J H P H Q W 7 U D Q V I H U V Z L W K L Q D Q G E H W Z H H Q
& X V W R P H U F R Q W D F W D Q G D F R X V H W \ R U E L Q V
P D Q D J H P H Q W 0 R E L O H W D V N H [H F X W L R Q D Q G
6 D O H V T X R W D W L R Q V D Q G T K U G L H W
* R R G V G H O L Y H U \ D Q G 6 H W K D Q \ Q X P E H U P D Q D J H P H Q W
W U D F N L Q J , Q Y H Q W R U \ U H Y D O X D W L R Q
, Q Y R L F L Q J D Q G F U H G L W & X V W R P H U D Q G Y H Q G R U F D W D O R J
6 D O H V D Q G S L S H O L Q H Q X P E H U W
6 H U Y L F H F R Q W U D F W P D Q D J H P H Q W 3 U D F J H P Q L W V D Q G V S H F L D O S U L F L Q J
6 H U Y L F H F D O O P D Q D J H P H Q W D Q G
7 U D F N L Q J 5 H S R U W L Q J D Q G
\$ G P L Q J V W U D W L R Q
3 X U F K D V L Q J D Q G 3 O D Q Q L Q J 1 X C Q \ L Q W H J U D W H G Z L W K & U \ V W D O
3 X U F K D V H R U G H U V D Q G 5 H S R U W L Q J H V W Z D U H
* R R G V U H F H L S W V D Q G 4 U H W K V Q M W 2 X W O R R N \ L Q W H J U D W L R Q
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0 D V W H U 3 U R G X F W L R Q 6 F K H G X O L Q D V H G D O H U W V I R U
0 D W H U L D O 5 H T X L U H P H Q W 4 W V 5 H F S W L R Q P D Q D J H P H Q W
3 O D Q Q L Q J (P S O R \ H H G L U H F W R U \ D Q G
3 U R F H V V 0 D Q X I D F W X U L Q J D G P L Q L V W U D W L R Q H P S O R \ H H W L P H
3 U R G X F W ' H Y H O R S P H Q W 5 H P R W H V X S S R U W S O D W I R U P
/ D E R U D W R U \ D Q G 6 D P S O H V D W D P L J U D W L R Q Z R U N E H Q F K G D W D
) R U P X O D 0 D Q D J H P H Q W D U F K L Y L Q J
3 D F N D J L Q J % L O O V R I 0 D W H U L D O
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2 S W L P L] D W L R Q
& R V W L Q J D Q G & R P S D U D W L Y H
\$ Q D O \ V L V

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HQJLQH KDV EHHQ GHVLJQHG WR
DGGUHVV D YDULHW\ RI FRPSOHI[WD[
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XVHU IULHQGO\ LQWHUIDFH WKDW FDQ EH
PDLQWDLQHG E\ \RXU FRPSDQ\ V
WD[SURIHVVLRQDO 7KH WD[HQJLQH
KDV D KLJK GHJUHH RI

, Q W H J U D W H G U H S R U W V

6 DOHV

6DOHV TXRWDWLRQ VDOHV
TXRWDWLRQV IRU \RXU OHDGV DQG
FXVWRPHUV 7KHVH VDOHV
TXRWDWLRQV FDQ EH IHG LQWR WKH
/DERUDWRU\ 5 ' IHDXWUH LQ
PDQXIDFWXULQJ WR HVWLPDWH FRVWV
IRU QHZ SURGXFWV <RX FDQ
FDOFXODWH JURVV SURILW IRU HDFK
TXRWDWLRQ UHDGLO\ UHYLHZ WKH
VDOHV SULFH KLVWRU\ DQG RQFH \RX
FUHDWH D TXRWDWLRQ HDVLO\ H[SRUW LW
WR OLFURVRIW :RUG

6DOHV 2UGRSOLI\ HQWU\ RI
VDOHV RUGHUV E\ DFFHVVLQJ LWHP
DYDLODELOLW\ LQIRUPDWLRQ WKURXJK DQ
DYDLODEOH WR SURPLVH UHSRUW
DFURVV PXOWL SOH ZDUHKRXVHV
:KHQ D VKRUWDJH DULVHV FKRRVH
WR RUGHU IURP D OLWV RI DOWHUQDWLYH
LWHPV RU DOORZ WKH LWHP TXDQWLW\ WR
EH SDUWLDOO\ GHOLYHUG 2UGHUV FDQ
VXSSRUW GLIIHUhQW GHOLYHU\ GDWHV
DQG VKLS WR DGGUHVVHV IRU HDFK
OLQH LWHP DQG \RX FDQ
DXWRPDWLFDOD\ FUHDWH SXUFKD VH
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GURS VKLS WKH LWHPV WR WKH
FXVWRPHU V VLWH

'HOLYHUGHUDWH SDFNDJLQJ
GRFXPHQWDWLRQ IRU DOO JRRGV
VKLSSHG WR D FXVWRPHU 7KH EXLOW
LQ SDFNDJLQJ IXQFWLRQ IDFLOLWDWHV
WKH ³YLUWXDO LQSXW' RI LWHPV LQWR
GLIIHUhQW SDUFHOV ZKHQ D GHOLYHU\
LV FUHDWHG <RX FDQ VWRUH WKH
GHOLYHU\ WUDFNLQJ QXPEHU DQG
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WKH FOLFN RI D PRXVH 7KH
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ZDUHKRXVH TXDQWLWLHV ZKHQ \RX
PDNH D GHOLYHU\ VKLSPHQW

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FXVWRPHU UHWXUQV LQFOXGLQJ \$ 5
EDODQFH DQG LQYHQWRU\
DGMXVWPHQWV ZLWK D VLQJÁKLSXSŽy ...),q S%~•FXVWRPHU V VLWH

3XUFKDVLQJ DQG 2S \$3 DFWHG QW ,PVWXR D FUHGW HW GHLQHG 'HPDQG
PHPR WR DQ\ VXSSOLHULYRIG HU ISW QQHQJ KRUD
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SXUFKDVT RUGHUV XS EUDQMLQW PHPR IURP WKEDRQWJLQIDQH ZKDW ZR
LQYHQWRU\ TXDQWLWLHQY RLDFOF XODWLQJ VRXUFHV RI GHPDQG L
WKH ODQGHG FRVW YDOXH RI LPSRUWHG IHQFH)RU LQVWDQF
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3XUFKDVT RUEBWH HOHPHQWV VXFK DV IUVHLRIZG HPDQG IURP IRU
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VHUYLHFV \RX RUGHU WQG S2U1 QWVW RI HDFKDLQMGHWWKAKIWXUH WLPH
PDLO ID[RUH PDLO WDIFHMPX QDQ UZDFUWHQRXVH YDQCRHZ RIQO\ IRUHFDVW G
WR WKH VXSSOLHU \$ SPXHUFKIDQGRVQHHS G DWHV
FDQ EH FUHDWHG IURPDDXWBEPWLRUDQHOU 2UGHU UHFRPPHQGDWL
RU 053 VXJJHVWLQV WR HQVXUH \$ XWRPDWLFD00\ FUHD
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FDOFXODWLQV KHOS \RX DQWLFLSDWH
\$ 3 LQYRBEFRHVV SD\PHQWPDQG IRU \RXU SURGQDQH
ILQWWRKXGS\$RDRBUEp AV BIFMDQH QWMRQWHDQDQH
HGWULHV WKH VRIWZD DQH FDQVGRQDQH
JHQHUDWHV ZKHQ \RX SURFHVV
VXSSOLHU LQYRLFHV

FDQ DOVR EH EXLOW XVLQJ VWDQGDUG
VSHFLILFDWLRQV 'HILQH ODERU
VHWXS RYHUKHDG VSHFLDO
LQVWUXFWLRQV VXEVWLWXWLRQV FRVWV
DQG TXDOLW\ FRQWURO VWHSV ZLWKLQ
HDFK IRUPXOD &UHDWH DQG
DQDO\]H IRUPXODV RU VDPSOHV ZLWK
QRQ LQYHQWRULHG RU QRQH[LVWHQW
LQJUHGLHQWV ZLWK WKH RUH WLFD
SURSHUWLHV &KDQJH WKH DPRXQW
RU FRQFHQWUDWLRQ RI DQ LQJUHGLHQW
DQG WKH V\VVWHP G\QDPLFDOO\
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LQJUHGLHQWV LQ WKH IRUPXOD WR
HQVXUH WKH IRUPXOD PHHWV LWV
ZHLJKW RU YROXPH WDUJHW

(DVLO\ DGMXVW IRUPXODV WR PHHW
QXWULWLRQDO RU SKVLFDO SURSHUW\
WDUJHWV EDVHG XSRQ XVHU RU
LQGXVWU\ GHILQHG VWDQGDUGV VXFK
DV WKH 86'\\$ GDWDEDVH
VWDQGDUGV \\$QDO\]H IRUPXODV





3UHGHILQHG 5HSRUVWQXFWRQ QYHQWRU\\
S2SHQ ZRUN RUGHUV ,WHP OLVW
S2RUPXODV DQG SDFND SLDQWW%20LFHV
H SURYLGH WKH IROORZLQJ Š, WHP ZKHUH XVHG Š, QDFWLYH LWHPV
SUHGHILQHG UHSRUWV IRUHDEK S3URGXFWLRQ OLQH FD Š, QFILMOWRU\ SRVWLQJ
IXQFWLRQDO DUHD Š&ULWLFD LQYHQWRU\ Š, QYHQWRU\ VWDWXV
\$FFRXQWLQJ Š&FWXDO YV H[SHFWHGŠS\RI\GQW\WURQQ ZDUHKI
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S7ULDO EDODQFH Š/RW WUDFHDELOLW\ DQGLBHI F3DKOOHG ,QYHQW
S&DVK IORZ VWDWHPHQW Š&HUWLILFDWH RI DQD ŠYXLUQ ROY6H& \$QDO\VLV
S&RPSDUDWLYH UHSRUWV 6\$5\$ DQG RWKHU LQGXVWU\
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6DOHV RSSRUWXQLWLHV 6HUYL FH

S2SSRUWXQLWLHV Š2SHQ VHUYLFH FDOOV
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S2SSRUWXQLW\ IRUHFDW POC Š\$YHUDJH FORVXUH WLPH
IRUHFDW RYHU WLPH Š6HUYL FH FRQWUDFWV
S:RQ DQG ORVW RSSRUWXQLWLHV Š&XVWRPHU HTXLSPHQW UHSRUW
S2SHQ DQG FORVHG RSSRUWXQLWLHV
S/HDG GLVWULEXWLRQ RYHU WLPH

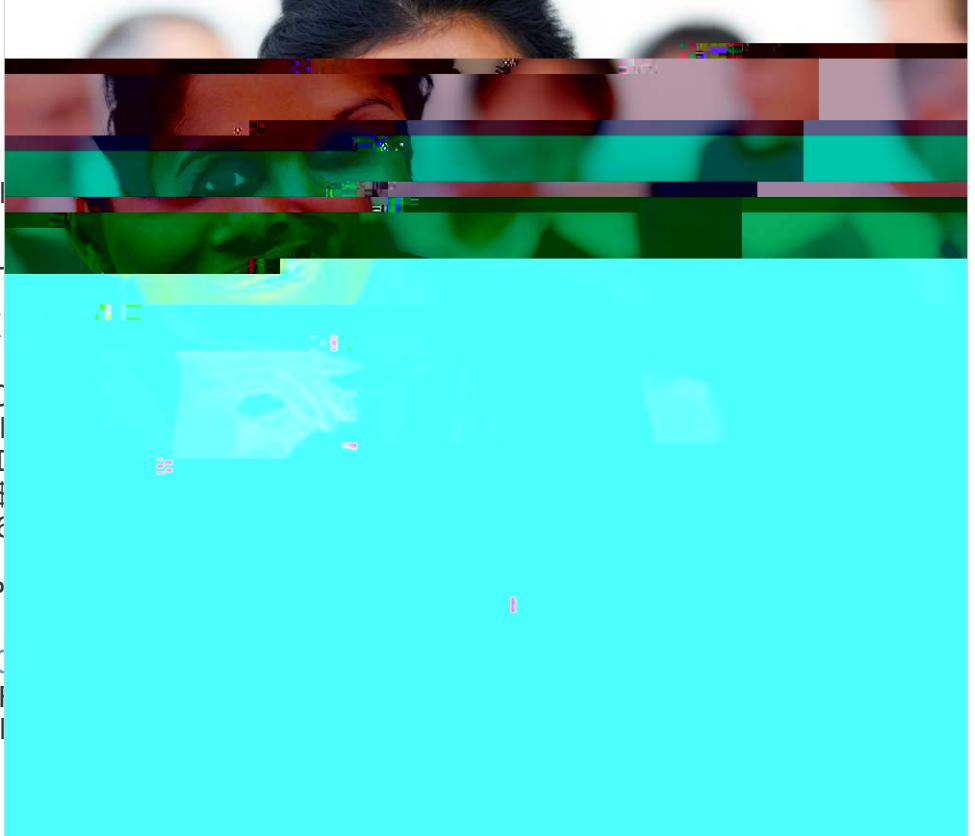
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S2SHQ LWHPV OLVW
S6DOHV DQDO\VLV
S3XUFKDVF DQDO\VLV

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S\$FWLYLWLHV RYHUYL
S,QDFWLYH FXVWRPHU
S&ROOHFWLRQ KLVWRU

)RUPXOD DQG 3URGXFW &HYHORSPHQW
S0XOWL OHYHO IRUPXO
S5DZ PDWHULDO VHDUI
S)RUPXOD PDWHULDO D
S3K\VLFD 3URSHUW\ \$
S3K\VLFD 3URSHUW\ 6
S1XWULWLRQDO /DEHO
S,QJUHGLHQW 6WDWHP

3URGXFW &RVW \$QDC
S'HWDLOHG SURGXFW
S3URGXFW &RVW 6XPP
S3URGXFW &RVW \$QDO
S&RVW UROOXS



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