

# What's Happening in Manufacturing

# Safe Harbor Statement

**FORWARD-LOOKING STATEMENTS.** Some of the information in the presentations constitute forward looking information, including with respect to future product strategies, financial condition, results of operations, continued profitability and activities of Epicor. While these forward-looking statements represent our current judgment, these statements are based on assumptions that are subject to a wide range of risks and our actual results could differ materially. Epicor undertakes no obligation to revise or update publicly any forward-looking statements.

# Bio

- ▶ Sandy Sadley
- ▶ Principle Business Analyst
- ▶ Accounting, Commissions, Foreign Currency, CSF, Rebates, Manufacturing

# Agenda

- ▶ 2018.1
- ▶ 2018.2
- ▶ WIP in 2019.2

2018.1

# Feature Set 2018.1

- Completed:
  - Remnants Return to Stock
    - Reduce key strokes and errors to get material back in stock during the secondary process
  - Comment Process
    - Increase efficiency in communicating to the floor during a process, reduce errors
  - Cost for all Components
    - More accurate picture of the cost of the production order so the quote insures a good gross profit

# Remnants

- ▶ There is an inventory adjustment to return this to stock at any time during the routing
- ▶ Company Maintenance:
  - Set Default Reason Code
  - Set Default Cost
    - Zero
    - Standard
    - Last Received PO Cost
    - Supplier Cost
    - Inventory Cost, Includes Lot Cost

# Return to Stock

Home Application Help

Save Clear Close Schedule

Add to MyMenu Sales Order Picking Orders Inventory Adjustments Inventory Adjustment Transfer Order Picking Purchase Order Receipts

Form View Reference Bin Lot Lot/Bin Tags Tag Results Document Links Transaction Notes Route Notes Audit Trail

Transaction Number 4816 Order Date 02/25/19 Begin Date 02/25/19 Completed Date

Company ID T TEST CO Extended Description

Location ID 101018 Jason Liebermans Truck

Route Code

Finished Item

Item ID REGITEM2 Regular Item #2

Rev

Qty To Make 1.00 UOM BOX Qty Complete 0.00 ☐ Print Labels

Raw Material

Item ID

Rev

Processes

Process

1

1 INSPECT

Insert Process

Add Process

Delete Process

Move Process

Remnant to stock

Move Material...

Split Process

Update Route Process Definition

Edit

DynaChange™ ...

Translate

Ribbon Metrics

MyMenu

Tasks

Services

Save

Show

Process POs PO Line Notes

| T PROCESS                | COMMENT | QTY PENDING |
|--------------------------|---------|-------------|
| <input type="checkbox"/> |         | 0.00        |



# Comment Processes

- ▶ Two Types
  - Pure Comment process
  - Comments added to a process
- ▶ Flexible, so it can be added at any time
  - Predefined Routing
  - Or during the routing

# Comments

Home

Application

Help

Save

Clear

Close

Schedule

Add to MyMenu

Journal Entries

Mass Update

Actions

MyMenu

Services

Form View

Reference

Bin

Lot

Lot/Bin

Tags

Tag Results

Document Links

Transaction Notes

Route Notes

Audit Trail

Transaction Number

3959

Order Date

11/06/18

Begin Date

11/06/18

Completed Date

Company ID

HOLT

Holt Tools

Extended Description

Location ID

105601

Holt Main Warehouse

Demo Raw to Finished

Route Code

PROCESS TILE

Process Tile

Finished Item

Item ID

FINISHED TILE ITEM

Finished Tile Item

Rev

Qty To Make

100.00

UOM

EA

Qty Complete

0.00

Print Labels

Raw Material

Item ID

BLUE TILE

Blue Tile

Rev

Accumulate Usage

☒

Processes

Process Detail

Process Order Detail

Process Note

Process POs

PO Line Notes

1

1 - 4 of 4 items

| S... | PROCESS CODE  | START DATE | COMMENT PROCESS                     | COMMENT                 | QTY PENDING | QTY IN | QTY OUT | QTY LOST | QTY REMAINING | PROCESS L |
|------|---------------|------------|-------------------------------------|-------------------------|-------------|--------|---------|----------|---------------|-----------|
| 1    | PROCESS       | 11/06/18   | <input type="checkbox"/>            | Take to lab for testing | 0.00        | 100.00 | 100.00  | 0.00     | 0.00          | EA        |
| 2    | DELIVERY DATE | 11/06/18   | <input checked="" type="checkbox"/> |                         | 0.00        | 100.00 | 0.00    | 0.00     | 100.00        |           |
| 3    | DELIVERY DATE |            | <input checked="" type="checkbox"/> |                         | 0.00        | 0.00   | 0.00    | 0.00     | 0.00          |           |
| 4    | CUT           |            | <input type="checkbox"/>            | 12.5 in cut length      | 0.00        | 0.00   | 0.00    | 0.00     | 0.00          | EA        |

# Cost for all Components

## ▶ Business Scenario:

- As production orders are being quoted or built not all components could have a cost
- The estimated cost of the production order is invalid because of missing information

# Cost for all Components

- ▶ As production orders are being built if cost is missing we will populate with a default cost in System settings, Production Order, General, Components Default Cost Source
  - Last Received PO Cost
  - Supplier Cost
  - Standard Cost
  - MAC
  - Zero
- ▶ User can override the populated cost in a transaction screen
- ▶ Display message if any components are not costed in the production order

# Where?

- ▶ Production order is entered:
  - Order Entry
  - Quotes
  - Production Order Entry

2018.2

# Labor ID Replaces Default Labor Item

- ▶ Labor ID replaces the default Labor Item. Actual Labor IDs are added to production. All labor types are visible on the production; cost can be estimated by Labor ID as well as prices.
- ▶ Problem Solved: Roll up of costs and prices by labor type on the production job. Estimated versus actual is apparent. When quoting, the costs are rolled up so that the engineer can establish a sales price to establish a good profit margin. Every component has a cost!

# Labor Cost by Location

- ▶ Added the ability to assign a cost by location for a specific type of labor. Add the ability to stipulate a commission cost by Labor ID
- ▶ Problem Solved: Labor cost can vary based on where they are performed. Labor cost in Bettendorf is typically different than the cost for the same labor in Chicago.
  - Roll up commission costs



# Labor Maintenance

Home

Application

Help

Save

Clear

Close

Schedule

Add to MyMenu

Sales Order Picking

Orders

Inventory Adjustments

Inventory Adjustment

Transfer Order Picking

Purchase Order Receipts

Actions

MyMenu

Labor

Rates

Classes

Labor Notes

Partner Programs

Costs

Audit Trail

Default Costs

Estimated Labor Cost

15.00000

Hourly Cost

20.00000

OT Cost

25.00000

Premium Cost

30.00000

Burdened Cost

35.00000

Amount

Commission Cost

20.00000

Costs by Location

+

⏪

⏴

1

⏵

⏩

1 - 1 of 1 items

| LOCATION ID | LOCATION NAME        | ESTIMATED LABOR COST | HOURLY COST | OT COST  | PREMIUM COST | BURDENED COST |
|-------------|----------------------|----------------------|-------------|----------|--------------|---------------|
| 100221      | *LOCATION 2 BRANCH 1 | 18.00000             | 22.00000    | 33.00000 | 44.00000     | 35.00000      |

# Direct & Indirect Labor

- ▶ A Labor ID can be designated as either direct or indirect labor,
- ▶ Problem Solved: Indirect costs for set up or cleanup of a work center between jobs or prior to a job can be added to the cost of the production

# Direct/Indirect Labor

The screenshot displays the Epicor ELEVATE Labor Entry form. At the top, there are tabs for 'Home', 'Application', and 'Help'. Below these are two rows of icons: 'Actions' (Save, Clear, Close, Schedule) and 'MyMenu' (Add to MyMenu, Sales Order Picking, Orders, Inventory Adjustments, Inventory Adjustment, Transfer Order Picking, Purchase Order Receipts). A secondary set of tabs includes 'Labor', 'Rates', 'Classes', 'Labor Notes', 'Partner Programs', 'Costs', and 'Audit Trail'. The 'Labor' tab is active, showing fields for 'Labor ID' (WELDING), 'Extended Desc' (Welding MIG/TIG), 'Estimate Rate Level' (1), 'Skill Level' (1), 'Estimated Hours' (2.00000), 'Minimum Hours Charged' (0.00), 'Labor Expense Category' (Direct), and 'Status' (Active). A large blue arrow points to the 'Direct' dropdown in the 'Labor Expense Category' field.

| Field                  | Value           |
|------------------------|-----------------|
| Labor ID               | WELDING         |
| Extended Desc          | Welding MIG/TIG |
| Estimate Rate Level    | 1               |
| Skill Level            | 1               |
| Estimated Hours        | 2.00000         |
| Minimum Hours Charged  | 0.00            |
| Labor Expense Category | Direct          |
| Status                 | Active          |

# Hours Minutes Format HH:MM

- ▶ Hours/Minutes Format for worked preformed: Labor can be added in a format of hours and minutes rather than in fractions of an hour.
- ▶ Problem Solved: Entering time is more intuitive. Total hours and minutes actually worked reduces the amount of time required to enter time for a specific labor type on a job

# Time Clock Screen

- ▶ Clock In/ Clock Out: New window that allows the technician can manually clock into a job, pause when necessary, and clock out. Through the API the technician can swipe his badge and the production number and automate this process. Added an RMB to retrieve the last job that the technician was working on
- ▶ Problem solved: accuracy of labor and technician costs assigned to the job. Reduces key entry. Accountability of who worked on what job and for how long. Gives us the information for ultimately scheduling and capacity planning. Reduces searching and key entry

# Time Clock

HomeApplicationHelp

SaveClearCloseSchedule

Actions

Add to MyMenuSales Order PickingOrdersInventory AdjustmentsInventory AdjustmentTransfer Order PickingPurchase Order Receipts

MyMenu

Clock InPauseClock OutMass Update

ServicesServices

Time Clock

Company ID

T

TEST CO

Technician ID

102495

Kevin Jones

Start Date

09/19/18 04:22:59

☐ No License Mode

Labor

1 - 1 of 1 items

| PROD ORDER NO | ASSEMBLY ITEM ID | CUSTOMER NAME   | COMPONENT ID | LABOR ID | LABOR DESCRIPTION | LABOR TYPE | STATUS |
|---------------|------------------|-----------------|--------------|----------|-------------------|------------|--------|
| 23678         | 071818-A         | Ducati Bellevue | PAINT        | PAINT    | Paint             | Rate       | Active |

# Quick Time Entry Changes

- ▶ Quick Time Entry Changes: Existing window that we modified  
Pull up the QTE by technician and key time per job in the HH:MM format
- ▶ Problem Solved: Reduction of key entry and allows time entry in a more efficient format

# Quick Time Entry

HomeApplicationHelp

SaveClearCloseSchedule

Actions

★Add to MyMenu

📄Sales Order Picking

📄Orders

🔑Inventory Adjustments

📄Inventory Adjustment

📄Transfer Order Picking

📄Purchase Order Receipts

MyMenu

Quick Time Entry

⋮

Company ID

T

TEST CO

Technician ID

103995

Sandra Sadley

Time Entry Date

03/19/2019

📅

Labor Recording

⋮

+

⏪

⏴

1

⏵

⏩

1 - 1 of 1 items

| PROD ORDER NO | ASSEMBLY ITEM ID | CUSTOMER NAME | COMPONENT ID | OPERATION | LABOR ID | LABOR DESCRIPTION | START TIME | END TIME | TIME WORKED | LABOR TYPE |
|---------------|------------------|---------------|--------------|-----------|----------|-------------------|------------|----------|-------------|------------|
| 24160         | CMP1214ASSEMBLY  |               | WELDING      | CMPLABOR  | WELDING  | Welding           | 07:00 AM   | 08:22 AM | 01:22       | OT Rate    |

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# User Maintenance

- ▶ Ability to Edit Recorded Labor with the Proper Authority: Added a user setting to allow editing time on a production order in production order entry and production order processing
- ▶ Problem Solved: Limits who can change entered time and allows the edit to properly allocate costs based on the technician and labor type to the production order to accurately capture the costs

# User Maintenance

HomeApplicationHelp

SaveClearCloseSchedule

Add to MyMenuJournal EntriesMass Update

ActionsMyMenuServices

UserCompany SecurityTask OptionsPortal ViewApplication SecurityPanel ViewTimestamp

BY

MI

Last NameSadley

ir.com

Holt Tools

Holt Main Branch

105601Holt Main Warehouse

Management Summary Options

☐ View only this branch by default

☒ Allow the user to edit the branch

Logo Path

User Report Path

User Signature Path

play Historical Cost in Sales History

Create Items at OE

Both

☒ Allow Search from Item Catalog

☒ Add Customer Part Number in OE

ault to Advanced Search

Create Items at SOE

Both

☐ Clear Item Catalog Information

☐ Override Customer Pallet Warning

ault Order Item Search to Previous Requests

Create PO from OE

Create All

☒ Change Items to Sellable in OE

☐ Allow Rewards Program Over Redemption

date Supplier Cost from Vendor RFQ Receipt

Adjust Qty Available at OE

Allow All

☒ Add Items to Locations in OE

☒ Show Locations in IMI Item popup

vert Prospect to Customer in OE

Create Vendor RFQ

Create None

☒ Allow NS Transfer Backorders

☐ Do not export Carrier PO

w Purchase Pricing Information in OE

Default Item Search Sort in OE

Stock/Non-Stock

☐ Allow Restricted Class Overrides

☒ Allow Customer Change on Orders

Available Order Cost Basis

Default

☒ Order Cost

Order Cost

☒ Commission Cost

☒ Other Cost

☒ Rebate Cost

☐ Prompt before clearing

☐ Receive System Alerts

☐ Auto Display Rooms

☐ Delete

Electronic Payments

Prompt for Card Information at Save Only

☐ Enable Process to A/R Option for Failed Credit Cards

Manufacturing

☒ Allow Adding Labor To Completed Prod

☒ Allow Editing Estimated Labor on Pr

☒ Allow Edit of Labor Time Entry

# Time Clock Inquiry Screen

- ▶ Time Entry Inquiry Screen: New window to allow the floor shop supervisor to see who is clocked into what job and for how long and for how long they paused the job. Through a drill down the supervisor can get into clock in/clock out and clock the technician out of the job in case they neglected to clock out.
- ▶ Problem solved: Allows management of the time, provides proper cost allocation to the job, and provides the required management tools for floor shop supervision.

# Time Clock Inquiry

HomeApplicationHelp

Save

Clear

Close

Schedule

Add to MyMenu

Sales Order Picking

Orders

Inventory Adjustments

Inventory Adjustment

Transfer Order Picking

Purchase Order Receipts

Refresh

ActionsMyMenuServices

Time Clock Inquiry

Company ID

T

TEST CO

Location ID

101018

Jason Liebermans Truck

Type

Working Technicians

Start Date

02/17/19 00:00:00

End Date

03/19/19 23:59:59

Technicians

Detail

Pause

1

1 - 2 of 2 items

| TECHNICIAN ID | TECHNICIAN NAME  | LABOR       | LABOR DESCRIPTION | START DATE          | TIME WORKED | TIME PAUSED | STATUS           |
|---------------|------------------|-------------|-------------------|---------------------|-------------|-------------|------------------|
| 102630        | Dale Bartz       | * VARIOUS * |                   | 07/26/2018 02:02:24 | 5676:50     | 00:03       | WORKING          |
| 102514        | Timothy M. Lewis | PAINT       | Paint             | 09/19/2018 08:39:58 | 00:01       | 4350:12     | PAUSED - 4350:12 |

# Decimal Precision

- ▶ Because of the HH:MM format we needed to be sure that the costs rolled up accurately

# Proration of Labor in Partially Processed Production Orders

- ▶ Proration of Labor for Partially Completed Production Orders: Allows the user to prorate the amount of labor at the top level OR at the Labor ID by Technician level if a portion of the production is processed. Allows total control of what labor is assigned to the processed units and how much remains with the balance. This can be stipulated by percentage or dollar amount
- ▶ Problem Solved: Allows the accurate proration of labor across the units that are being processed and allows the control to be with the person processing the units. Insures accurate profit on the processed units

# Labor Proration

Home

Application

Help

Save

Clear

Close

Schedule

Add to MyMenu

Journal Entries

Actions

MyMenu

Production Order

Costs

Document Links

Production Order Notes

Audit Trail

Production Order Number

16337

Company ID

HOLT

Holt Tools

Make Location ID

105601

Holt Main Warehouse

Order Date

09/27/18

Period

3

☐ Complete

Required Date

09/27/18

Year

2019

☐ Print Labels

Expedite Date

09/23/18

Expected Completion Date

09/27/18

Scheduler

ADMIN

admin Administrator

Comment

Labor Proration

Assembly Items

Used Components

Used Components Detail

Assembly Item Notes

Component Item Notes

Assembly Serial

Assembly Lot

Assembly Lot/Bin

Assembly Bin

Assembly Tags

1

1 - 1 of 1 items

# Labor Proration: Labor Proration Tab

Home
Application
Help

Save
Clear
Close
Schedule

Add to MyMenu
Journal Entries

Production Order
Costs
Document Links
Production Order Notes
Audit Trail

Production Order Number: 16337  
Company ID: HOLT Holt Tools  
Make Location ID: 105601 Holt Main Warehouse  
Order Date: 09/27/18 Period: 3 ☐ Complete  
Required Date: 09/27/18 Year: 2019 ☐ Print Labels  
Expedite Date: 09/23/18  
Expected Completion Date: 09/27/18  
Scheduler: ADMIN admin Administrator  
Comment:

Labor Proration
Assembly Items
Used Components
Used Components Detail
Assembly Item Notes
Component Item Notes
Assembly Serial
Assembly Lot
Assembly Lot/Bin
Assembly Bin
Assembly Tags

1 - 3 of 3 items

| COMPONENT ID | TW | T...    | TECHNICIAN ... | LABOR ID | LABOR DESCRIPTION | TIME ... | LABOR TYPE | STATUS | LABOR COST REMAINING | LABOR COST TO PROCESS | LABOR COST PROCESS% |
|--------------|----|---------|----------------|----------|-------------------|----------|------------|--------|----------------------|-----------------------|---------------------|
| WELDING      |    | 1029... | Sandy Sadley   | WELDING  | Welding           | 01:22    | OT Rate    | Active | 37.58                | 37.5800               | 100.00              |
| WELDING      |    | 1029... | Sandy Sadley   | WELDING  | Welding           | 05:55    | Rate       | Active | 131.47               | 131.4700              | 100.00              |
| PAINT        |    | 1029... | Sandy Sadley   | PAINT    | Paint             | 01:00    | Rate       | Active | 20.76                | 20.7600               | 100.00              |



# Job Costing Report

- ▶ With the new Labor IDs driving the rollup of costs and the indication of direct or indirect labor the report was modified to reflect those changes and to accurately break down the costs that were estimated versus the actual costs

# Job Costing Report

8/9/2018

2:21:11PM

## Job Costing Report

Page 616 of 616

### Labor

|                 |          |             |               |             |               |
|-----------------|----------|-------------|---------------|-------------|---------------|
| LABOR123        | labor    | 1.00        | 200.00        | 0.00        | 200.00        |
| LABOR456        | labor456 | 5.00        | 0.00          | 0.00        | 0.00          |
| <b>Totals :</b> |          | <b>6.00</b> | <b>200.00</b> | <b>0.00</b> | <b>200.00</b> |

|                                 |                             |  |               |             |               |
|---------------------------------|-----------------------------|--|---------------|-------------|---------------|
| <b>Production Order Totals:</b> | <b>Total Selling Price:</b> |  | <b>202.00</b> | <b>2.00</b> | <b>200.00</b> |
|---------------------------------|-----------------------------|--|---------------|-------------|---------------|

|                            |       |                        |           |                   |                               |          |
|----------------------------|-------|------------------------|-----------|-------------------|-------------------------------|----------|
| <b>Production Order No</b> | 16512 | <b>Finished Item:</b>  | ITEMLABOR | <b>item labor</b> | <b>Production Order Date:</b> | 8/8/2018 |
| <b>Sales Order No:</b>     |       | <b>Customer:</b>       |           |                   | <b>Sales Order Date:</b>      | 8/8/2018 |
| <b>Sales Price:</b>        |       | <b>Customer PO No:</b> |           |                   | <b>Required Date:</b>         | 8/8/2018 |
| <b>Qty Ordered</b>         | 1.00  |                        |           |                   | <b>Est. Completion Date:</b>  | 8/8/2018 |

| Item ID | Description | Quantity | Estimated Total Cost | Actual Total Cost | Variance |
|---------|-------------|----------|----------------------|-------------------|----------|
|---------|-------------|----------|----------------------|-------------------|----------|

### Allocated Components

|                    |      |      |             |             |             |
|--------------------|------|------|-------------|-------------|-------------|
| COMPONENTITEMLABOR | item | 1.00 | 2.00        | 2.00        | 0.00        |
| <b>Totals :</b>    |      |      | <b>2.00</b> | <b>2.00</b> | <b>0.00</b> |

### Labor

|                 |          |             |                 |                 |               |
|-----------------|----------|-------------|-----------------|-----------------|---------------|
| LABOR123        | labor    | 4.00        | 200.00          | 560.00          | -360.00       |
| LABOR456        | labor456 | 4.00        | 4,000.00        | 2,600.00        | 1,200.00      |
| <b>Totals :</b> |          | <b>8.00</b> | <b>4,200.00</b> | <b>3,360.00</b> | <b>840.00</b> |

|                                 |                             |  |                 |                 |               |
|---------------------------------|-----------------------------|--|-----------------|-----------------|---------------|
| <b>Production Order Totals:</b> | <b>Total Selling Price:</b> |  | <b>4,202.00</b> | <b>3,362.00</b> | <b>840.00</b> |
|---------------------------------|-----------------------------|--|-----------------|-----------------|---------------|

|                      |                             |                   |                   |                   |                    |
|----------------------|-----------------------------|-------------------|-------------------|-------------------|--------------------|
| <b>Grand Totals:</b> | <b>Total Selling Price:</b> | <b>489,275.49</b> | <b>108,145.78</b> | <b>228,973.92</b> | <b>-120,828.14</b> |
|----------------------|-----------------------------|-------------------|-------------------|-------------------|--------------------|

2019.2

# 2019.2

## WIP

### ▶ WIP Changes

- Accountability and archiving WIP values at any point in time
- Two options of when something goes into WIP
  - Allocation to production Order
  - Confirmation of the production order pick ticket

### ▶ Store values

### ▶ Retrieve in a WIP worksheet

## 2019.2

### WIP

- ▶ Option to post to the ledger or not
- ▶ Display and archive
  - The total WIP amount
  - Supporting granular detail that can be retrieved at any time in the future as of a point in the past
  - Break out material, labor, other WIP
- ▶ Option to post and reverse posting

# Prototype

Criteria

Worksheet Number:

2

Company ID:

SPEED

Las Lomas Speed Shop

Period:

8

Year:

2019

Worksheet Date:

08/01/19

Status:

Pending

.....

Production Orders

Material

Other Charges

| Production Order Number | Line Number | Assembly Item ID    | Item Description          | Location ID | Rev | Process Code | Quantity To Make | Quantity Completed | Expedite Date | Required Date | Material Cost | Freight Cost | Labor Cost | Labor Cost Indirect | Other Charge Cost |
|-------------------------|-------------|---------------------|---------------------------|-------------|-----|--------------|------------------|--------------------|---------------|---------------|---------------|--------------|------------|---------------------|-------------------|
| 10002034                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 1.0000           | .0000              | 6/10/2018     | 6/10/2018     | 1,706.67      | .00          | .00        | .00                 | .00               |
| 10002035                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 1.0000           | .0000              | 6/11/2018     | 6/11/2018     | 1,706.67      | .00          | .00        | .00                 | .00               |
| 10002037                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 1.0000           | .0000              | 6/11/2018     | 6/11/2018     | 1,706.67      | .00          | .00        | .00                 | .00               |
| 10002051                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 1.0000           | .0000              | 6/13/2018     | 6/13/2018     | 1,706.67      | .00          | .00        | .00                 | .00               |
| 10002081                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 1.0000           | .0000              | 6/26/2018     | 6/26/2018     | 1,706.67      | .00          | .00        | .00                 | .00               |
| 10002090                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 1.0000           | .0000              | 6/27/2018     | 6/27/2018     | 1,706.67      | .00          | .00        | .00                 | .00               |
| 10002092                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 10.0000          | .0000              | 6/29/2018     | 6/29/2018     | 17,066.71     | .00          | .00        | .00                 | .00               |
| 10002105                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 1.0000           | .0000              | 7/11/2018     | 7/11/2018     | 40.00         | .00          | .00        | .00                 | .00               |
| 10002167                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 3.0000           | .0000              | 4/30/2019     | 4/30/2019     | 30.01         | .00          | .00        | .00                 | 1,080.00          |
| 10002171                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 2.0000           | .0000              | 8/1/2019      | 8/1/2019      | 20.00         | .00          | .00        | .00                 | .00               |
| 10002171                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 1006871     |     |              | 2.0000           | .0000              | 8/1/2019      | 8/1/2019      | 30.01         | .00          | .00        | .00                 | 720.00            |
| 10002172                | 1           | FERRARI F-40 1999 E | Ferrari F-40 1999 ESP-XLP | 101573      |     |              | 2.0000           | .0000              | 8/8/2019      | 8/8/2019      | 10.00         | .00          | .00        | .00                 | .00               |
|                         |             |                     |                           |             |     |              |                  |                    |               |               | 27,436.75     | .00          | .00        | .00                 | 1,800.00          |

## 2019.2 Where are we?

- ▶ Carlos hard at work on the worksheet.
- ▶ Currently working on the retrieve
- ▶ Currently Adding the Company setting about when WIP is recognized
  - Allocation
  - Production Order Pick Ticket Confirmation
- ▶ Allocation/Costing
- ▶ Looking for customers to demo to







Thanks for Attending!