



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





Feature Set 2018.1

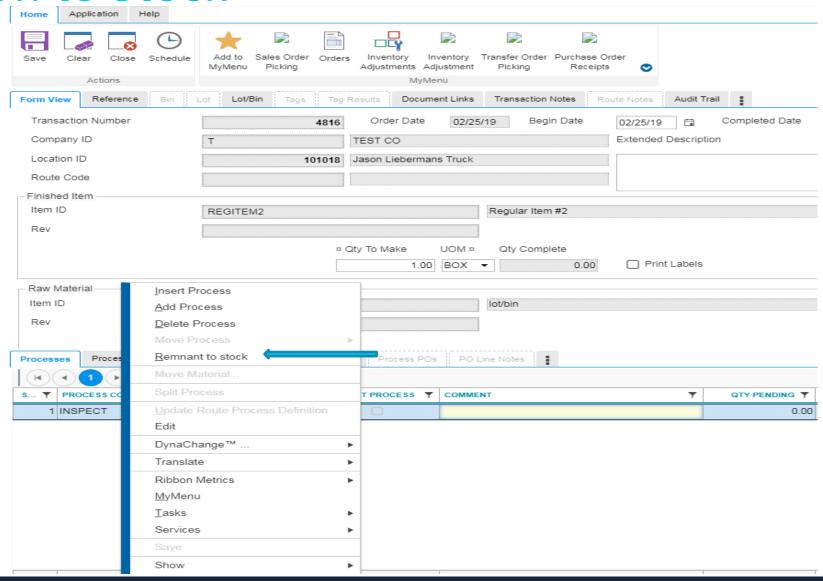
Completed:

- 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

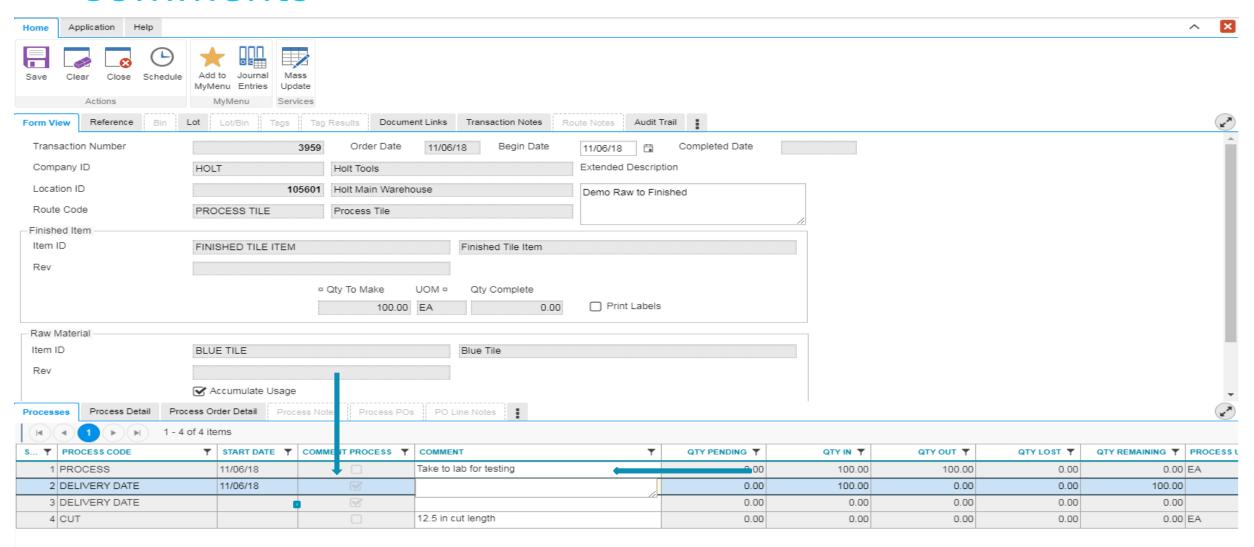
Return to Stock



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



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





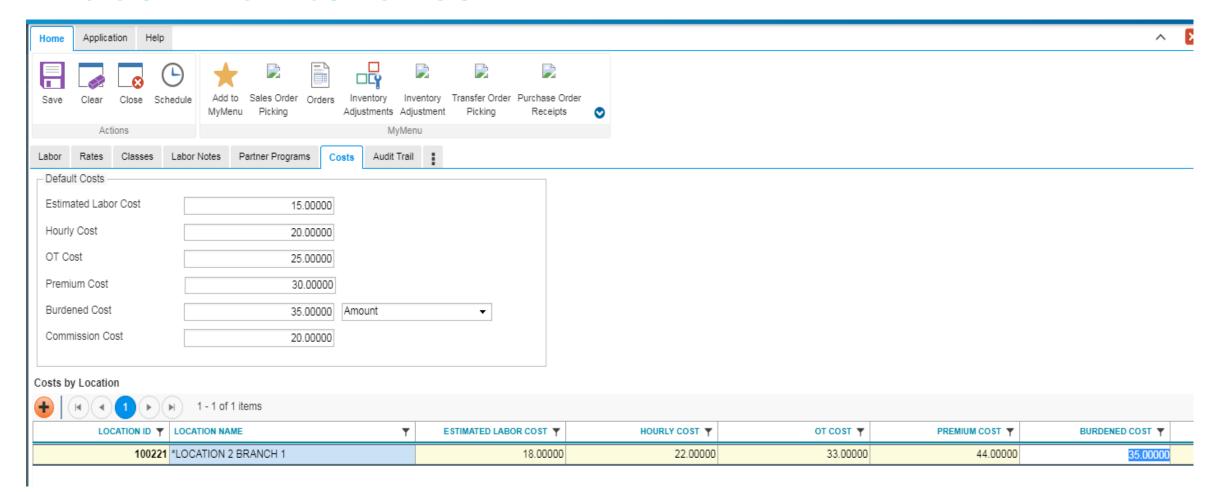
Labor ID Replaces Default Labor Item

- Labor ID replaces the default Labor Item. Actual Labor IDs are added to production. All labor types are visual 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

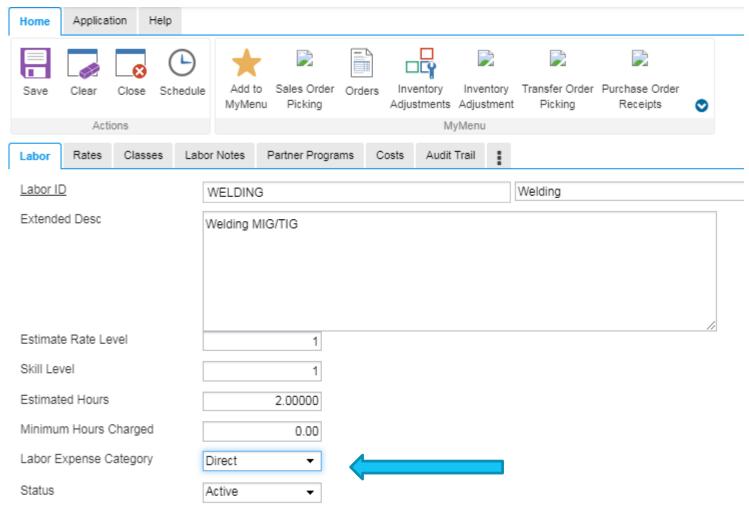
Labor Maintenance



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



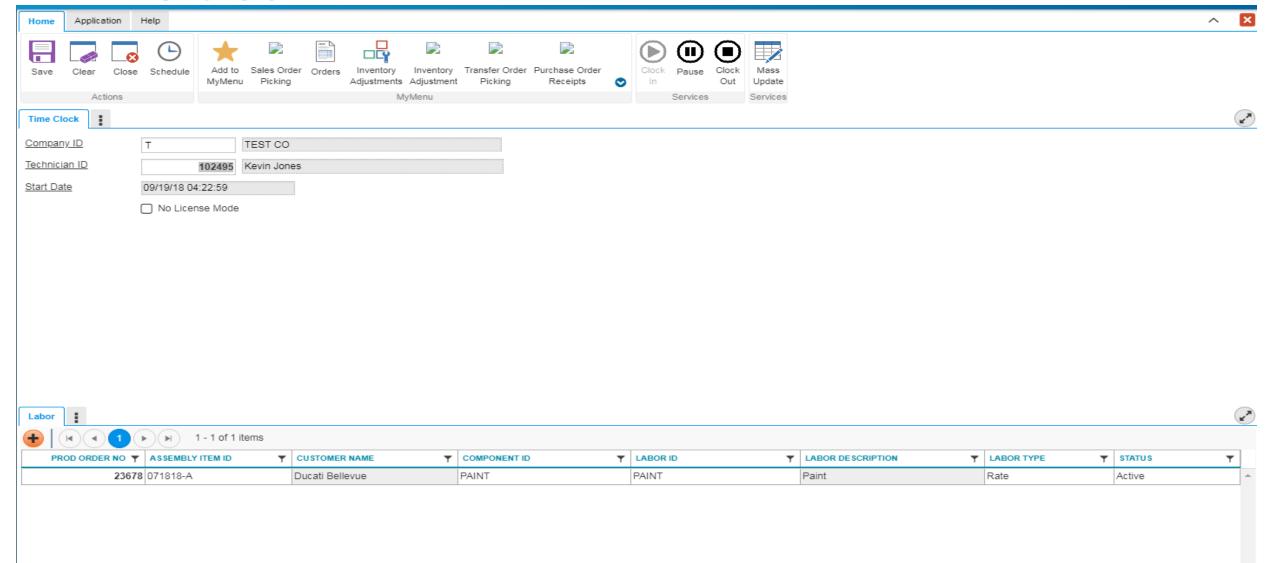
Hours Minutes Format HH:MM

- 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

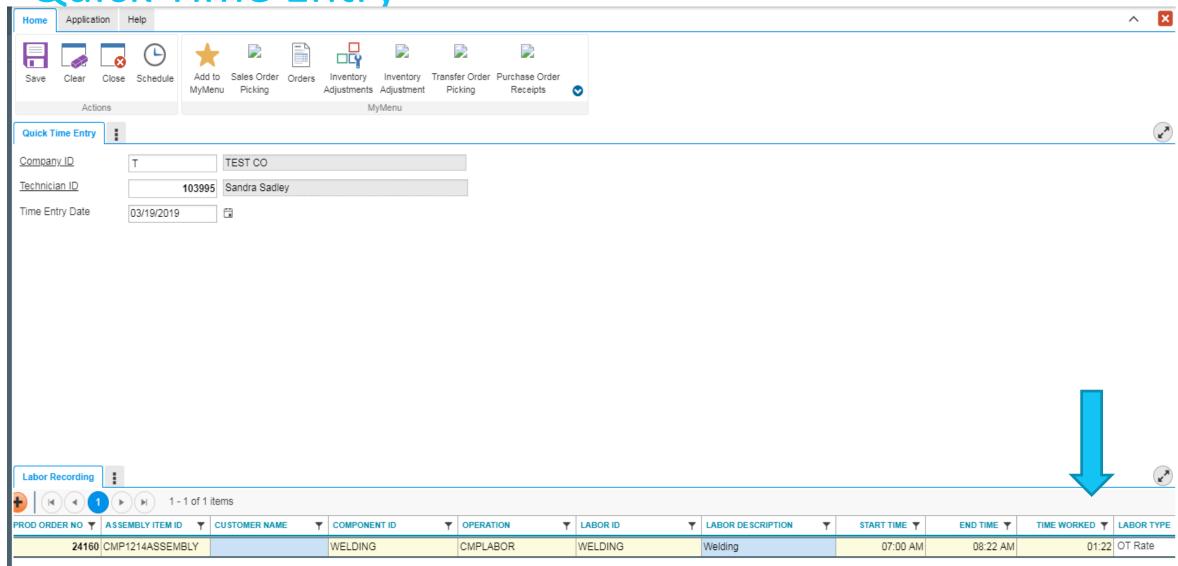
Time Clock



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**

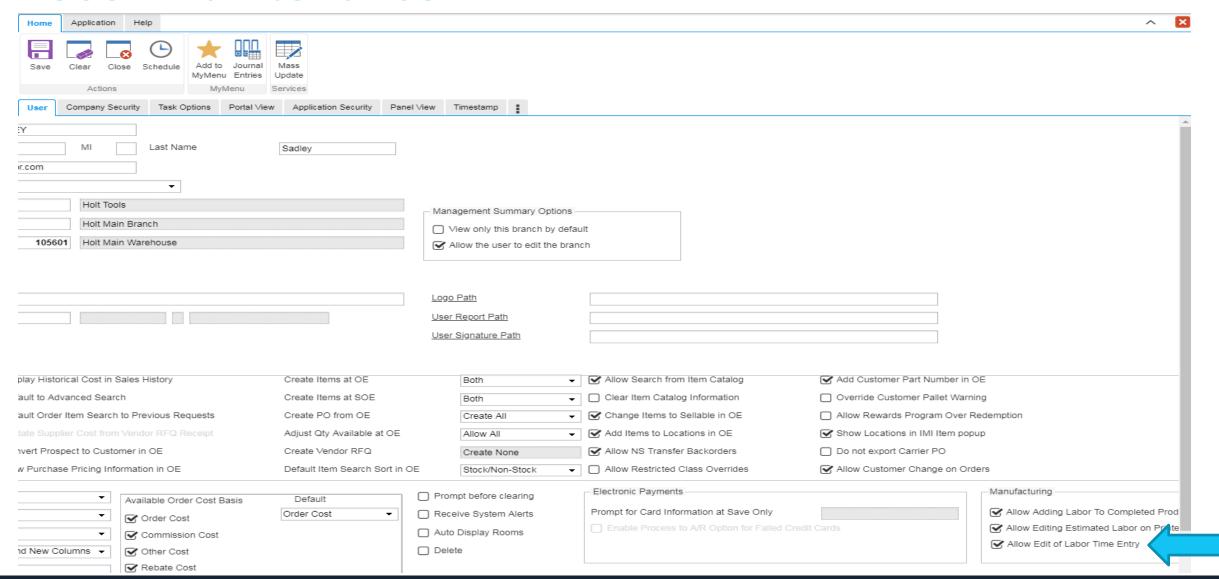


User Maintenance

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

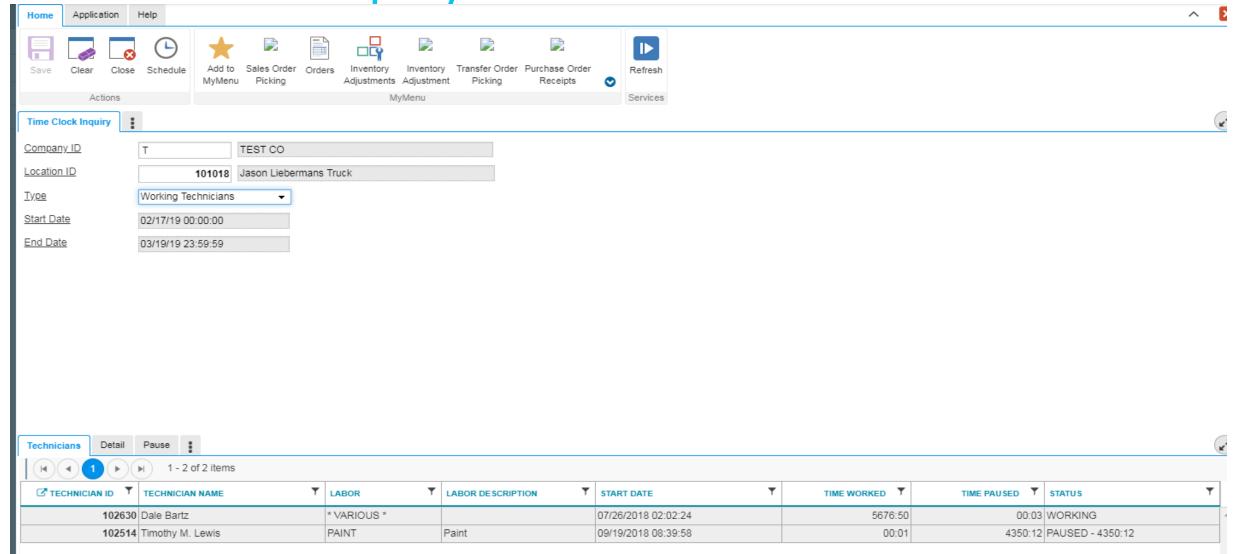
User Maintenance



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



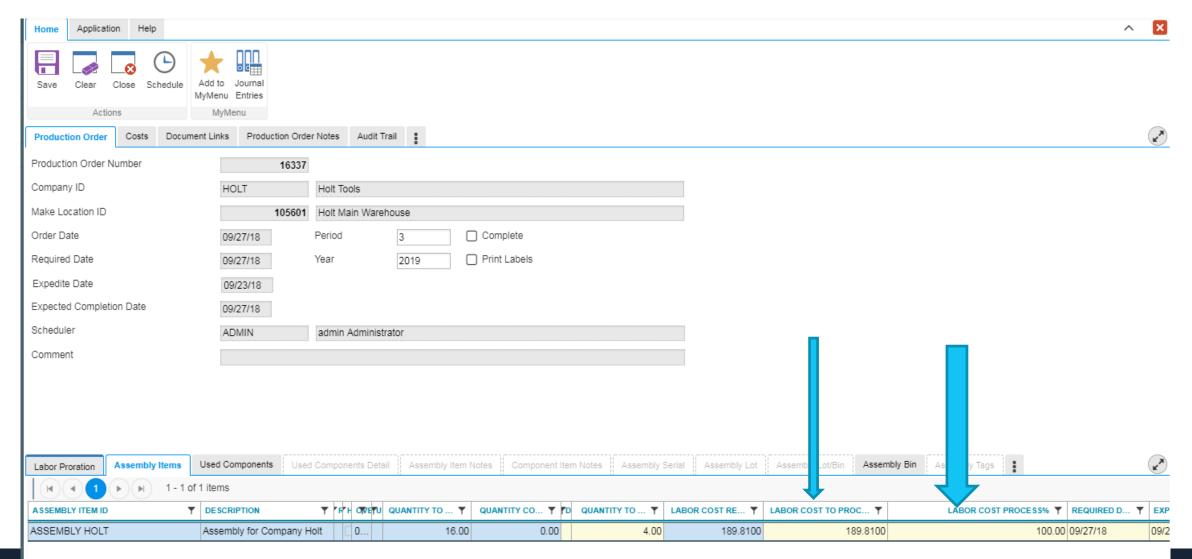
Decimal Precision

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

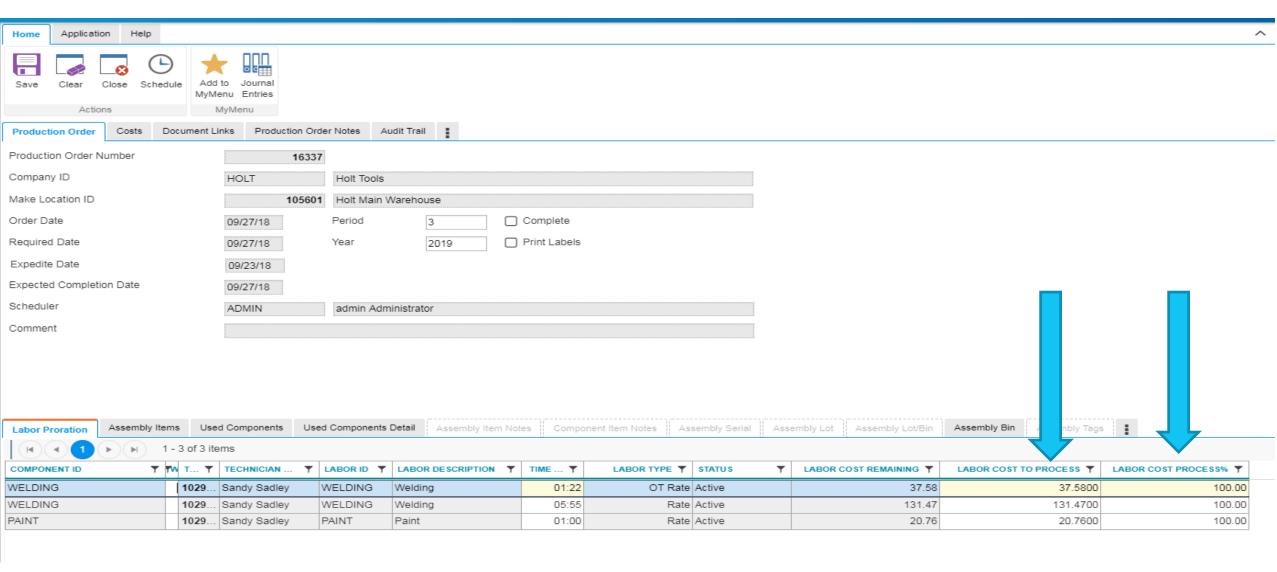
Proration of Labor in Partially Processed Production Orders

- ▶ 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



Labor Proration: Labor Proration Tab



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 acutely break down the costs that were estimated versus the actual costs

Job Costing Report

8/9/2018 2:21:11PM				Job Costing Report				
Labor								
LABOR123	labor	labor labor456		1.00		0.00	200.00	
LABOR456	labor4			5.00			0.00	
Totals :				6.00	200.00	0.00	200.00	
Production Order Totals	ls:	Total Selling Price:			202.00	2.00	200.00	
Production Order No Sales Order No: Sales Price: Qty Ordered	16512	Finished Item: Customer: Customer PO No:	ITEMLABOR		item labor	Production Order D Sales Order Date: Required Date: Est. Completion Da	8/8/2018 8/6/2018	
Item ID	Descri	iption		Quantity	Estimated Total Cost	Actual Total Cost	Variance.	
Allocated Components								
COMPONENTITEMLAB	OR item			1.00	2.00	2.00	0.00	
Totals :					2.00	2.00	0.00	
Labor								
ABOR123 labor			4.00	200.00	560.00	-360.00		
LABOR456	ABOR456 labor456			4.00	4,000.00	2,600.00	1,200.00	
Totals :				8.00	4,200.00	3,360.00	840.00	
Production Order Totals Grand Totals:	92	Total Selling Price: Total Selling Price:	489,275.49		4,202.00	3,362.00 228,973.92	840.00 -120,828.14	





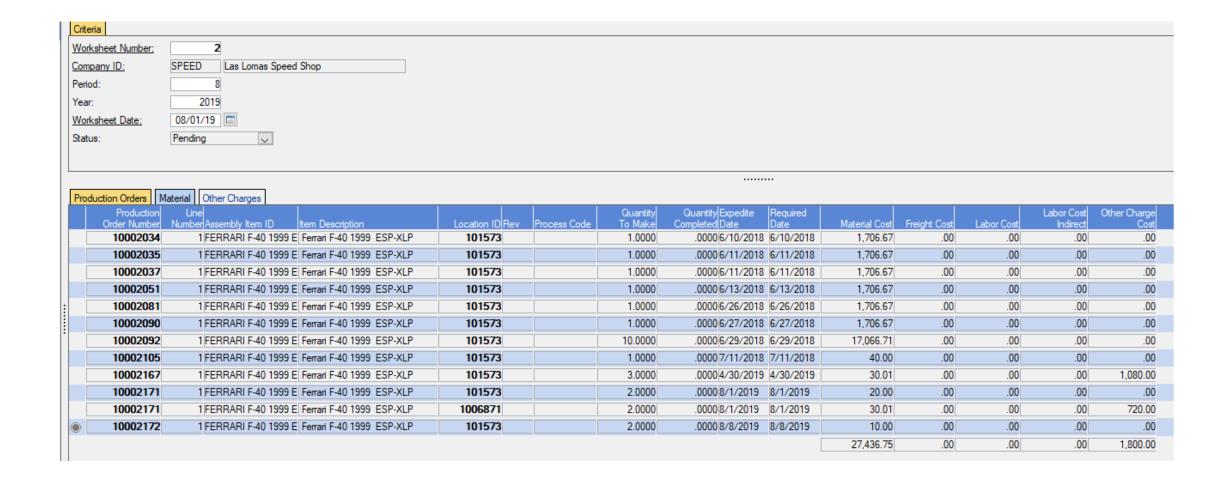
2019.2 WIP

- 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



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

