

DATASHEET

FILLING THE GAP FROM CONCEPT TO COMPLETION

ENCOMPIX® ERP

WHAT WE DO

Encompix ERP software is a comprehensive enterprise solution designed to meet the unique requirements of mid-sized engineer-to-order (ETO) and project-based manufacturers. For these engineering-intensive companies, generic ERP software designed for repetitive manufacturing business models won't do. Encompix fills the gap with specially-designed functionality for every aspect of the ETO manufacturing lifecycle, from concept to completion.

THE COMPANIES WE SERVE

The Encompix ERP system is used extensively by mid-sized designers and builders of capital equipment and other producers of complex products with long lead times. Leading manufacturers in material handling, automotive, aerospace, electronics, machine tools, industrial automation, oil and gas, telecommunications, and other industries with a need for ETO software have discovered that Encompix ERP software serves the needs of their unique business model.

HOW WE DELIVER

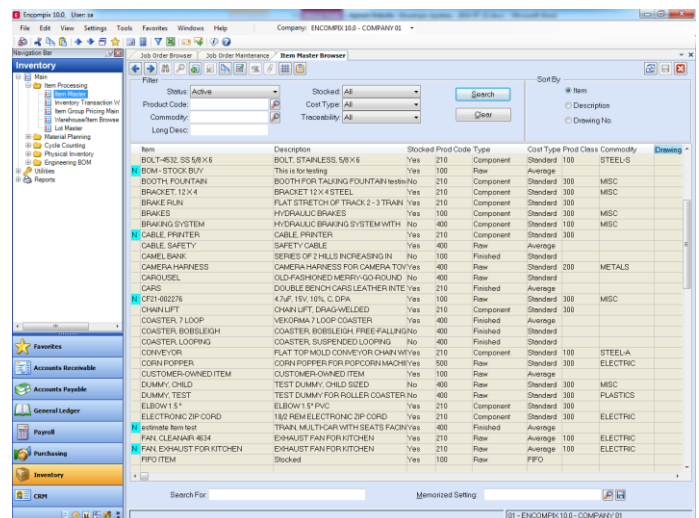
No company implements ERP software without specific goals for improving their business operations. Encompix ETO manufacturing software help companies like yours meet their strategic goals by supporting numerous business improvements, including:

- Make it easier to develop estimates and quotes to win new business
- Manage all aspects of complex projects
- Control cash flow and revenue recognition
- Automate processes to reduce errors and shorten cycle times

- Deliver products on time and on budget
- Provide visibility into each project to reveal what's profitable and what's not.

WHY WE EXCEL

You must design and deliver innovative, high-quality products to exacting requirements for a single customer, while carefully managing costs. Since the early 1990s, Encompix ETO software has been delivering exacting ETO software functionality, evolving the solution over time to keep pace with changing requirements and advances in software design. Customers who have implemented Encompix ERP software report dramatic business improvements and rapid return on investment.



Item	Description	Stocked	Prod Code	Type	Cost Type	Prod Class	Commodity
BOLT-3032 SS 5/8 X 6	BOLT, STAINLESS, 5/8 X 6	Yes	210	Component	Standard	100	STEEL/G
BOM - STOCK BUY	This is for testing	Yes	100	Raw	Average		
BOOTH FOUNTAIN	BOOTH FOR TALKING FOUNTAIN	No	210	Component	Standard	300	MISC
BRACKET 10 X 4	BRACKET 10 X 4 STEEL	Yes	210	Component	Standard	300	MISC
BRAKE FLIN	FLAT STRETCH OF TRACK 2 - 3 TRAIN	Yes	210	Component	Standard	300	
BRAKED	HYDRAULIC BRAKES	Yes	100	Component	Standard	300	MISC
BRKING SYSTEM	HYDRAULIC BRKING SYSTEM WITH	No	400	Component	Standard	100	MISC
CABLE PRINTER	CABLE PRINTER	Yes	210	Component	Standard	300	
CABLE SAFETY	SAFETY CABLE	Yes	400	Raw	Average		
CAMEL BARK	SERIES OF 2 HELLS INCREASED IN	No	100	Finished	Standard		
CAMERA HARNESS	CAMERA HARNESS FOR CAMERA TO V	Yes	400	Raw	Standard	200	METALS
CAROUSEL	OLD FASHIONED MERRY-GO-ROUND	No	400	Raw	Standard		
CHRS	DOUBLE BEND CHAIRS LEATHER WITE	Yes	210	Finished	Average		
CFR1-002276	4.7U, 15V, 10%, 0. DPA	Yes	100	Raw	Standard	300	MISC
CHAIN LIFT	CHAIN LIFT DRAG WELDED	Yes	210	Component	Standard	300	
COASTER LOOP	YERKMA LOOP COASTER	Yes	400	Finished	Average		
COASTER BOBBLEIGH	COASTER BOBBLEIGH FREE FALLING	No	400	Finished	Standard		
COASTER LOOPING	COASTER SUSPENDED LOOPING	No	400	Finished	Standard		
CORNEYCOR	FLAT TOP HALD CORNEYCOR CHAIR W	Yes	210	Component	Standard	100	STEEA
CORN POPPER	CORN POPPER FOR POPCORN MACHIE	Yes	500	Raw	Standard	300	ELECTRIC
CUSTOMER-OWNED ITEM	CUSTOMER-OWNED ITEM	Yes	100	Raw	Average		
DUMMY CHILD	TEST DUMMY CHILD SEED	No	400	Raw	Standard	300	MISC
DUMMY TEST	TEST DUMMY FOR ROLLER COASTER	No	400	Raw	Standard	300	PLASTICS
ELBOW 1.5"	ELBOW 1.5" PVC	Yes	210	Component	Standard	300	
ELECTRONIC ZIP CORD	TELEPHONE ELECTRONIC ZIP CORD	Yes	210	Component	Standard	300	ELECTRIC
Estimate Item test	TRAIN MULTI-CAR WITH SEATS FACIN	Yes	400	Finished	Average		
FAN CLEANER 4034	EXHAUST FAN FOR KITCHEN	Yes	210	Raw	Average	100	ELECTRIC
FAN EXHAUST FOR KITCHEN	EXHAUST FAN FOR KITCHEN	Yes	210	Raw	Average	100	ELECTRIC
FFO ITEM	Stocked	Yes	100	Raw	FFO		

ENCOMPIX: FUNCTIONALITY THAT PERFORMS

The Encompix ERP solution delivers functionality that performs end-to-end. The Encompix ETO software solution supports every phase of an engineer-to-order manufacturing project by delivering capabilities that serve your needs from concept to completion. Encompix engineer-to-order software was developed using state-of-the-art tools designed to assist in the development of a service-oriented architecture. The solution is a Microsoft® Windows Server Certified application and integrates seamlessly with industry-standard tools, such as CrystalReports® and Microsoft Office. The solution is fully integrated with Microsoft Project®, the preferred tool for mid-sized, project-based companies. Here are some of the reasons leading engineer-to-order and project-based manufacturers have chosen Encompix ERP software and have been glad they did:

Quickly and easily create estimates and quotes Encompix ERP software features functionality developed specifically to streamline the estimating and quoting processes for ETO and project-based manufacturers. With the Encompix ERP solution, you can create estimates based on time, dollars, bills of materials, and routings.

Develop project plans that combine precision and flexibility Encompix ERP planning capabilities enable ETO manufacturers to efficiently structure projects and jobs for each customer engagement. The solution enables you to schedule resources efficiently, maintain visibility into manufacturing to track progress and issues, and keep track of actual costs for every project.

Integrate design and engineering into production Because of the importance of design and engineering to ETO companies, the Encompix ERP system integrates engineering with the manufacturing and purchasing processes. This enables key professionals in all parts of the organization to work more efficiently. For example, engineers can access parts information, eliminating the need to create a new record for an existing item. The solution also makes it simple to create a bill of material in the

Encompix system directly from drawings in computer-aided design systems, including AutoCAD® and SolidWorks®.

Leverage robust purchasing capabilities

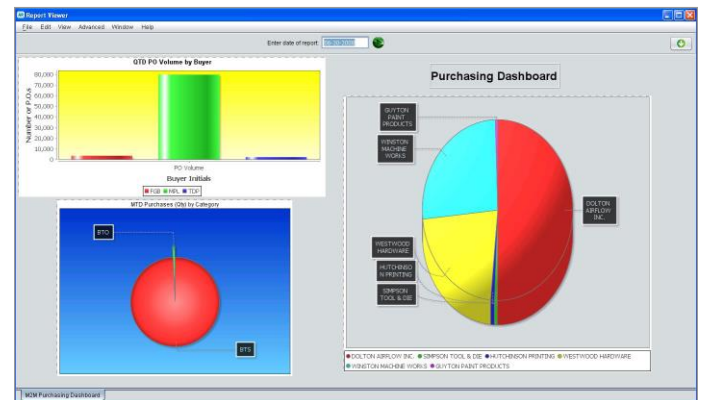
With Encompix ERP software, you have access to multiple purchasing workflows, techniques, and reports so you can meet the specific requirements of each project. For example, purchase orders (POs) can be for stock or directly for a project and POs can be entered manually or automatically on a time-phased basis.

Efficiently manage production planning and scheduling

The Encompix ERP system features functionality designed to meet the demanding advanced planning and scheduling, shop-floor data collection and workflow management requirements of engineer-to-order and project-based manufacturers.

Structure installations as part of specific projects

Since capital equipment producers and other ETO manufacturers typically must install what they make and sell, the Encompix ERP solution provides flexible scheduling components to simplify off-site installation of complex jobs. The solution enables you to approach each step in the installation process as if it was an



internal operation.

Access accounting functionality tailored to ETO processes

The Encompix ERP solution offers a wide range of functionality designed especially to meet the accounting requirements of ETO manufacturers. The solution makes it possible to perform actual job costing, recognize revenue during a project, and efficiently implement progress billing.

Efficiently manage post-installation service and warranty processes

The Encompix ERP system delivers sophisticated service and spare parts management capabilities to leverage post-installation revenue potential following installation and to help support customer satisfaction.

ENCOMPIX: END-TO-END EASY

Focused on solving your specific challenge

Encompix ERP software is a specialized product designed to meet the very specific requirements of mid-sized engineer-to-order manufacturers. The solution supports the heavy engineering and long-lead time characteristics of the ETO manufacturing style so you don't have to force-fit your ERP solution to your business model. With functionality designed specifically for your business, Encompix doesn't waste your time or your money on functionality you don't need and will never use. Instead, the Encompix ERP solution offers highly developed capabilities for project management, integration, progress tracking and billing, field-service installation and other capabilities you can't live without. For nearly 20 years, Encompix manufacturing ERP software has been focused exclusively on helping ETO companies thrive in the face of industry-specific challenges.

Leveraging the right technology

Technology development at Encompix is driven by the customer. To make it easy-to-use and maintain, the Encompix ERP solution was developed to run on state-of-the-art Microsoft technologies. Fully scalable with support for multi-plant operations, Encompix integrates easily with Crystal Reports Microsoft Office, and other

industry-standard tools.

Making it easy for the user

The Encompix ERP solution has been designed to support the unique workflow in ETO manufacturing. The solution streamlines processes critical for an ETO or project-based manufacturer, such as estimating and quoting, and progress billing.

Complementing your capabilities with Encompix services

To support customers with implementation and ongoing use of the Encompix ERP solution, a wide range of consulting expertise and support and service programs are available. Experienced consultants can guide companies through the implementation process to minimize risk and achieve faster return on investment. Ongoing support includes technical support for customization, data conversion, integration, and education and training. In addition to a professionally-staffed Help Desk, companies using the Encompix ERP system have access to a customers-only website, featuring 24x7 self-service access to a searchable knowledgebase, recorded and virtual education resources, product feedback channels, and more.

DRIVEN SOLELY BY WHAT OUR CUSTOMERS NEED

Our approach to your long-term success can be summed up in a few words: focus, collaboration, commitment, and continuity.

Focus

As a mid-sized designer and builder of capital equipment or other complex products with long lead times, you're managing an engineering-intensive business. As a result, you've focused on engineer-to-order (ETO) or other project-based manufacturing and haven't tried to be all things to all people. Neither has Encompix. The Encompix enterprise resource planning (ERP) solution has been developed exclusively for ETO and project-based manufacturers in a focused set of industries. Encompix serves the enterprise software needs of companies in material handling, automotive, aerospace, electronics, machine tools, industrial automation, oil and gas, telecommunications, and other industries with challenging engineer-to-order requirements.

Collaboration

To give you the functionality you need to succeed, we've adopted a collaborative process guided by a simple principle: You're best served when you tell us what you need and we deliver, rather than us telling you what we have or what we can develop. To put this principle into action, the Encompix product development process and the Apteian acquisition strategy are 100% driven by customers. We create multiple opportunities for customers to tell us what they need from their ERP solutions and to share their perspective on the challenges facing all engineering-intensive manufacturers. As part of this collaborative approach, we offer:

- Access to a special support site where customers can directly request enhancements to Encompix products
- Direct participation in the product development process from defining requirements to reviewing product designs
- User group meetings with Encompix product experts

- Beta testing opportunities

Commitment

We understand that listening to customers is essential, but not enough. To be a true partner with our customers, we have to follow through on what you tell us. Encompix experts develop and deliver solutions that support every phase of an ETO manufacturing project. We're committed to helping you meet the challenges you face today and will likely face in the future. Our best-practices product definition and development are complemented by the Apteian commitment to only acquire companies that strengthen what we can do on behalf of customers in our targeted industries.

Continuity

Encompix experts have been serving the enterprise software needs of mid-sized ETO and project-based manufacturers for nearly 20 years. Backed by the vision and financial stability of the Apteian Corporation, Encompix is positioned to extend this record of customer-driven innovation, product excellence, and quality service and support well into the future.



More than 9,000 customers around the world rely on us to give them a competitive edge. By providing innovative, industry-driven enterprise application software, Apteian helps businesses to satisfy their customers, operate most efficiently, and stay at the forefront of their industry.

For more information, visit: www.apteian.com