

The logo features the word "POWER" in white, bold, sans-serif capital letters. To its right is a white, curved line that starts under the 'R' and arcs upwards and to the right, ending under the 'T'. A solid red circle is positioned at the top right end of this arc. The word "SHIFT" is written in red, bold, sans-serif capital letters, positioned below the arc.

# POWER SHIFT

White Paper

## **The Next Level of Enterprise Management**

Qantel Technologies Inc.

## Introduction

If your sales, manufacturing, inventory, purchasing and/or accounting functions are supported by Qantel's QMRP software, you have a substantial investment in its operation: the data maintained by QMRP and the historical perspective that it provides are strategically important to your business. Recognizing your need for a modern enterprise resource planning (ERP) system that can be implemented in a short time and at a reasonable price, Qantel developed PowerShift. PowerShift offers extensive features to meet your changing needs and addresses custom requirements while retaining your all-important current and historical data. Before you expend valuable resources evaluating other ERP systems, experience PowerShift.

While the QMRP package was module based and licensed accordingly, PowerShift is a complete, integrated system: you can run your entire business with the suite of applications provided. You decide how you want the software to support your business and then configure PowerShift through system options. As your business changes over time you can implement additional features or modify system options to meet your changing requirements. Use as much or as little of the system as you want. Gone are the days when you had to sacrifice capability because adding a module or customizing a function was a big budgetary undertaking.

## Fast Data Conversion

Our expert knowledge of the QMRP database enables us to port **all** of your QMRP data—including the irreplaceable history files. In fact, your data becomes even more usable and accessible in PowerShift, thanks to its comprehensive and flexible inquiries. During data conversion we typically uncover some invalid data; part of the conversion process is to resolve data issues so that they are not carried forward to the new system. PowerShift incorporates many techniques to validate data as it is entered so that data goes in correctly the first time. The planner code is an example of a table-validated data field. In QMRP, you could enter anything in the planner code field. In PowerShift, you create a table of valid planner codes. When a program prompts for a planner code, you select the appropriate code from the previously created table. This saves time and eliminates erroneous entries caused by typographical errors.

Your reports will be reviewed and in many cases replaced by standard PowerShift reports. PowerShift reports have sort, selection and totaling options—and they can be scheduled to run at any time so they are ready when you need them. The scheduling application can also execute planning (MFP, MRP) and your own QICLOOK or Report Generator reports. Using an ODBC connection, reports can be sent to Excel or Crystal Reports (or any ODBC-enabled application) to provide charts and graphs of business operations.

## Training and the Conference Room Pilot

Our time-proven and industry-leading user education is typically completed in the four weeks prior to the go-live so it is fresh in everyone's mind. Before training begins, we capture a snapshot of your database and upgrade it to PowerShift to ensure that training is realistic and representative of your daily operations. Your customers, vendors, items, bills of material, routings, open orders—all the data with which you are already familiar—are used during the training process.

All users will need a couple of hours of navigation training. Lookups, report execution, documentation access, and many entry functions use common routines so that learning a single application enables users to feel comfortable throughout the system. Detailed job-specific training for the way you do business follows navigation training, building on knowledge from having used QMRP applications. Users are encouraged to work with our educators to determine the most advantageous selection of the many system options to operate your business in the most efficient manner. For each business process, detailed PowerAides (user instructions based on specific option selection criteria) are generated to document how PowerShift will be used to support your operation. PowerAides can also be used by new employees to bring them up to speed quickly.

Upon completion of training, a conference room pilot (CRP) is initiated. The CRP is the single most effective way to learn and understand a system for education, testing and implementation planning purposes. APICS defines the conference room pilot in this way:

*Simulation of all business processes from end-to-end within the new information system in a controlled environment.*

The conference room pilot exercises the entire system, with users carrying out key business processes using the new software. A customer, an assembly to build for the customer and suppliers and work centers required for the production process are added. A sales order is then entered, the product is manufactured and finally shipped to the customer. The pilot continues until vendor items are paid for and payment is received from the customer. Because all documents are generated during the pilot run, it is the ideal time to decide how they should look and to determine how they should be distributed. Multi-part forms are replaced with system-generated documents that can include the company logo and are suitable for printing, mailing, emailing or faxing. Documents can be reprinted on demand, eliminating the need to keep alphabetical or numerical copies.

During the pilot, users have the opportunity to see the processing that occurs before they receive a transaction and what happens afterward. Users can learn from each other and potentially make everyone's tasks easier. Use the pilot run to examine your company's work flow and help streamline your business processes. Being able to make what your customer wants when he wants it is how you retain business. PowerShift has been designed to follow world class business principles—our cross-functional consultants will work with you to identify best practices that can be implemented within your entire organization. The pilot run is an opportunity to see how PowerShift can help you reduce costs and provide world class service.

After system parameters are set, user training is completed, options are configured, and the pilot run has been deemed a success, it is time to go live. We provide on site support the first few days after the go-live date to help users become comfortable with PowerShift operation and quickly resolve any issues that may arise. Annual contracts are available to meet on-going training and support needs.

## Return on Investment

We are confident that implementing PowerShift will result in a return on your investment, help you achieve your financial improvement goals and provide increased customer satisfaction. Areas for potential savings include:

- Reduced inventory levels
- General user efficiency increases
  - GUI (graphical user interface) screens
  - Single keystroke “drills” from high-level information to supporting detail
  - Real time updates
  - Standard entry methods throughout the system
  - Printable online documentation that includes overviews, background information, road maps, and step-by-step program-specific instructions
  - PowerAides to assist with process flows based on your company's option settings
  - Real time notification of many events via email
  - Global updates of selected master file fields facilitate mass changes
  - Lookups make entry faster and more accurate
- Document management
  - Eliminate postage and handling costs—and deliver documents immediately—by replacing mailed copies with email. (Postage, envelope and handling costs routinely add up to a \$1.00 or more per mailed document.)
  - Improve customer service and reduce calls
    - *Did you receive my order?* The customer receives an acknowledgement.
    - *Did my order ship?* The customer receives a packing list or invoice.
    - *What is the tracking number?* It is on the document and a link embedded in the email body goes directly to the carrier's tracking information.
  - Distribute documents efficiently and economically
    - Copies can be distributed to any number of customer contacts.
    - Copies can be sent to the outside sales representative or others within your organization.
- Radio frequency (RF) transaction support improves efficiency. Wireless input devices free operators to move around and complete transactions on the dock or from material handling equipment.

- Reduce expedited order costs with improved planning tools.
- PowerShift includes built-in “hooks” to specialized external applications.
- Other than the general ledger period close, month-end updates have been eliminated. Period history is automatically tracked and during data conversion from QMRP we even generate additional data like month-end on hand balances.

## Conclusion

PowerShift continues to grow and our customers have a great deal of input into the direction of future development. We actively solicit customer feedback and strive to address unique customer requirements with standard PowerShift features. We have converted QMRP customers using either QANTEL hardware or open systems hardware running QICWARE. From the smallest to the largest, conversions have always been completed over a single weekend.

Why choose the PowerShift ERP solution?

- Efficient use of capital
- Vast array of features
- Quick installation cycle enables rapid cost recovery
- No historical or operating data loss
- Efficient and economical hardware utilization helps control installation costs
- No additional software to buy
- PowerShift is dynamic and continuously evolving to address real-world needs

No other ERP vendor even comes *close!*

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