

The KeyMan® Manufacturing Series ***Practical Software to Improve Efficiency!***

The KeyMan Manufacturing Series, a true business management software system, is a powerful tool to help manufacturing firms meet the challenges of today's tough business environment. KeyMan has helped many companies overcome increased competition and facilitate rapid growth. The KeyMan manufacturing specific modules are Inventory Control, Sales Order Processing, Purchasing, Estimating and Standards, Work Order Control and Manufacturing Resource Planning [MRP]. These modules are seamlessly integrated with Financial and Business Management software from SouthWare Innovations, Inc.

Special Features to solve common problems!

KeyMan incorporates special features which deal with common problems facing manufacturers today. The following examples are typical:

“As our customers demand more and more special items and features, the time required to set up new items and enter customer orders is overwhelming and highly subject to error.”

Characteristics such as color, length and finish can be established as options. It is not necessary to set up each option combination yet KeyMan can track requirements, costs, and prices for each combination. Many companies have used this Items with Options feature to greatly reduce their number of item records while increasing the accuracy and speed of order entry and pricing.

“Our industry has unique requirements that standard software just doesn't fit and we want to avoid custom programming.”

User-defined fields are available in virtually every KeyMan file and can be used to keep track of specialized data. These fields can be printed on forms and other documents, are accessible through the ReportMate module for user-defined reports and can be used in formulas. User-defined fields can actually be used in calculations and decisions made by the software!

“When we get requests for special items, the time required to prepare a quote and set up a bill of material results in extended lead times.”

User-defined Formulas is a tool to help reduce manual calculations, engineering time and order lead times. This is a patented feature of KeyMan and can be used to calculate selling prices, sales commissions, discounts, royalties, direct and indirect costs and more. Formulas can be used in conjunction with Options to customize a generic bill of material to a particular option combination, which allows many KeyMan users to drastically decrease the number of bills of material to be set up and maintained.

“Our business is always changing but our software is inflexible and unresponsive.”

KeyMan often accommodates change without the need for custom programming. One reason is the control record configuration, which allows the user to determine which

features of KeyMan are utilized. By changing control record flags, the user can activate or deactivate features as needs change. This sometimes permits KeyMan users to handle changing requirements without expense or disruption.

KeyMan Modules and Functions

The KeyMan modules described below are fully integrated with the SouthWare Excellence Series accounting and business management software. The entire system is available from and supported by Carolina Cipher.

Sales Order Processing

A timesaving feature of Sales Order Processing is an easy-to-use, highly flexible order entry process. Entire orders may be reproduced from quotations or from sales history. If the Items with Options feature is used, each option is prompted, with validity checking and range checking built in. A number of sophisticated alternatives are available for pricing and discounting, varying from customer to customer. Order inquiry gives customer service a powerful and easy-to-use tool for seeing timely information at several levels of detail. A variety of printed forms and documents are available including quotations, acknowledgments, picking tickets, shipping labels, bills of lading and invoices.

Purchase Orders

You may issue purchase orders to fill several types of needs, including both inventory and non-inventory items, drop shipments and items that are purchased for a specific work order or job. Multiple vendors for the same item are maintained, including the vendor's part number, description, minimum order quantity and contract information. Several reports allow you to evaluate vendor performance in terms of on-time deliveries and price variances.

Inventory Control

You may track varied product lines in multiple warehouses, using bin identification. Raw materials, subassemblies and finished goods items are all maintained in one item file, allowing you to sell service or replacement parts. A variety of cost and quantity fields are maintained for each item so you can quickly see how much you have on hand (if appropriate, by bin, option combination, serial number, or lot grouping), as well as the quantity on outstanding work orders/purchase orders, the quantity committed to meet existing requirements, and the quantity needed to meet anticipated requirements.

Estimating and Standards

Estimates, a simulation of the costs that would be incurred if you were to manufacture an item, may be quickly and easily generated. Estimates may include direct costs as well as overhead and suggested selling prices. The Product Standard, an important master file, is set up and maintained through this module. Similar to a traditional bill of materials, the Product Standard may also include labor operations, outside services, user-defined other costs and comments. Estimates may be based on product standards, other estimates, or they may be entered as special "one time" estimates. You may simply do a "what-if"

change to an estimate to see how the change will impact costs. Some other features of this module include the one-step (blow-through) production reporting and the standard cost recalculation.

Work Order Control

Jobs are released to the floor through Work Order Control. Production documents such as routers, production tickets, material pull lists and cutting lists may be printed. Work orders may be based on product standards, estimates or they may be entered as “one time” production orders. Once released, a work order is used to collect the actual costs and charges that are incurred as it moves through production. The standard costs are maintained for comparison. Work in process costs are tracked, raw materials inventory may be relieved and labor distributions may be created for the payroll module. Other features include a multi-level and phantom product structure. Custom work orders may be issued specifically to meet the requirements of another work order or a sales order.

Manufacturing Resource Planning

You may forecast the material and capacity requirements necessary to fulfill your sales order backlog, based on your production plan. Several useful reports show you time-phased inventory and labor requirements. MRP is a powerful tool for production scheduling and purchasing.

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