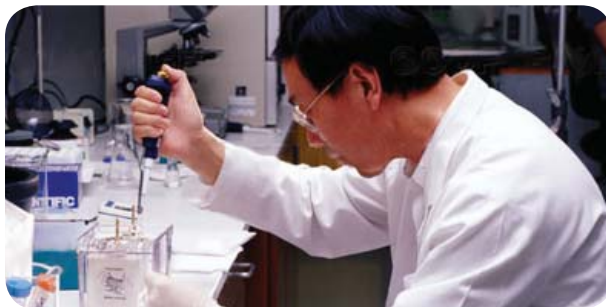




# BATCHMASTER<sup>®</sup>

PROCESS MANUFACTURING



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PROCESS MANUFACTURING

## Formulation, Lab and Batch Production: The Solid Foundation for your ERP System

Over the last 20 years, more than a 1,000 process manufacturing companies around the globe have come to rely upon BatchMaster to manage nearly every aspect of their manufacturing and distribution operations. BatchMaster's customers can be found throughout the food, beverage, cosmetic, personal care, paint, coating, nutraceutical, pharmaceutical, and specialty chemical industries, among others. Using BatchMaster as their core application in manufacturing and distribution operations brings these customers numerous benefits: process-modeled manufacturing provides easier production scheduling; complete inventory management leads to reduced end of year adjustments and improved visibility of inventory costs; lot handling provides improved confidence for material tracking, especially useful in the event of a product recall; easy-to-use formula and lab facilities enable customers to devise and completely specify new products with ease and confidence; and compliance reporting is both automatic and entirely reliable.

BatchMaster's integrated Enterprise Resource Planning (ERP) application suite provides supervisors and managers an enhanced view of their entire business, enabling them to make more timely decisions. Finally, BatchMaster Software has, by far, the most resources dedicated to the process manufacturing ERP mid market, with over 100 dedicated professionals on staff. BatchMaster Software maintains a close connection with all its customers, augmented with the local presence of over 100 Channel Partners making up its worldwide distribution network.



Paints &  
Coatings



Foods &  
Beverages



Nutraceuticals &  
Pharmaceuticals



Specialty  
Chemicals



Cosmetics &  
Personal Care

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# Industries Served

## Foods and Beverages

BatchMaster has a long history serving the needs of companies who manufacture foods and beverages. BatchMaster provides the tools to manage complex, multiple level formulas/recipes, with multiple packaging. BatchMaster, coupled with both a strong manufacturing and distribution solution, addresses industry specific requirements to help organizations remain competitive in the food and beverage industries.

- HACCP & FDA Bio Terrorism Act compliance
- Security
- Formula/Recipe management
- Warehouse management
- Lot control

## Cosmetics and Personal Care

BatchMaster provides the precise controls needed by the cosmetic and personal care industries, including lot control, quality control test results and product change controls. Accommodating cosmetic and personal care organizations that are both FDA- and self-regulated, BatchMaster fits the needs of both the direct seller and the private label company.

- Vendor to customer lot tracking
- Multiple packaging and container support
- Make to order and private label products

## Paints and Coatings

BatchMaster has been serving the ERP needs of the paints and coatings industry for more than 20 years. The BatchMaster process centric ERP approach removes some of the rigor of production scheduling especially across multiple packaging of like materials. BatchMaster's formulation system allows the chemist to see the formula created, built and tested, with immediate visibility of all associated costs, including overhead and labor.

- Laboratory and formulation
- Compliance reporting (MSDS, DOT)
- Production scheduling
- Integrated quality control
- Materials planning

## Nutraceuticals and Pharmaceuticals

BatchMaster serves as an excellent platform for batch manufacturers who produce nutraceuticals, pharmaceuticals, and vitamins. With the versatility to handle production of tablets, liquids or creams, the sales of packaged products to an end user and bulk products to other manufacturers or drug wholesalers, BatchMaster provides the complete solution.

- Formula security
- Audit trails
- Expiration date sensitivity
- 21 CFR Part 11 compliance
- FDA scheduled drug check and reporting

## Specialty Chemicals

BatchMaster's data tracking and audit trails work in compliance with governmental regulations which prescribe manufacturing processes within the specialty chemicals industry. BatchMaster integrates well with chemical manufacturers that make both special order or standard products. Consistent quality and maintenance of effective formula and process control are the cornerstones of BatchMaster's mission.

- Formula revision history
- Process control
- Customizable MSDS templates
- Order/Post inventory testing
- Integrated quality control

*"Batch Master Enterprise has all the features we need. And the Batch Master support team is without peer. They got us up and running fast, and got our people excited about these new features. We can never go back to our old methods."*

Greg Calhoun  
President  
Desserts of Distinction

# Solution Components

## Materials Definition

A crucial part of your ERP solution is managing your materials definition. BatchMaster will allow you to track key material attributes in your system, using up to 999 attributes for any raw material. Using BatchMaster, you can be assured of consistent output.

- Units of measure
- Lot traceability rules
- Inventory management levels
- Valuation method
- Accounting codes

## Laboratory and Formulation

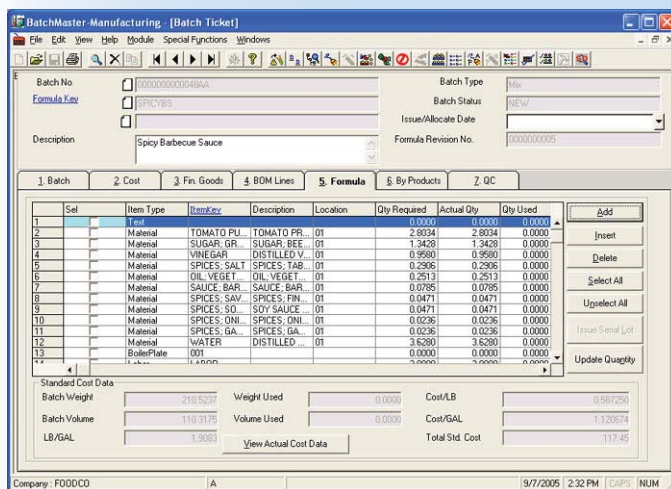
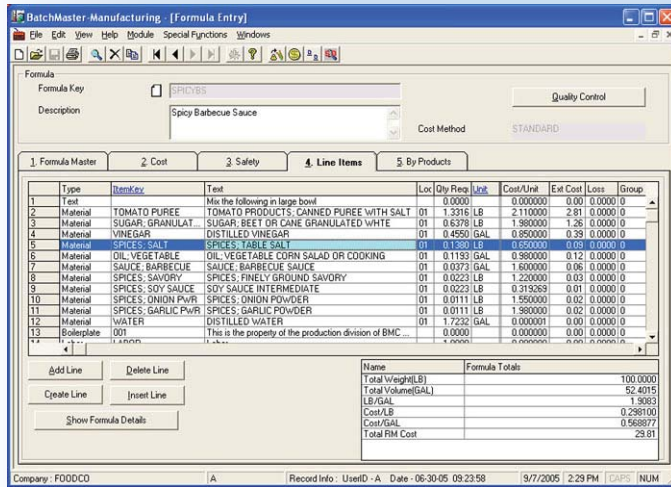
At the heart of your Product Development Lab is your ability to design and manage all of your formulas. You need an audit trail on your experimentation to take the mystery out of success and make it repeatable. BatchMaster supports multi-level formulas and easy material substitutions. Experimentation with new formulas should be just as easy as the maintenance of your tried-and-true formulas. BatchMaster is formula- and not BOM-based, with ingredients added by prescribed proportions measured by either volume or weight.

- Unlimited inventory materials and manufacturing instruction
- Formula revision history
- Yield analysis capabilities
- Assess new formula impact on production
- Modify formulas for multiple uses

## Production

BatchMaster's SuperBatch™ supports the simultaneous launch of a series of production projects for all the components within a batch. BatchMaster provides the versatility of "partial close-outs" to assign production output for urgent customer requirements.

- Rapidly navigate between batch entry, batch ticket and batch close
- Close Batch for partials for urgent shipments
- Batch Sizing Wizard
- SuperBatch Breakouts to create a batch and its intermediates



*"We needed a strong, open, and true process-driven manufacturing solution. All of Batch Master's features, but especially its powerful formulation capabilities, met the challenge."*

**Matt Irely**  
 Director of Information Technology  
 Key Essentials, Inc.

## Inventory Management

One of your highest priorities is managing your inventory effectively. Process manufacturers must accurately characterize all items they carry in inventory, keep track of their locations, maintain appropriate stock levels for all critical items, and be able to immediately supplement depleted stocks if a sales opportunity warrants. BatchMaster provides the controls and confidence necessary to reduce material inventory. Inventories can be valued using standard, average, LIFO, FIFO, or lot cost.

- Maintain item locations
- Define inventory by item type, price group, location, cost, or lot
- Manage inventory by order method
- Perform inventory warehouse transfers
- Inventory valuation
- Analysis and transaction activity

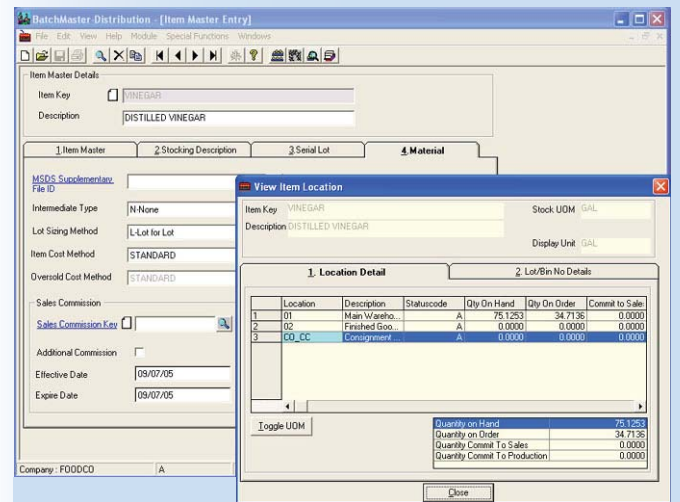
## Materials Planning

Master Production Scheduling (MPS) and Materials Requirements Planning (MRP) offer calendar creation, flexible demand ranges for forecasting, batch allocation, grouping of orders for processing together, and more. MPS supports strategic long-term planning to support projected sales. BatchMaster automates the placing of purchase and production orders, so that an item planned in January can have its raw materials purchased in May and not enter production until June.

- More accurate capacity planning
- Forecast and plan capacity
- Short, medium and long range planning
- Customer specific requirements

*"BatchMaster Enterprise is the foundation for all the important decision-making for all our users to assure quality, ensure compliance, control costs and increase throughput."*

Doug Miller  
Lab Manager  
Weyerhaeuser Corporation



## Compliance Reporting

Both your company's reputation and the extent of its liability are dictated by your products' compliance with specifications. You want to satisfy your consumers' expectations without doing them any harm. Linked to formulas, an MSDS is automatically generated when a formula either enters production for the first time or is distributed for the first time to a given customer.

- New MSDS and labels automatically generated upon formula change
- Customizable MSDS templates
- SARA processing for year-end or other defined periods
- Reports on material safety information

## Purchasing

BatchMaster supports the entire purchasing process, from securing quotations to placing orders to receiving and issuing vouchers for incoming materials. BatchMaster interfaces seamlessly with accounting partner software, automatically posting inputs to Accounts Receivable, Accounts Payable, and General Ledger.

- Create purchase requisitions for any critical materials
- Automatically generate purchase orders by EOQ, MRP or MPS
- Access to purchase contracts and vendor price concessions

BatchMaster-Distribution [Sales Order Entry]

LineType	ItemKey	Description	Locator	SO Unit	QtyOrder	QtyRem	Price Unit	BasePrice	Extension
1	Inventory	SPICYBS-15	SPICY BARBEQUE 02	EACH	100.0000	100.0000	EACH	1.250000	125.00
2	Inventory	SPICYBS-22	SPICY BARBEQUE 02	EACH	50.0000	50.0000	EACH	1.500000	75.00

Tax	Tax %	Tax Amount	Qty On Hand	Sub Total	Totals
1	Level1	7.00	7,241.0000	Tax Amount	200.00
2	Level2	0.75		Tax Amount	15.50
3	Level3	0.00		Discount	0.00
4	Level4	0.00		Nonbbl Fit Amt	50.00
Totals		7.75 %	9.63	Open SO Total	265.50
				Promo Dis Amt	0.00
				SO Total	265.50

BatchMaster-Distribution [Purchase QC]

Header Info: PD Number: PQ000007, Receipt No: 11, Status: CLOSED

Line/Lot No.	ITEMKEY	Test Qty	Tested Qty	Accept Qty	Reject Qty	Scrapped Qty	MRB Ref Qty	MRB Hold Qty	Tested By	Tested Date	Approv
111	BEEP-GRND	4,000.0000	4,000.0000	4,000.0000	0.0000	0.0000	0.0000	0.0000	0.0000	BK	10-02-03 13:07

The following Tests are defined for the selected Item:

Test ID	Description	Inspection	Measuring	Sampling Type	Set	Status
001	Sound	Sampling	Pass/Fail	Single	<input checked="" type="checkbox"/>	Existing
003	Flavor	Sampling	Pass/Fail	Single	<input checked="" type="checkbox"/>	Existing
006	pH	Sampling	Pass/Fail	Single	<input checked="" type="checkbox"/>	Existing

## Sales Order Management

BatchMaster's sales utilities allow you to enter sales orders, ship from finished goods, generate an invoice, and transfer a transaction to Accounts Receivable. Your sales team will be able to complete a quotation in such a manner that customers understand they are being offered the products, pricing and delivery terms they deserve.

- Customer order history
- Dynamic pricing matrices
- Bills of lading
- Packing slips for shipments sales requisitions, quotations and invoices

## Quality Control

BatchMaster's Quality Control facilities are versatile and offer support for every phase of your operations, from receipt and acceptance of raw materials, through production of intermediates, to inspections of finished goods before shipment to customers. QC can be provided for materials at purchase receipt, production or sales shipment. Consistent quality is what your customers expect.

- Order/Post inventory testing
- QC characteristics definition
- Separate QC options for sales and purchasing
- Sampling
- Critical reports for formula test

## Capacity Planning

Fundamental to your production scheduling is available manufacturing capacity. Successful companies are those who leverage their available capacity and make optimum scheduling decisions. Used with BatchMaster MPS, Capacity Planning provides the production planner with a finite capacity solution. With Capacity Planning you can assign the maximum capacity and throughput for a production process cell for a particular formula, allowing you to optimize resources.

- Manage capacity constraints
- Schedule and override adjustments
- Analyze process cell utilization

## Costing

BatchMaster has complete costing capabilities, from labor and material costs to overhead burden, all properly reflected in finished goods. You do, of course, want to assure that each opportunity you pursue is profitable. With BatchMaster, you can rely upon advanced tools, coupled with a disciplined methodology, to closely monitor and control your costs.

- Product cost analysis to evaluate each formula
- Batch-sizing
- Roll-up intermediates
- Adjust formula loss to increase accuracy
- Change weight of formula in finished goods

# Add-On Products

## BatchMaster Mobile™

Coupled with affordable wireless handheld hardware, BatchMaster Mobile™ is an easy route to more accurate real time inventory, streamlined production, increased employee productivity, and improved data access. BatchMaster Mobile provides powerful warehouse management capabilities integrated directly with BatchMaster.

## BatchMaster Electronic Data Interchange (EDI) Connect

The BatchMaster EDI Connect securely exchanges business data with your key trading partners directly into and out of BatchMaster. Gain access to many desirable trading partners who require EDI transactions. Improve your operational efficiency with industry leading EDI software over the internet, without the need to re-key data.

## BatchMaster Advanced Planning and Scheduling (APS)

APS provides your production scheduler an online scheduling workbench complete with a 'drag and drop' scenario builder to develop multiple 'what if' models. Scenarios include all tasks related to production from picking to packaging and equipment setups to maintenance. BatchMaster APS allows for greater resource utilization.



## BatchMaster Alert Manager

BatchMaster Alert Manager allows you to create multilevel notification criteria based on complex business logic alerting you and your staff to critical business events. Notifications can be sent by email or electronic page.

## Sample Request Management (SRM)

SRM aids the process manufacturer with numerous customer sample requests by managing all phases of trial products. SRM maintains revision history of trial formulas, tracks sample campaign and customer sample conversions. SRM calculates projected and realized profit and loss of samples against their future revenues.

*"Batch Master is very versatile in its reporting, both in terms of content and organization. With a steady stream of insightful reports and analyses, we have been able to better manage our business and improve our margins. Beyond that, the Batch Master support team is really committed to our success. They are both resourceful and very responsive, just what we'd expect of a trusted business partner."*

William Stoltz  
Controller and Information Technology Director  
Alpha Chemical Services, Inc.

# Services

## Software Maintenance

Protect your ERP investment with BatchMaster Software Maintenance. With this program you will receive all major product updates released, every 6 to 12 months. You will also have access to all product patches through our secure internet page. With software maintenance you will always be running the most updated and powerful version of BatchMaster, keeping your business operating smoothly and efficiently.

## Technical Support

Staffed with well trained professionals with years of experience and knowledge in implementing and running BatchMaster, BatchMaster Technical Support is here to help you. Available through annual technical support contracts, BatchMaster Technical Support is available 24 hours a day to answer questions and assist in problem resolution with BatchMaster.

## BatchMaster Professional Services

BatchMaster Professional Services are well trained professionals equipped with industry experience and BatchMaster product knowledge. BatchMaster Professional Services are the experts in BatchMaster and its partnered products and add-ons. Services are available both remotely or onsite and as part of a fixed fee quote or hourly contract. Our service professionals use the proven BatchMaster Implementation Methodology, the most efficient process in starting and using our product.



# Partners

BatchMaster seamlessly integrates with the worlds leading mid market financial products available today. By supporting a large number of financial systems, BatchMaster allows you, the customer, to select the one that is most appropriate to your enterprise. The interface between BatchMaster and its partner financial systems is automatic, real time and requires no redundant data entry.

### SAP®

- Business One

### Microsoft®

- Dynamics GP (Great Plains), Dynamics SL (Solomon), Dynamics NAV (Navision), Small Business Financials

### Sage®

- Accpac ERP (Accpac Advantage Series), MAS 90 ERP, MAS 200 ERP



Register for one of our FREE WEB-BASED SEMINARS.  
Call us at 949-583-1646 x 6002 or email us at [sales@batchmaster.com](mailto:sales@batchmaster.com)

# BATCHMASTER®

## PROCESS MANUFACTURING

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