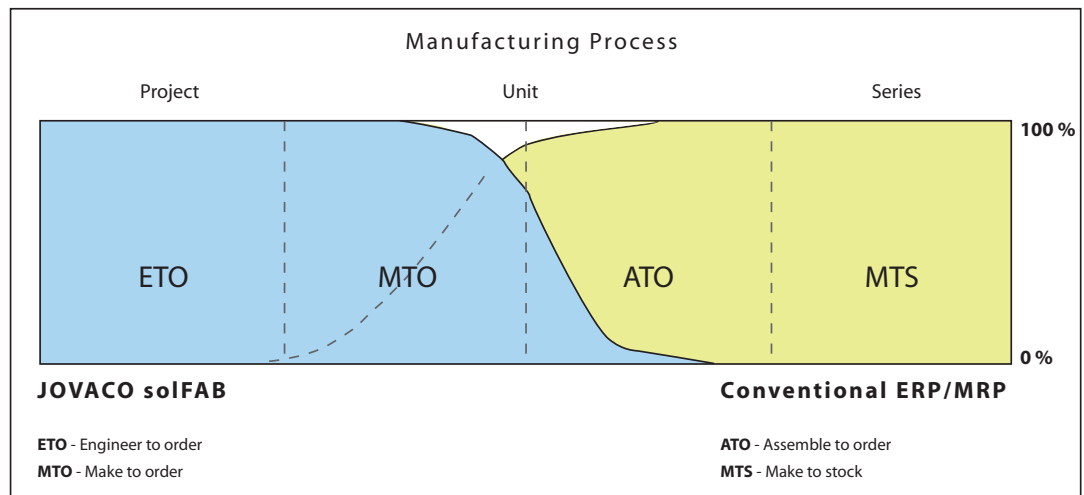




## *From project estimating to cashing*

JOVACO solFAB Suite is an integrated management software designed for manufacturers who offer engineer-to-order (ETO), project-based manufacturing, and custom-made manufacturing.

### Who needs JOVACO solFAB?



### *Advantages*

In an environment as dynamic as engineering-to-order, information must be available at the right time and for the right people, both on the financial and operational level.

JOVACO solFAB will put you on the path to success in a highly competitive market, all the while allowing you to reduce costs.

- Increase productivity
- Respect of deadlines
- Cost reduction
- Client satisfaction

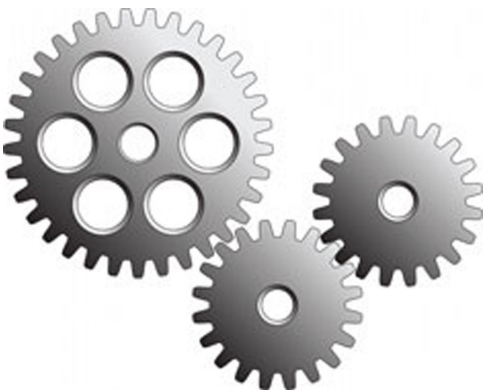
Manufacturers working in this niche face many challenges due to the nature of their activities:

- Complex design and development
- Projects spanning over long periods of time
- Unique design specific to the demands of clients
- Complex procurement planning with many delivery times to manage
- Ability to manage changes requires from engineering or from clients
- Specific purchases for projects
- Tracking of manufacturing costs in real time

### Features

Conventional MRP (Manufacturing Resource Planning) softwares do not respond to the specific needs of ETO-related operations.

Such businesses need an integrated solution allowing them to provide their clients with precise estimates, to manage all aspects of project-based manufacturing, and to meet time and budget constraints. Lastly, they also need to access the management information allowing them to analyze the profitability of each project while maintaining an overview of the financial state of the company.





# *Project-based manufacturing*

The objective of JOVACO solFAB, our integrated solution for project-based design and manufacturing, allows to: manage all project activities rather than only manufacturing activities; give a detailed account of the origin of each part of a finished product; gather and store all the documents and information necessary for the realization of the project; and conduct efficient cost control and intervention throughout the entire project.

## **Estimates**

Estimators, in an ETO context, need to access the right information as fast as possible in order to produce current cost estimates quickly. To meet this challenge, the module allows to copy the bill of material of a similar project realized recently, and to modify it with updated information on last prices paid, price lists, or price confirmations from suppliers.

## **Sales**

For the project follow-up, JOVACO solFAB allows to gather all the documents necessary for the realization of the project in one place. It also allows to store all the necessary project information in the format required by the organization (whether through attaching digital documents or by using an unlimited user-defined fields) and to follow up on revisions. Moreover, the functionality allowing to convert an estimate into an order greatly facilitates launching the project. That estimate then often serves as the original budget.

## **Project**

With its focus on project-based management, JOVACO solFAB allows to apply work breakdown schedules, from the simplest to the most detailed, in order to respond to the needs of projects of different sizes. More detailed schedules also allow to designate the persons in charge of the various project tasks (person in charge of sub-project, person in charge of budget, etc.) and to manage departments and divisions.

## **Design**

The main objective of a design-to-order tool is to offer sufficient flexibility in the management of the bills of materials (BOM) in order to adapt rapidly and efficiently to the diverse change requests, which can come at any moment during the life of the project.

JOVACO solFAB thus allows to, at the procurement and at the

manufacturing stage, maintain the BOMs at many levels and to manage the changes as well as the impact of those on the project.

Our module also allows to reserve material on stock or to launch and manage purchases starting from a list of raw materials. It also avoids having to wait for the design phase to be finished before starting with the purchasing of articles with long delivery times.

By defining work orders, it is also possible to manage the labour, material, overhead, and list of activities to realize.

## **Planning**

JOVACO solFAB allows to plan projects by providing a detailed view of all activities to be realized and of the work load of the resources assigned to the project. In this way, by comparing what was accomplished with what was planned, it is possible to see problems ahead of time and to intervene before these ruin the project.

Moreover, our planning module is entirely integrated into MSPProject Server, allowing managers who are skilled with this tool to continue working with an interface they know.

## **Procurement**

By consulting the list of all materials required by all projects, buyers can order the material necessary for respecting the manufacturing deadlines and delivery times. Thus, buyers can generate consolidated orders by which they can negotiate better price agreements with their suppliers.

The purchasing module offers a complete procurement cycle: request, requests for quotation, purchase order or contract, receipt of goods, management of returns, and the matching of the purchase order with the invoice.

## Manufacturing

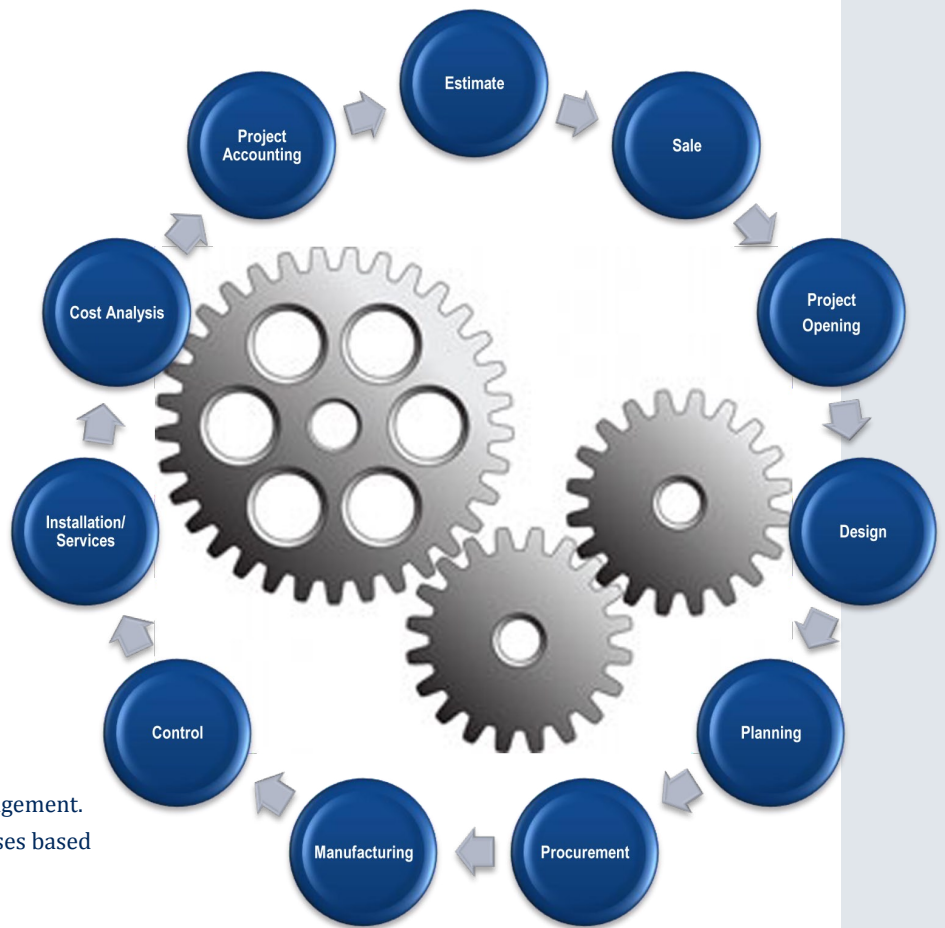
The entry of data, starting from the work stations, allows managers to visualize the progress of the projects at any time and to intervene quickly if problems arrive. In this way, the actual costs incurred are registered directly into the project, reversing the commitments such that costs are compared with the estimates and can reflect, in real time, an accurate picture of the project.

The manufacturing module also allows to identify the origin of each part of an assembly and to thereby track all finished products in case of a manufacturer recall, for example.

## Control

Controlling is an important element of project management. JOVACO solFAB allows to configure approval processes based on the project tasks in all stages of the cycle.

Control is done at two levels: the schedule control and the budget control. The schedule is controlled by comparing the tasks accomplished with the tasks planned, which allows project managers to see the impact of delays on the other tasks and the other projects. The budget is controlled by comparing the accumulation of costs and commitments with the estimates, which allows project managers to see the impact of cost overruns on their budget immediately rather than much later.



## Installation and service

As our solution manages more than just manufacturing activities, it allows to define installation and service activities and to plan those as simply and efficiently as design or even manufacturing activities.

## Cost analysis

The success of design-to-order projects depends on the ability to produce good cost analyses for determining the points to improve and the elements for which there is flexibility. This allows to make corrections for the future and to produce more accurate estimates that allow to win paying projects with sufficient margins.

## Accounting

JOVACO solFAB integrates the most recent Microsoft technologies as well as the financial softwares Microsoft Dynamics GP. Known for their powerful accounting and financial functionalities, these softwares offer a complete and integrated technological platform for the JOVACO solFAB solution. A leader in its market, Microsoft Dynamics GP can adapt to all sizes of organizations and respond to the needs of the most demanding managers.

## An Experienced Team

By selecting JOVACO, you are choosing a firm with over 25 years experience. Our team of management consultants excel at understanding and identifying operational difficulties and inefficiencies.

Hundreds of businesses across North America have benefitted from their expertise and innovative solutions.

## A Committed Partner

JOVACO offers a complete range of services to ensure that customers obtain the best possible return on investment. JOVACO offers customers the convenience of working with a single vendor who is able to meet all their business needs.

The company's commitment: Customer service excellence. JOVACO employees offer competence, professionalism and high quality standards.



"We've been using JOVACO's services since November of 1995. Their business philosophy corresponds perfectly with CROP's impeccable customer service, excellent quality-to-price ratio and great insight into customers' needs."

Mrs. Elyse Turmel, Executive Vice-President, CROP

## Results-driven Services

### Consulting

- Analysis of your company's needs by experienced management consultants
- Solutions that leverage other industry practices tailored to your needs and budget

### Implementation

- Implementation methodologies available to suit your business requirements from *Install & Go* to sophisticated risk & change management, SOX, ISO and other standards compliance

### Development

- Software development and customization of functionalities and reports, as required

### Support

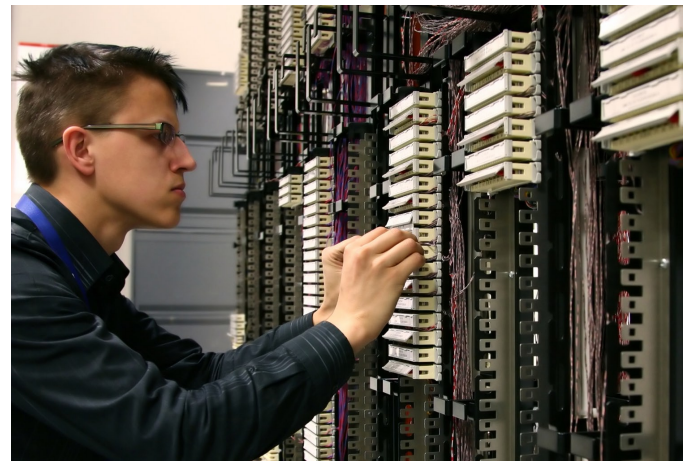
- Continuous, ongoing annual support for subscribed customers
- Solutions for operational issues as well as answers to management and accounting questions

### Training

- Training sessions provided by management consultants that focus on business requirements
- Sessions offered on-site, classroom or online

### Team

- Microsoft certifications such as Master on Microsoft Dynamics GP applications
- Multidisciplinary team, CA, CMA, CGA, MCSE



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# JOVACO Solutions

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