

EFFECTIVE 1/1/2004



2004 PRODUCT INFORMATION

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QubeERP™ Base System

Five (5) Concurrent User Licenses

System Administration

Password protection & user access privileges, pop-up reference lists, import export data functions, data management utilities and purging functions, scheduled events manager, Task Assistant™, ad hoc report generator, graphic reporting.

Sales Lead Tracking

Sales event tracking and analysis, sales lead scoring & evaluation, tickler functions, word processor integration, integration with customer order processing.

Sales Order Processing

Multiple ship dates, sales reporting & analysis, quotations with automatic conversion to sales orders, forecasting, discounts and multiple price defaulting. Multiple customer ship-to addresses. Invoice shipments and print bills of lading. Import UPS data for shipment tracking.

Purchasing

Multiple ship dates, requisitions, auto generation of requisitions & POs from MRP summary, EOQ analysis, min/max & lead-time analysis, automated outwork management, PO receiving integrated with inventory.

Inventory Control

Perpetual inventory with on-hand and allocated balances, multiple inventory location tracking, multiple units of measure conversion, ABC analysis, cycle counting, WIP tracking, complete inventory transaction/assembly history, nonscheduled assemblies.

Bills of Material Management

Indented BOMs to unlimited levels, phantom assemblies, BOM effectivity dating and commenting, BOM cloning, BOM rollups, global search & replace, routings, engineering change management.

MRP Summary

Performs bill of material explosion on all sales orders and/or forecasts within a date range and provides basic information about what needs to be made and purchased. No time phasing, shop floor control, etc.

Physical Inventory

Provides enterprise-wide physical counting capabilities. Issues count tags, consolidates counts, provides variance reporting. Allows physical counting without shutting down operations.

Basic Job Costing & Reporting

Track employee time charges, inventory transactions and special purchases to any job. Automatically establish & maintain labor standards. Actual vs. standard cost reporting.

Work Order Processing

Provides the ability to enter manual work orders and issue assembly transactions against them. Included in Production Planning module.

Qube Financial Modules

AR, AP, GL, financial reporting, budgeting, departmental income statements.

User Documentation (one set).

Software Packages

QubeERP Base System

QubeERP for Great Plains Dynamics

Same as above, but includes interface to Great Plains Dynamics rather than Qube Financial Modules (note: Great Plains Dynamics software sold separately)

QubeERP Production Pack

Includes QubeERP Base System, Basic Production Planning, plus \$5,000 credit towards any **Optional Modules** shown on the next two pages

QubeERP for Great Plains Dynamics Production Pack

Same as above, but includes interface to Great Plains Dynamics rather than Qube Financial Modules (note: Great Plains Dynamics software sold separately)

QubeERP Master Pack

Includes QubeERP Base System, Production Planning, plus \$7,500 credit towards any **Optional Modules** shown on the next two pages

QubeERP for Great Plains Dynamics Master Pack

Same as above, but includes interface to Great Plains Dynamics rather than Qube Financial Modules (note: Great Plains Dynamics software sold separately)

Additional Concurrent User Licenses (each)

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Additional Concurrent User Licenses (5-pack)

Multi-Site Licenses (multiple data files)

call

User Documentation (additional sets, per set)

Evaluation Software/Guided Tour

Payment Terms

Leasing programs available upon credit approval. All others, 50% deposit with P.O., balance due upon delivery of software.

1Service Agreement is required for the first 12 months on all systems sold.

Additional Users

Equivalent Per User Costs

#Users		5	10	20	30	40	50
QubeERP Base System	Software Cost Cost/User						
QubeERP Production Pack	Software Cost Cost/User						
QubeERP Base Master Pack	Software Cost Cost/User						

Optional Modules

Available To Promise

Maintains real time on-line status of the availability of all inventory in 26 weekly buckets in three different views. Provides sales personnel with real time availability of each item as the orders are entered into the system. Best for MTS.

Bar Coding Interface Bundle (software only)

Bundled Pricing for Captor Inventory and Captor Shop Floor modules, see below.

Contract Pricing

Set up specific pricing of any item for any customer with contract expiration dating. Supports customer item codes.

Customer Material Management

Track customer-owned material within your own inventory. Receive customer material against sales orders or for general usage/storage. Lot/Batch Tracking required to track separate shipments.

Customer Service Management

Track service activities and repair work, plus the ability to set up guided scripts which ensure that customer service issues are being properly handled and corrective actions are taken. Manage service operations, determine & modify item status, return items to or remove from inventory (with serial, lot or batch numbers), and create service invoices and credit memos from a single window. Excellent for FDA audited companies.

EDI

Integrated ability to receive customer purchase orders (850) and send customer invoices (810). Templates must be modified to fit the specific formatting requirements of each end customer. Approx. cost of customization is \$2,000 per form per end customer, but a special quote is required on each.

Executive Information Module

Your business at a glance. Real time, on-line monthly summary data on booked orders, invoiced sales, purchasing dollars, inventory levels, production levels, AP, AR and cash flow for 24-month period, all from a single window.

FIFO/LIFO integrated with General Ledger

Inventory transactions are recorded to the General Ledger based on FIFO or LIFO principles. Records the unit cost of each quantity of stock as it is entered into inventory. Assigns inventory transaction costs by pulling quantities from the different stock layers on a FIFO or LIFO basis.

FIFO/LIFO Job Costing

Job costs are reported using the FIFO or LIFO value of inventory used. Records the unit cost of each quantity of stock as it is entered into inventory. Assigns costs to jobs by pulling quantities from the different stock layers on a FIFO or LIFO basis. GL inventory is still updated using standard cost.

Global Commerce

Multiple-currency conversion and management. For use with Qube Accounting.

Graphical Work Center Scheduling Board

Graphically displays a scheduling board grid showing total hours or units planned at each work center over a period of time. Easily view the flow of one or all jobs through the plant. Identify bottlenecks. Drill down from each graphical bar to the underlying job information. Drag and drop reschedule jobs from within this window.

Job Costing - Advanced

Provides the ability to estimate costs associated with quotations, forecasts, and/or sales orders by unlimited cost buckets and elements within the buckets (including engineering & manufacturing times, materials, contract labor, etc.), track projects by percent completed and compare actual to estimated costs.

Optional Modules (cont.)

Lot & Batch Tracking

Complete lot "cradle to grave" history of any item from purchase of raw materials to final sale of finished item. Supports expiration dates, vendor lot numbers. Mission critical functionality for FDA audited companies.

Multiple Distribution Warehouses

Used when companies require more than one distribution point for their products. Establish the most efficient shipping point for each customer and track and manage available inventory at each.

Multiple-Zone Sales Tax Accounting

Establish, track, report and pay up to ten different sales tax zones for each customer.

Option Selection - Advanced

Provides unlimited options for any item on a quote or sales order. Allows adjustment of quantities, measurements, etc., during order entry. Complete configuration driven by predefined rules-based logic. Configure options & prices for quoting.

Option Selection - Basic

Provides the ability to add up to five different options, selected from validated option sets at the order entry function. Integrates with all inventory, production planning, purchasing, assembly and invoicing functions.

Production Planning - Advanced (included in Master Pack)

Finite & infinite capacity production scheduling, forward and backward scheduling, shop floor control, work order processing, MTO, MTS, job shop, repetitive manufacturing, net change MRP, regeneration MRP, one job at a time. All of the features included in the Basic Production Planning module plus forward scheduling, MPS, capacity planning, finite load scheduling, work center load spreadsheet, and generation of forecasts.

Production Planning - Basic (included in Production Pack)

A new option, with features between those provided with the base system, and those provided by the Production Planning module (see below). Beyond the base system; performs infinite load scheduling, time-phased MRP and allocations, and allows forecasts to be entered.

Purchasing Management - Advanced

Establish and maintain manufacturer part numbers, licensed distributors, vendor quotes and manufacturers associated with your part numbers. On-line performance data for each vendor. Unlimited qualified vendors for each item. Set up quality tracking and scoring for incoming materials and create vendor returns.

Sales Commissions

Complete set up, generation, tracking and payment of sales commissions for up to three sales reps and two account managers per order/invoice item. Integrates with accounts payable for automated payment of commissions.

Serial Number Tracking

Track an unlimited number of serial numbers for each item sold. Facilitates warranty tracking.

Transportation

Track shipment information related to each sales invoice and purchase order. Print bills of lading. Manage freight costs and verify that customers are invoiced for appropriate freight charges.

Captor Shop Floor Data Collection

Supplied by Mini Micro Connection, A Premier Partner. Allows the use of low cost, shop-floor-friendly data collection devices. Up to 255 devices are supported. Includes Bar Code, Key Pad, Weight Scale, Temperature logging, and counter logging device support. Visit www.mmconnection.com for details.

Captor Inventory Control

Supplied by Mini Micro Connection. Support for multiple portable scanners. Add, Remove and Cycle Count transactions are easily created anywhere in the plant with full interactive validation. The standard Qube windows have been modified to allow for batch loading the transactions giving giving the user maximum control with audit trails. Visit www.mmconnection.com for details.

Support Services

Training

Classroom Training

30-Pack Qube University Credits¹

(when bought and paid for in advance - must be used within 12 months of purchase date)

10-Pack Qube University Credits¹)

(when bought and paid for in advance - must be used within 12 months of purchase date)

Individual Qube University Credits¹

On-Site Training (Qube Boot Camp; 3 days on-site training & materials)

Video ERP Training

A comprehensive set of 63 videotaped lessons covering all aspects of ERP from concept to execution. By Buker, Inc. Reflects a special price for Qube customers; normally \$14,000.

Implementation Consulting

On-Site Consultation & Technical Support

\$1,000 per day plus expenses²

6-Pack Consulting Days²

\$5,500

(when bought and paid for together prior to first visit - must be used within 12 months of purchase date)

Training/Support Bundles³ (saves up to 15% over purchasing components separately)

Basic Bundle (approx 7% savings)

when purchased with software package (approx 15% savings)

- 4 days on-site consultation with qualified Qube consultant²
- 20 Qube University credits¹
- 25% discount on one-year service agreement when purchased with bundle

Standard Bundle (approx 7% savings)

when purchased with software package (approx 15% savings)

- 6 days on-site consultation with qualified Qube consultant²
- 40 Qube University credits¹
- 50% discount on one-year service agreement when purchased with bundle

Deluxe Bundle (approx 7% savings)

when purchased with software package (approx 15% savings)

- 12 days on-site consultation with qualified Qube consultant²
- 40 Qube University credits¹
- Qube Boot Camp (3 days basic Qube training and materials at customer site)²
- 75% discount on one-year service agreement when purchased with bundle

Premier Path Guaranteed Implementation Program

call

- See program literature for details.

¹See Qube University schedule to determine how many credits are required to attend each course. Typically classes are 3 to 4 credits per day per attendee. Qube University Credits may only be used for regular Qube University courses. User Group Conferences, on-site consultation and Qube Boot Camps do not qualify for Q.U. Credits.

²Customer is responsible for all reasonable travel and lodging expenses. Day-rates are based on normal business days. All on-site consultation visits are made in two-day minimum visits for out-of-town trips, and one-day minimum visits for customers within driving distance. A one-day cancellation/rescheduling fee (plus any nonrefundable travel expenses) will be charged for all engagements canceled or rescheduled within 72 hours; all others will be responsible for nonrefundable travel expenses only. A 50% surcharge will be assessed for consulting performed without a current service agreement. Bundles must be purchased and paid for in advance. Qube University Credits may not be used for on-site consultation and Qube Boot Camps. All other conditions apply.

³All bundles are to be paid for in full prior to first use and must be fully used within 12 calendar months of purchase or will be forfeited.

Support Services (cont.)

Technical Support

Service Agreement & Log-On Support¹

15% of system price annually (\$2,500 minimum)

- Regular maintenance and documentation updates.²
- Problem reporting and resolution.
- Access to on-line support system (special web page for supported users).
- Telephone Support Hours: 9:00 a.m. - 8:00 p.m. ET Monday through Thursday, and 9:00 a.m. - 6:00 p.m. ET Friday. (Tech Support may be closed during the noon lunch hour.)
- Phone/fax support with guaranteed same-day response³ to designated and trained site administrator on undocumented technical issues.
- Log-on modem support (customer responsible for software, telephone lines and hardware at customer site).
- 50% discounts on feature upgrades.²

Lapsed Service Renewal

- A surcharge will be assessed for the renewal of lapsed service agreements. The amount of the surcharge will depend on the length of the lapse in agreement coverage. On-site assessment and site administrator training may also be required.

On-Site Technical Support

\$1,000 per day plus expenses⁴

- Support performed by Mini Micro Connection staff at the customer site.

Media Requirements

- All data file transfers are transported, received and delivered on 270 MB removable SyQuest cartridges, 135 MB SyQuest EZ, one GB Jaz, or 100 MB Zip. Customers lacking compatible system may be assessed media charge for data transfers requiring the use of data compression and floppy disks.

System Customization

- A current service agreement is required for any system customizing work to be quoted or performed.
- Qube Software will make every effort to meet each client's individual system needs. All projects will be reviewed for feasibility and continuity by the Change Review Committee (CRC). QSI makes no guarantees regarding feasibility or acceptance of such projects. There will be a charge of \$75 per hour during this reviewing and estimating process.
- If a job is accepted by the CRC, it will go into our design and release process. Most changes (other than custom reports) will take from 30-90 days to make it into general release. General releases will normally coincide with quarterly maintenance updates.²
- All jobs will be estimated; however, QSI reserves the right to invoice jobs for actual time at standard development rates. Customizing, programming and debugging are quoted and billed at \$150 per hour.

Custom Reports

\$125 per hour

- Custom reports or modifications to existing reports.
- Includes Qube reports, Ad Hoc reports, Crystal reports, or FileMaker Pro.

¹Service Agreement is required for the first 12 months on all systems sold.

²"Maintenance updates" refers to bug fixes and minor improvements in existing functions. "Feature upgrades" refers to improvements and enhancements to modules already owned by the customer. New, separately-priced system modules developed for sale do not fall into this category, unless designated by QSI.

³Failure by QSI to respond within the guaranteed time will result in a \$25 credit for the client. Only one credit per issue. Guaranteed response time refers to standard QCI Tech Support business hours. Response times are not guaranteed during weekends, holidays and company events. Qube Software does not guarantee resolutions to problems or questions within response time, only a return call. Failure to respond within normal period due to the customer being unavailable does not constitute QSI's noncompliance with the agreement.

⁴Customer is responsible for all reasonable travel and lodging expenses. Day-rates are based on normal business days. All on-site consultation visits are made in two-day minimum visits for out-of-town trips, and one-day minimum visits for customers within driving distance. A one-day cancellation/rescheduling fee (plus any nonrefundable travel expenses) will be charged for all engagements canceled or rescheduled within 72 hours; all others will be responsible for nonrefundable travel expenses only. A 50% surcharge will be assessed for consulting performed without a current service agreement. Bundles must be purchased and paid for in advance. Qube University Credits may not be used for on-site consultation and Qube Boot Camps. All other conditions apply.