



Exact Globe

Why Should I Consider Migrating to Exact Globe?

This question is more than likely on the minds of pretty much every Macola Progression and Macola ES customer. This brief document will provide some solid, value-driven reasons that should assist in making the decision to migrate to Globe simpler for our customers using either Macola ES or Macola Progression. These reasons do not in any way denigrate the value of Macola ES or Progression, but highlight added value in taking the step to migrate when they are good and ready to take that step.

Technology Base, Adoption and ITIL Compliance

Remaining tightly in-step with current operating system and infrastructure trends is often a requirement that is overlooked. However, the current pace of technology shifts is such that staying in synch is not a choice but a hard core business requirement.

Development Tools

Exact Globe is written with Microsoft Visual Basic as the development engine that allows for rapid development of features and functions, but also allows Exact to take early advantage of the benefits offered by the latest database and operating system technologies. This means that you, the customer, no longer have to worry about ensuring that your core business system is in synch with these modern day demands. Furthermore, Exact Globe is developed using Agile development methodologies, allowing us to develop and deploy product enhancements as the market demands.

Consistent User Interface

The tools deployed by Exact to develop Exact Globe allow us to ensure that the user interface and experience is consistent and uniform throughout the application. There is one, consistent interface used in Exact Globe. This reduces training time and enhances the overall Globe experience.

Staying Current with Microsoft

Exact Software is a Gold Partner with Microsoft, and as such, is in a position to provide version concurrency with the various platforms developed and sold by Microsoft. Exact Globe is current with Microsoft SQL2008, Microsoft Server2008 and Microsoft Office 2007. This means that when your organizations has the desire or need to adopt one of these latest technology platforms, you will know that Exact Globe already supports them, thereby reducing any risk you may have had otherwise.

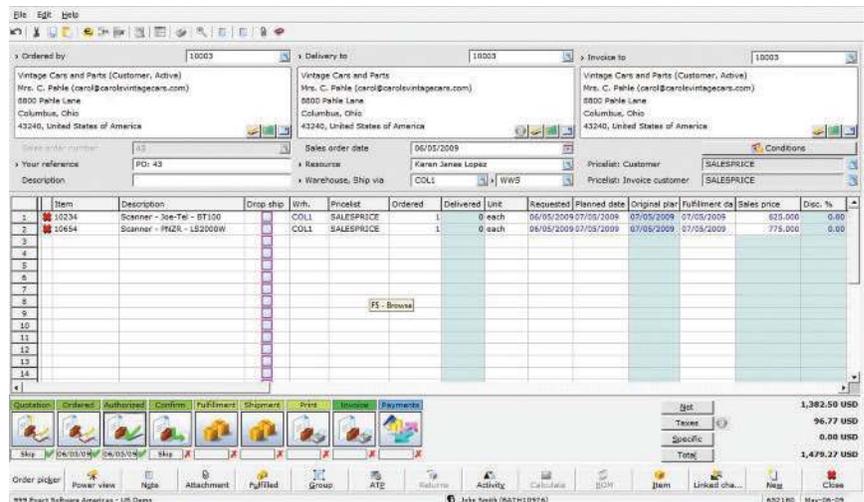
Embedded Document Management

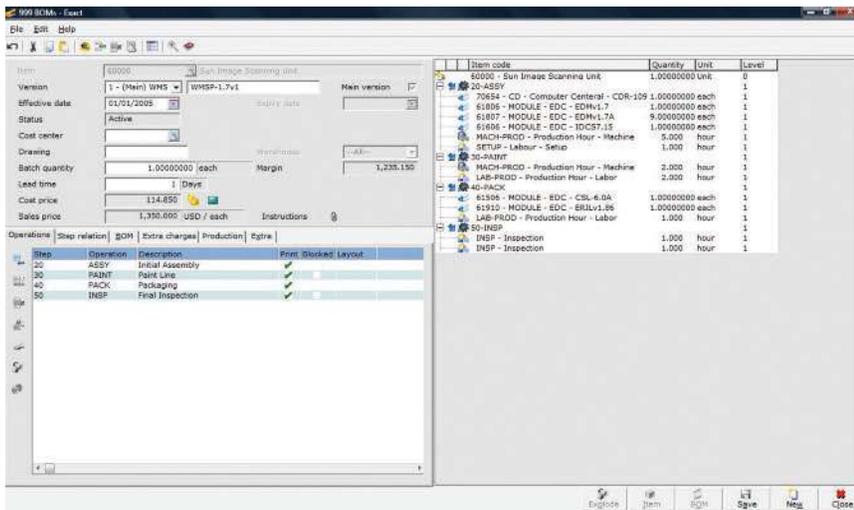
Document management is not an add-on to Globe. It is a fundamental core building block of Globe across all modules and functions of Globe. This means that customers can store and manage all documents within one core system, with embedded security and all in the right context.

Processes vs. Features

Exact Globe takes a process driven approach to the creation of different order types. After all, the creation of any type of order is merely the first or second step in a potentially long line of processes. Furthermore, depending on the nature of the process being undertaken at that time, certain process steps may need to occur out of step. This is the nature of business today, and Exact Globe mimics this approach to processes rather than features being executed. The value of being able to discretely map one's business processes to the order processes within the company greatly reduces the administrative overhead of managing policies and procedures focused on order creation. Companies that are ISO9001:2000 accredited will understand this.

Sales Order Entry with Graphical Workflow





*Bil of Materials,
and a whole lot more.*

Competing in a Global Economy

Whether we like it or not, we compete daily on a global level. This introduces additional complexities that users need to deal with. Exact Globe takes care of the needs within the core application, and these include:

- Multi-Currency General Ledger and transaction level
- Multi-language at the user level
- Multi-legislation at the company level
- One solution across all subsidiaries
- Global support and service delivery network

Exact Globe is the same in all countries, with each country exposed to specific country-based requirements. This significantly reduces cost of ownership and training across all geographies.

Projects

Any organization today possesses the need to organize themselves into project type “compartments” to help evaluate profitability and productivity. Exact Globe understands this need extremely well, and provides for the ability to “tag” any and all transactions to a project, or sub-project, from anywhere in the system. This results in the ability of users to pull a Profit & Loss statement at any time thereby gaining useful and intelligent operational data. This extends from General Ledger all the way through to Production Orders.

This capability of Globe through Projects allows users to incorporate traditionally non-standard departments into the very core of the ERP system, such as R&D, marketing, customer service and service delivery. This, in itself, provides the ability to gain a quick return on effort and investment.

Real-time Inventory Management

The inventory management system in Globe is a true real-time system with inventory values calculated on the fly whenever there is an inventory inquiry. This same concept extends to the warehouse (location) and location (bin) level with inventory values and quantities always accurate and in synch.

The inventory system provides customers with the ability to properly and accurately manage their inventory across multiple warehouses and multiple locations (bins), along with Bills of Materials and item components with no BOM level limit.

The following are some of the value driven features that users gain through the use of Exact Globe, as it relates to inventory management:

- Unlimited BOM levels
- By-product handling in BOM's
- Accurate and “self correcting” average costing mechanisms
- Inventory costing method at the item level
- Real-time inventory at the warehouse / location level
- User definable serial/Batch (lot) number sequences, by item
- On the fly material allocation to sales and production orders—no hard switch required
- On the fly OE to PO integration—no switch required
- 10 levels of assortments (product categories) for detailed inventory management and analysis
- Warehouse level security

Over and above these specific features, the inventory management system of Globe provides for a simple, yet powerful source of all transactional inventory data, from one place, without having to open multiple applications or features.

Streamlined Manufacturing

Globe provides an extremely flexible manufacturing work bench for traditional quick turn, light manufacturers who possess the need to record actual material and labor type transactions against a production order. Furthermore, the production capabilities of Exact Globe allow organizations to plan, manufacture and ship products to customers by warehouse. Importantly, the MRP capabilities allow for extremely powerful material planning at the warehouse level. If a Macola Progression user is a POP, MRP, MS user, then the move to Exact Globe will provide them with a solid manufacturing platform with many features to help them grow into the future, known and unknown.

Growing Third Party Ecosystem

The success of any ERP system is often defined by the strength and footprint of the third party ecosystem. Exact Globe is no exception to this, as we are seeing a huge explosive growth in this community, over and above the normal, customer specific SDK solutions. The following are current and immediately planned Third party integrations, where Exact has developed specific integrations:

- Avalara Avatax—An SaaS based tax calculation and management system for sales taxes
- Starship from V-Technologies—Rate shopping and shipment processing (US only—August 2009)
- EDI—Exact EDI (August 2009)
- Credit Card Processing (Globe)—Verifone—Integration with PCCharge, IPCharge and PAYwarePC (PCCharge for US and Canada, rest for US only—August 2009)
- Aside from the growing list of Third Party add-on solutions, there is a huge library of custom solutions available that provide industry specific applications.

Quality Management

Exact Globe has an optional add-on solution called Quality Management (SE5122) that was designed exclusively with the customer in mind. This solution provides customers with the ability to record and track quality-associated topics for Serial / Batch related products that are bought, manufactured and subsequently sold, giving insight into the complete product life cycle of a specific product. The nature of the application even provides for the ability to assist in the decision making process for Pass / Fail type quality questions.

Summary

Migrating to any ERP product is not a decision that anyone takes lightly, nor should they. Any move should be predicated on real added value that assists an organization in attaining their defined business objectives, whatever they may be. It is Exact Software's responsibility to provide this definable value proposition partly through the continued enhancement of the core ERP system of Exact Globe. This extending of the value of Globe is undertaken by a global group of highly experienced, industry-seasoned Product Managers, along with a dedicated and highly effective development team in Kuala Lumpur. The embracing of Agile development methodologies allows Exact to identify, define, develop, train and deploy significant product enhancements in a predictable fashion 4 times a year. This has huge value to any organization looking to their ERP vendor to ensure that their software investments are protected and future technology trends are taken into account.

For more information about Exact Globe, please contact your Exact Software business partner or account representative today, or visit www.exactamerica.com/globe or call 1.800.468.0834, ext. 2650



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