



Strategic
INFORMATION GROUP

Advanced Document Output for QAD

June 10, 2010

Doug Greenup, VP Sales, Minisoft

John Graham, Director of Consulting, Strategic

Andy Galieto, eFORMz Product Manager, Minisoft

Minisoft
1024 First Street
Snohomish, WA 98090
USA

BILL OF LADING

Shipper ID: 00133422
Ship Date: 08/08/06
MASTER MANIFEST
Print Date: 08/08/06
Page: 1

SOLD TO:
BRIGHURST Inc.
123 Main Street
Seattle, WA 98000
USA

SHIP TO:
BRIGHURST Inc.
123 Main Street
Seattle, WA 98000
USA

FROM: MINISOFT, INC. 1024 FIRST STREET
Ship Via: M & X TRANSPORT Mode of Transport: LTL
POB Point: MINISOFT SNOW B100A2 Carrier Shipment Ref: 00123231
Julian Day#: 218
P.O. # BPG123555

Description	fr_desc	Qty
Net Weight	Gross Weight UM	
3742.2	4462.2	

SHIP TO NAME: BRIG HEAT # PICKUP CAR 18 DELIVERY CAR



Minisoft 1024 First Street, Snohomish, WA 98090

VOUCHER NUMBER	DATE	NUMBER	AMOUNT	DISCOUNT	PAYMENT AMOUNT
1295807	06/25/07	8085784	371.76	.00	371.76
1304900	06/25/07	3840593	802.00	.00	802.00
1026349	06/25/07	5094995	21.02	.00	21.02
1304978	06/25/07	2740738	115.36	.00	115.36
1026343	06/26/07	8485333	2254.00	.00	2254.00
1333405	06/27/07	8348454	2248.00	.00	2248.00
1443953	06/28/07	3349932	62.46	.00	62.46
1489583	06/29/07	3840572	617.61	.00	617.61
TOTAL AMOUNT PAID					19,022.61

15043 CHECK NUMBER

Minisoft 1024 First Street, Snohomish, WA 98090

CHECK NUMBER: 13548
DATE: 07/08/07

NINETEEN THOUSAND EIGHT HUNDRED AND THIRTY TWO \$19,022.61

TOM JONES
1624 FIRST STREET
SNOHOMISH, WA 98090

ORIGINAL DOCUMENT

Snohomish County **UTILITY BILL**

Account No: 23-457-00

To: SALEY'S BIRTH 123 MAIN STREET SNOHOMISH WA 98090-2841

Amount Due: 4386.48
Due Date: 07/15/08

Previous Present Consumption Amount
4,401.43

Description	Previous	Present	Consumption	Amount
ELECTRICITY RESIDENTIAL				63.00
DEMAND CHARGE				6.00
PURCHASED POWER				2.40
STING BENCHMARK				0.30
WATER	785	946	160	108.00
SEWER				6.50
REFUSE				7.50
STREET LIGHTS				2.00
TARIFFS				2.70
TOTAL AMOUNT DUE				4,188.48

Monthly Water Usage

Water Usage Comparison (Averages)

Cur Usage	88 Percent	Days: 91	Daily: 31.82
Flow Usage	1189	01/12-04/13	Daily: 31
Last Year	1048	10/14-02/14	Daily: 32

Minisoft 1024 First Street, Snohomish, WA 98090

INVOICE

SHIP TO: 123 MAIN STREET SEATTLE, WA 98000

SHIP TO: 123 MAIN STREET SEATTLE, WA 98000

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE	AMOUNT
1	CRAYON HOLDER	1	8.50	8.50
1	BRAND COLORS	1	80.75	80.75
1	REPLACEABLE SLIDE	1	37.1	37.10

TOTAL AMOUNT DUE: 125.35

Minisoft 1024 First Street, Snohomish, WA 98090

INVOICE

SHIP TO: 123 MAIN STREET SEATTLE, WA 98000

SHIP TO: 123 MAIN STREET SEATTLE, WA 98000

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE	AMOUNT
1	38840 RACK SLIP	400	3.00	1200.00
1	FREIGHT ONLY FREIGHT ONLY	0	3.50	0.00

TOTAL AMOUNT DUE: 1200.00

Minisoft 1024 First Street, Snohomish, WA 98090

PACKING LIST

PHI. LOC.	QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXT. PRICE
SEATTLE	1	4022	ITEM DESCRIPTION	4.40	4.40
	1	5846	ITEM DESCRIPTION	5.50	5.50
	1	2389	ITEM DESCRIPTION	3.90	3.90

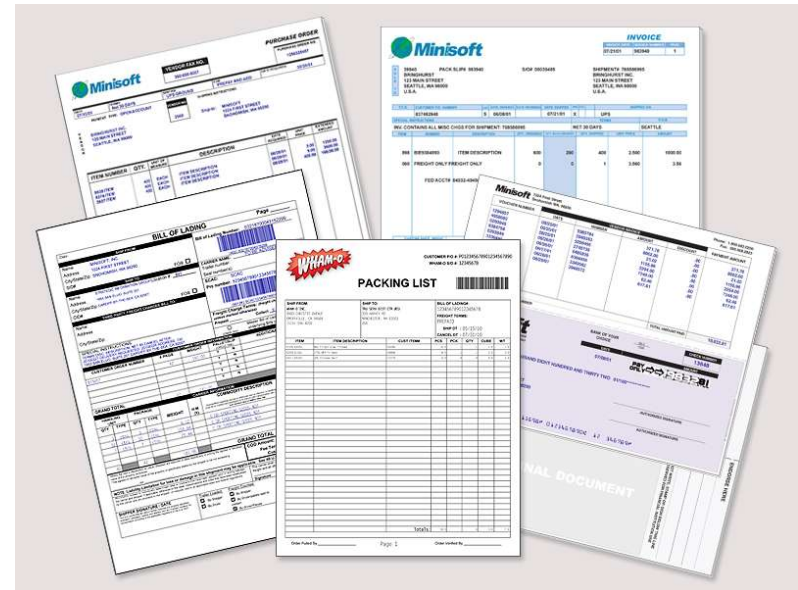
TOTAL AMOUNT DUE: 13.80

Minisoft 40 DEMO FEES
ID: 0488882624

Minisoft 40 DEMO FEES
ID: 0488882624

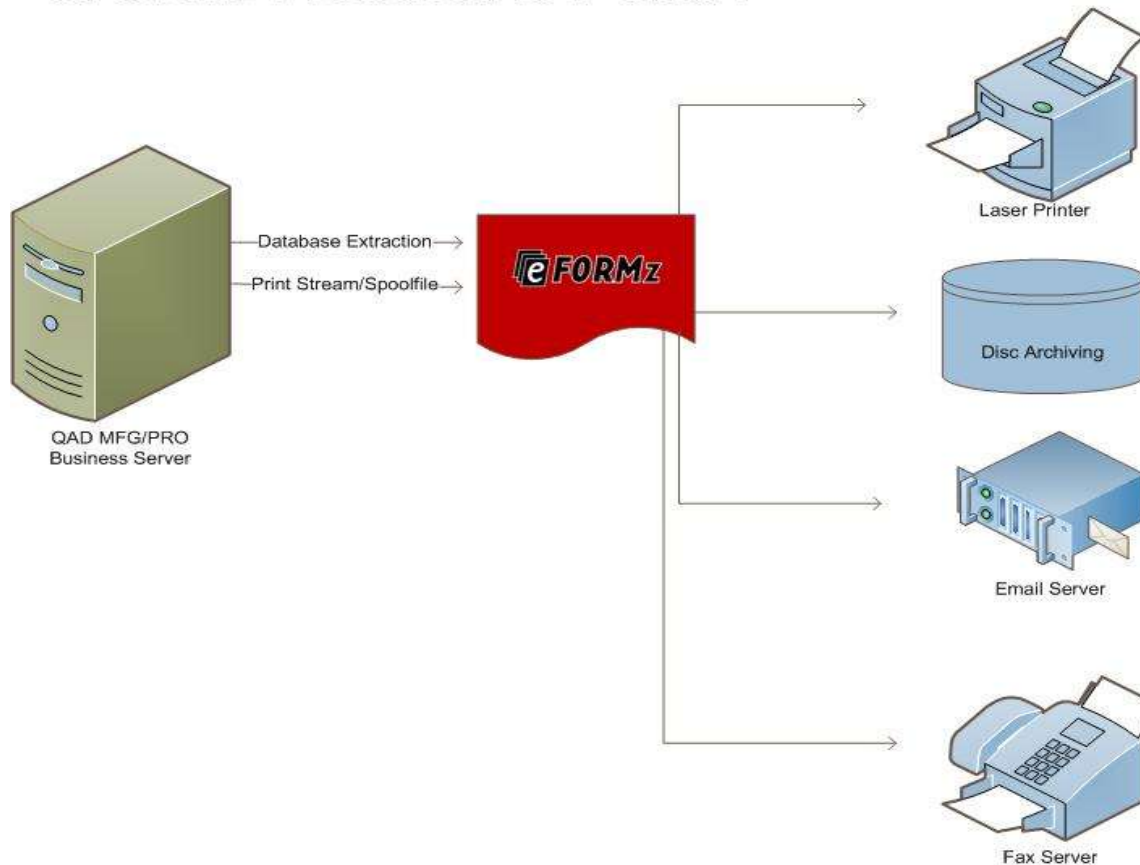
Smart Forms Technology

- eFORMz smart forms technology provides users with interactive, and dynamic electronic documents offering capabilities beyond a traditional, static paper form. eFORMz users can take advantage of global variables to create uniform output across an entire print run.
- eFORMz conditional logic language:
 - Is equal to
 - Is not equal to
 - Is less than
 - Is greater than
 - Starts with
 - Ends with
 - Contains
 - And & Or
- **Benefit: Go beyond the standard output of QAD.**
- Uses:
 - Insert graphics
 - Signatures
 - Customized text
 - Barcodes
 - Shipping tracking numbers



eFORMz QAD Integration

eFORMz Product Flow Chart



Differences with QAD .NET Report Writer

Function	eFORMz	Reporting Framework
Email Output	Yes	Yes
PDF Output	Yes	Yes
Fax Output	Yes	No
Label Output	Yes	Yes
Windows and Linux support	Yes	Yes
Requires Windows for batch	No	Yes
Use existing QAD output	Yes	No
Time to design forms	Less	More

A few of our QAD customers



We have over 1,000 ERP customers worldwide!

Before eFORMz

- Packing slip printed to a pre-printed form.
- No order acknowledgement sent to customer.

LA Burdick's original print output



AJ Rose Purchase Order Before eFORMz

- No ability to suppress data or text so they were printing an unwanted header onto multiple sheets of paper.

AJ Rose output without text suppression

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COMPANY NAME
12345 1ST. STREET
CITY, STATE ZIPCODE
USA

PURCHASE ORDER
Order Number: 9123456 Revision: 3
Order Date: 06/23/10 Page: 1
Print Date: 09/22/10

To: 4045
Invoice To: 20

COMPANY NAME
12345 1ST. STREET
CITY, STATE ZIPCODE
United States Of America

COMPANY NAME
12345 1ST. STREET
CITY, STATE ZIPCODE
United States Of America

Deliver To:
COMPANY NAME
12345 1ST. STREET
CITY, STATE ZIPCODE
United States Of America

SHRIKANT TALWAR
Supplier Fax: 8003334444
Supplier Telephone: 8003335555
Contact: sales@COMPANY.COM
Ship Via: DDP/FOB: AJR DOCK
FOB:
Confirming: yes
Buyer: J60 1747
Credit Terms: NET 30
NET DUE IN 30 DAYS
Remarks: sales@COMPANY.COM

*****FREIGHT TERMS ARE DDP/EX EXXX WFO DOCK, XXXXXXXX, XXXX USA****
Quantities are subject to change due to customer requirements
*Due Dates* on the p.o. lines are the dates that parts should arrive
at XXXXXXXX EXXX.
ALL GOODS SHIPPED MUST BE IN ACCORDANCE WITH EXXX EXXX EXXX SUPPLIER
QUALITY ASSURANCE MANUAL, VDM 04.2.1, REV 05, DATED 2/13/10. GOODS
MUST BE MADE IN ACCORDANCE WITH SUPPLIER'S QUALITY SYSTEM STANDARD.
ISO 9001 OR 2616949 CERTIFICATION.
PER OSHA STANDARDS, SUPPLIER MUST PROVIDE CURRENT MSDS SHEETS FOR
ALL CHEMICALS, IF APPLICABLE, WHICH MAY BE A COMPONENT OF THESE GOODS.

Ln Item Number T Due Qty Open UM Unit Cost Extended Cost
-----
1 000011-XXX-XX N 08/14/10 0.0 EA 1.22222 0.00
Site: 20
000011-XXX
PROJECT: SALES/JOB: 22222
NOTE: DUE DATES REFLECTED ARE THE DATES THAT PARTS MUST ARRIVE AT
XXXXXXXXX XXX COMPANY DOCK. ALL BOXES MUST BE LABELED WITH PART
NUMBERS AS WELL AS P.O. NUMBERS AND INCLUDE HANGING LABELS
REPRESENTATIVE OF CONTENTS DELIVERED AND REFERENCE RESPECTIVE
P.O. NUMBERS.
QTY ORDERED ADJUSTED PER XXXXXX XXXXXXXX
  
```

```

COMPANY NAME
12345 1ST. STREET
CITY, STATE ZIPCODE
USA

PURCHASE ORDER
Order Number: 9123456 Revision: 3
Order Date: 06/23/10 Page: 2
Print Date: 09/22/10

To: 4045
Invoice To: 20

COMPANY NAME
12345 1ST. STREET
CITY, STATE ZIPCODE
United States Of America

COMPANY NAME
12345 1ST. STREET
CITY, STATE ZIPCODE
United States Of America

Deliver To:
COMPANY NAME
12345 1ST. STREET
CITY, STATE ZIPCODE
United States Of America

SHRIKANT TALWAR
Supplier Fax: 8003334444
Supplier Telephone: 8003335555
Contact: sales@COMPANY.COM
Ship Via: DDP/FOB: AJR DOCK
FOB:
Confirming: yes
Buyer: J60 1747
Credit Terms: NET 30
NET DUE IN 30 DAYS
Remarks: sales@COMPANY.COM

Ln Item Number T Due Qty Open UM Unit Cost Extended Cost
-----
1 3914418-XXX-XE ***** Co *****
QTY ORDERED 1062 PCB - QTY REVISED TO 412 PCB
8/10/2010
2 3914459-XXX-up N 08/14/10 0.0 EA 3.33333 0.00
Site: 20
3914459-XXX UNPLATED
PROJECT: SALES/JOB: 37390
QTY ADJUSTED TO 0 AND REPLACED WITH "RMP"
OR "PLATED" P/W AS INSTRUCTED BY
XXXXXXXX XXXXX
7/13/2010
3 3104040-XXX-XX N 08/14/10 0.0 EA 6.66666 0.00
Site: 20
3104040-XXX UNPLATED
PROJECT: SALES/JOB: 37391
QTY ADJUSTED TO *8" AND REPLACED WITH
"TEE" OR "PLATED" P/W AS INSTRUCTED
BY XXXXXXXX XXXXXX
7/13/2010
  
```

AJ Rose After eFORMz

- Use less paper and toner to save money.

Length of a purchase order after using eFORMz text suppression



MOVING METALS IN INNOVATIVE WAYS

TO:

COMPANY NAME
12345 1ST STREET
CITY, STATE ZIPCODE

FAX: 8003334444

TELEPHONE: 8003336555

PURCHASE ORDER

ORDER NUMBER	P123456
DATE	06/23/10
PAGE	1

DELIVER TO:

COMPANY NAME
12345 1ST STREET
CITY, STATE ZIPCODE
United States Of America

INVOICE TO:

COMPANY NAME
12345 1ST STREET
CITY, STATE ZIPCODE
USA

RECURRING ORDERS: 20-2000, 1-10 PER MONTHLY PRGMS, UNLESS OTHERWISE ARRANGED.

TERMS: NET DUE IN 30 DAYS VIA: ODP/FOB-AJ/RD REMARKS: sales@COMPANY.COM

QTY	LN	PART NUMBER	DESCRIPTION	DUE DATE	UNIT PRICE
00	EA	0000111-006-000	<p>***FREIGHT TERMS ARE DDP/FOB-AJ/RD MFG DOCK. XXXXXXXX, 0000 US*** Quantities are subject to change due to customer requirements. "Due Dates" on Req's or Specs are the dates that parts should arrive at XXXXXXXX-XXXX. ALL GOODS SHIPPED MUST BE IN ACCORDANCE WITH XXXX-XXXX-XXXX SUPPLIER QUALITY ASSURANCE MANUAL, V048 (REV. 5 REV. 05 DATED 07/16/10). 303106 MUST BE MADE IN ACCORDANCE WITH SUPPLIER'S QUALITY SYSTEM STANDARD. 802-807 OR 1019499 CERTIFICATION. FOR COIN STANDARDS, SUPPLIER MUST PROVIDE CURRENT MESH SHEETS FOR ALL CHEMICALS, IF APPLICABLE, WHICH MAY BE A COMPONENT OF THESE GOODS.</p> <p>Slit: 30 3003111-XXX PROJECT: SALESJOB: 02222</p> <p>NOTE: DUE DATES REFLECTED ARE THE DATES THAT PARTS MUST XXXXXXXXX-XXXX COMPANY DOCK. ALL BONES MUST BE LABELED NUMBERS AS WELL AS P.O. NUMBERS AND INCLUDE PACKING LI REPRESENTATIVE OF CONTENTS DELIVERED AND REFERENCE PER P.O. NUMBERS. QTY ORDERED ADJUSTED PER XXXXXXXX-XXXXXXX</p>	06/24/10	2.2222

PACKAGED: MUST CONTAIN PACKING SLIPS. UNDER NO. MUST APPEAR ALONG WITH PART NUMBER, AND OTHER IDENTITY ON ALL PACKING SLIPS, INVOICES, AND SO. EACH PURCHASE ORDER MUST HAVE A RETURNED PACKAGED SLIP. INVOICES: 24 DUPLICATED WITH-OUT UNLESS OTHERWISE REQUESTED BY CUSTOMER.

Please return and fill (copy) on all communications making any changes to address in the (ORDER) order. If you (REVISION) (DATE) in order the order is cancelled. Please confirm with the order if possible, and any other.

TOTAL ORDER AMOUNT: 1 Continued

14 17



MOVING METALS IN INNOVATIVE WAYS

COMPANY NAME
12345 1st STREET
CITY, STATE ZIPCODE
USA

PURCHASE ORDER

ORDER NUMBER	P123456
DATE	06/23/10
PAGE	2

QTY	LN	PART NUMBER	DESCRIPTION	DUE DATE	UNIT PRICE
00	EA	0000111-006-000	<p>QTY ORDERED 100 PCS - QTY REVISED TO 430 PCS 8102016</p> <p>Slit: 30 0000111-XXX-XXX PROJECT: SALESJOB: 07300 QTY ADJUSTED TO 0 AND RE-PLACED WITH "NEW" OR "PLATED" FIN AS INSTRUCTED BY XXXXXXXX-XXXXXX 0102016</p>	06/14/10	3.5533
00	EA	0000111-006-000	<p>Slit: 30 0000111-XXX-XXX PROJECT: SALESJOB: 07301 QTY ADJUSTED TO "F" AND RE-PLACED WITH</p>	06/14/10	8.8888
00	EA	0000111-006-000	<p>Revision: 10 Slit: 30 0000111-XXX-XXX PROJECT: SALESJOB: 07302 QTY ADJUSTED TO "F" AND RE-PLACED WITH "NEW" OR "PLATED" FIN AS INSTRUCTED BY XXXXXXXX-XXXXXX 0102016</p>	06/14/10	4.4444
00	EA	0000111-006-000	<p>Slit: 30 0000111-XXX-XXXXXX PROJECT: SALESJOB: 07303</p>	06/14/10	2.2222
00	EA	0000111-006-000	<p>Slit: 30 0000111-XXX-XXXXXX 0102016</p>	06/14/10	2.2222
00	EA	0000111-006-000	<p>Slit: 30 0000111-XXX-XXXXXX PROJECT: SALESJOB: 07300 QTY ORDERED REVISED PER XXXXXXXX-XXXXXXX QTY ORDERED 4430 PCS - QTY REVISED TO 4380 PCS 8102016</p>	06/14/10	2.2222
00	EA	0000111-006-000	<p>Slit: 30 Supplier Item: stored per part 1, request 0000111-XXX-XXXXXXX PROJECT: SALESJOB: 07300 stored per 2 and added new per 3 per part 1 request 8 attached email</p>	06/14/10	3.5533

TOTAL ORDER AMOUNT: 1 Continued

Then AJ Rose Went Paperless

- Saved postage by emailing the enhanced purchase orders to vendors.
- Took advantage of advanced features to go paperless.

“We continue to find new ways to save money with eFORMz. We justified the cost for one project and then discovered new uses to extend our savings.”

Hickory Farms,





A.J. ROSE MANUFACTURING CO.
Established 1922

MOVING METALS IN INNOVATIVE WAYS

TO:

COMPANY NAME
12345 1ST STREET
CITY, STATE ZIPCODE

FAK: 8003334444

TELEPHONE: 8003336555

PURCHASE ORDER

ORDER NUMBER	P123456
DATE	06/23/10
PAGE	1

DELIVER TO:

COMPANY NAME
12345 1ST STREET
CITY, STATE ZIPCODE
United States Of America

INVOICE TO:

COMPANY NAME
12345 1ST STREET
CITY, STATE ZIPCODE
USA

RECORDING FEE: \$ 0.00 - \$ 0.00 PER MINUTE FROM 1, UNLESS OTHERWISE SPECIFIED.

TERMS: NET DUE IN 30 DAYS	VIA: ODD/FOR AJR D	REMARKS: sales@COMPANY.COM
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QTY	UM	PART NUMBER	DESCRIPTION	DUE DATE	UNIT PRICE
0.0	EA	0000111-0006-00	<p>Site 30 000111-000 PROJECT SALESJOB 2222</p> <p>NOTE: DUE DATES REFLECTED ARE THE DATES THAT PARTS MUST XXXXXXXXXXXX COMPANY DOCK. ALL BOXES MUST BE LABELED NUMBERS AS WELL AS P.O. NUMBERS AND INCLUDE PACKING LI REPRESENTATIVE OF CONTENTS DELIVERED AND REFERENCE PER P.O. NUMBERS QTY ORDERED ADJUSTED PER XXXXXXX XXXXXXXXX</p>	06/24/10	2.2222

TOTAL ORDER AMOUNT

\$ Continued

PACKAGES: MUST CONTAIN PACKING SLIPS.
ORDER NO. MUST APPEAR ALONG WITH PART NUMBER AND ORDER
IDENTIFY ON ALL PACKING SLIPS, INVOICES, AND B/L.
B/L: MUST BE PREPARED BY THE BUYER.
INVOICES: IN DUPLICATE WITH ALL LETTER EXPRESS.
RECEIPTS ATTACHED.

Please return one (1) copy of all acknowledgments,
with any change of address to the ORIGINAL sender.
If the DELIVERED DATE is not the same as specified,
Please contact with the carrier promptly delivery day.

Going Paperless

- The eDIRECT feature of eFORMz allows any form or document to be emailed automatically in full color HTML or Secure PDF formats directly from QAD.
- **Benefit: Save on paper, printing, and postage cost.**
- Uses:
 - Order and shipping confirmations
 - Send purchase orders to vendors
 - Invoice customers



Blending Data

- Use the eFORMz DataDIRECT utility to blend data from multiple data sources to craft a customized hybrid form or business document. Create forms that go beyond what your current business software suite offers.
- **Benefit: Use corporate data from other sources.**
- Uses:
 - Extract UPS or FedEx shipment tracking numbers
 - Track the printed/emailed pages of your reports, updating your database accordingly
 - Combine product descriptions from QAD with a packing list generated by your warehouse management system



Document archiving, scanning, and retrieval (FileX)

- Indexing - search & access forms quickly
- Data compression for efficient disk storage
- Seamless integration with eFORMz



eFORMz Demonstration

- Product overview
 - Movement of logos/import capabilities
 - Variable shading
 - Order # and date movement
 - Barcoding (bring up label)
 - Change the dimensions of a barcode
 - Different output types

Printers, Platforms and Languages

- eFORMz supports printing to any PCL or XML compatible printer. Supported printers include; Hewlett Packard, Lexmark, Toshiba, Ricoh, IBM, Dell, Brother, Zebra, Datamax, Intermec and Monarch.
- eFORMz is a Java application that runs on almost any computer platform & operating system; HPUX, Linux, Windows, AIX, and Solaris.
- Support for European and Asian character sets. (Double Byte)

FREE Product Evaluation

- To download a free product evaluation please visit the Minisoft website. www.minisoft.com
- For a quotation or a demo email vikki@strategic.com and you will be directed to your local sales rep.



Pricing

- **Software**
 - Entry level pricing starts at \$6,000
 - Volume discounts available
- **Services**
 - Strategic jumpstart package : one form + one day install services
 - Self installation possible

Questions?

