AWARE ENTERPRISE SYSTEM

The Aware Enterprise System from Aware Business Systems Pty Ltd is a remarkable software package designed for Australian manufacturers and distributors.

Designed and developed in Australia it integrates all the common business functions in a Microsoft Windows and SQL Server environment.

For manufacturers the Aware Enterprise System gives you the control you need over all the potential problem areas, such as quoting and estimating, product specification, graphical production scheduling, materials planning, along with highly effective purchasing and costing.

For distributors it offers internet ordering, stock allocation, flexible picking and despatch scheduling. Powerful demand forecasting, a comprehensive pricing matrix and extensive sales performance analysis are all designed to meet the needs of a sophisticated marketing organisation.

Aware is practical and intuitive. It is simple to set up and simple to use because it is designed by people with "hands-on" experience in manufacturing and distribution.

If you could use some big business software savvy at a small business price start thinking Aware. Our experienced staff can provide an obligation-free consultation to assess its suitability for your business.

The Aware Enterprise System has been engineered to provide a high quality, low cost business system for the progressive organisation. Comprehensive functionality meets the needs of many different types of business.

As a manufacturer you require the software to specifically cater for one of the following environments: projects, design to order, make to order, final assembly and make to stock. You may even want a combination of types.

If you are a chemical, food or pharmaceutical manufacturer then you will require batch process manufacturing with lot tracking and traceability. FSANZ, GMP and/or TGA standards of documentation and control will be required.

If you are a capital goods or electronics manufacturer then you will require serial control and tracking with warranty and service management.

As a distributor you may require multi-site inventory management with replenishment planning between the sites. As an importer you will need effective seasonal forecasting to plan your orders over long lead-times. Import shipment tracking and costing of imports will also be required.

BUSINESS STRUCTURES

The Aware system has been designed to accommodate a wide range of industries and business structures. From wholesale distribution to major project manufacturing, from chemical and food manufacturing to medical electronics, from a 10 person company to an organisation with 100's of staff, Aware provides a simple yet highly flexible solution.

The business structures provided in the system include multiple companies, multiple divisions, multiple sites and multiple geographic regions.

Divisions may be separate legal entities or sections of one entity or a combination, with consolidation of some separately from others.

CUSTOMER RELATIONSHIP MANAGEMENT

Management is able to monitor sales rep activity and performance based on user-definable key performance indicators.

This can be done without being online with a simple synchronisation process allowing all the current information to be updated both on the central server and the sales representative laptop. Your representatives can record prospect details, create quotes, record sales calls and flag follow-ups. Aware CRM gives your sales representatives the tools to access customer, pricing and contact information, stock balances and future availability.

QUOTING AND ESTIMATING

Aware has the ability to rapidly create Quote Specifications similar to Work Orders. These can be built up from Item Manufacturing Specifications or copied from other quotes. The specification is costed separately for each quantity quoted. Sell Prices can be calculated for each quantity based on material, labour and service mark-ups or on a standard pricing matrix.

A customized Product Configurator can be used to construct the Quote Specification based on rules specific to your organisation.

When converted to an order, a Work Order is created from the Quote Specification. The quote is retained with all relevant detail including costs.

Quotes may be printed, e-mailed or faxed to your customer.

Comprehensive reports on quotation activity and outstanding quotes are provided including a quote conversion analysis.

SALES ORDER PROCESSING

Aware Sales Order Entry is designed to cater for both high volume order entry with a minimum of keystrokes and a job shop environment in which each order is individually specified and released as a work order.

A Customer Information Centre provides access to all information relating to a customer including quotes, sales orders, work orders, shipments, invoices, items with pricing, payment history and sales history. A drill down function allows the detail and current status of any transaction to be viewed. Plus any customer related transaction can be performed from this window.

Orders may be created from a quote or a template. Inventory items will automatically have available stock allocated. A Service or Work Order item will have a work order created automatically, based on its item specification.

Request date and Promise dates can be maintained for the order as a whole or by individual line item.

During entry or maintenance of lines, the pricing, stock availability by site and future stock position may be viewed.

Despatching can be performed before invoicing and can use a delivery route and drop sequence to load a truck. A consignment note and manifest may also be printed.

Invoicing may also be combined with despatching to provide invoice with goods.

Under the appropriate security control, invoices can be reversed and re-invoiced and forward or back-dated.

Return Authorisations can be created by linking to the appropriate invoice. Credits can be raised from the return when approved.

MANUFACTURING DATA MANAGEMENT

Work Centres are maintained by site and hold all the cost rates and default scheduling information. They can be grouped by section for scheduling and reporting purposes.

A calendar is provided by site defining working days, available hours per day, and start and stop times by shift.

The Item Specification provides an integrated definition of how a product is manufactured including materials, operations and other resources. Multiple versions can be maintained for different manufacturing plants or production lines and for engineering/formulation change management.

If the item is manufactured in a batch mixing process, this can be flagged and the specification can be maintained and viewed either as a whole batch or as a base unit.

Yield and wastage are provided for and are used for calculating both material requirements and costing.

Process times can be based on different units eg minutes per piece, seconds per piece, pieces per hour or hours per batch.

Costs for a manufactured item can be calculated dynamically for the current level, or a complete re-cost performed for all levels up to the current level.

Multiple views showing single level or indented, materials or operations are provided.

An Item Specification can be copied to create a new version for the same item or for a different Item.

COSTING FOR MANUFACTURED ITEMS

Each Item Specification has eight cost components, two of which are for set up. Standard costs are then calculated based on the standard run size.

The Item Specification provides for the re-costing of the current level or all levels up to the current level. In doing so it provides the option of forcing the selected run size to be used to calculate the costs of the lower level items or to use their nominated run size.

Re-Costing an also be based on a Selection. This process recalculates the standard costs for all selected Item Specifications and if chosen can apply these standard costs to the Inventory at each site.

COSTING FOR PURCHASED ITEMS.

Standard costs for purchased items are based on the current price from their preferred supplier based on a normal order quantity plus any freight on-cost rate. Supplier-Item relationships are created automatically when a purchase order is raised.

The Supplier-Item record holds the last purchase price as well as any standard pricing, and a complete purchase history.

PLANNING

The Planning function includes Forecasting, Master Scheduling and Material Requirements Planning.

Forecasting is the key to effective forward planning. Aware Forecasting analyses demand history over the last 36 months and models a month by month projection for 12 to 24 months into the future. Management can review the forecast graphically and apply market intelligence. The resulting forecast is used by the Master Scheduling and Material Requirements Planning components of the system.

Master Scheduling is provided to enable production managers to produce high level balanced production plans for the manufacturing facility. It also provides inventory planners managing purchased finished goods, with a time phased replenishment plan on suppliers.

For batch process manufacturing it plans the bulk production and then a filling plan for the final packaged product.

Materials Requirements Planning takes into account current stock, firm demands, firm supplies, forecasts and master schedules. From this it calculates a time phased replenishment plan for all items in the bill of material structure (or formulation). The resultant plan produces raw materials purchasing plans as well as sub-assembly/pre-pack production plans.

Work order and Purchase Order requests are created automatically enabling the planner to review and release individually or in bulk.

SCHEDULING

Aware Scheduling is easy to use, graphical and dynamic. A graphical planning board shows all the released work orders allocated to work centres, machines or employees. The scheduler can then manipulate the schedule in order to optimise available resources.

The calendar allows non-working days and extra shifts to be visible to the system and it plans around these. Any work order can be forward or backward scheduled and rescheduled by dragging and dropping in the same work-centre or into a different one. The calendar and work-centre process rates can be changed on the fly in order to achieve the best fit.

After finalising the schedule it is saved into the database and all the changes become immediately visible to Sale and Customer Service as well on the shop floor. Messages are generated to the relevant people for any significant changes such as late delivery of customer orders.

WORK ORDERS AND SHOP FLOOR CONTROL

Work Orders can be created from Sales Orders, released from MRP or released manually. Materials are allocated and purchase requests created when materials are not available.

Detailed work order sheets with associated documents (eg Drawings) can be printed along with daily or weekly work-centre and job schedules.

Both planned and actual materials and process times are captured for later review and analysis.

Data may be collected by manual entry, bar code transactions or feed from a data collection sub-system.

When using manual entry all recording is by exception.

QUALITY MANAGEMENT AND TRACEABILITY

The Quality Management functions in Aware include:

- Complete traceability of lot/batches from supplier of materials to dispatches of finished product to customers.
- Recording the status of each item of equipment used in manufacturing.
- Recording and printing all process instructions including clean down and set up instructions for each item of equipment for each product manufactured.
- Holding all quality checks required at both operation level and for the finished product.
- Recording of quality check results during the manufacturing processes.
- Recording the items of equipment used during the manufacturing processes.
- Printing of Product Certifications after manufacture and testing.
- Mass balancing and yield reporting.

WAREHOUSING/INVENTORY

The management of inventory is a vital function for both manufacturing efficiency and customer service.

Inventory in Aware is managed by site with safety levels, lead times and re-order quantities held for each item at each location at each site. Inventory may be sourced from multiple suppliers and or internally from another site or from a manufacturing plant.

Allocation is a major feature of the Aware Enterprise System. All customer orders and work orders will allocate stock required within a user defined window. This prevents the stock being used for subsequent orders. A nightly re-allocation program will allocate all orders that come within the allocation window.

There is complete visibility of stock and availability at each site and location for an item. Drill-down features include viewing of all demands and supplies for an item with inventory running balances.

All forms of inventory transaction are provided including, scrap recording, adjustments , transfers and transformations (into another product).

Comprehensive stock-take functions enable cycle count as well as wall-to-wall stock-takes.

For lot, roll or serial tracked items stock levels are held by lot, roll or serial number at each location at each site. The system provides full upward and downward traceability of batch/lots. Serialized items sold to customers may be tracked for warranty and maintenance purposes.

Inventory is optionally allowed to go negative but all transactions that occur while negative are held for possible re-cost when the next receipt is processed.

FIELD SERVICE

Comprehensive field service facilities are provided including Job entry, maintenance and allocation to in-house service vans or sub-contractors.

Maintenance contracts and warranty are recorded and held by customer and item. These provide for periodic billing and scheduling of preventive maintenance service calls.

The jobs may be scheduled to service vans using the Aware Scheduler. Job Cards and Call Schedules can be printed.

Service vans can be managed as profit centres with inventory control over van stock and full accountability of revenue and expenses. Parts from in-house stores may be transferred to the vans and any purchase order raised for a job will be directly costed against it.

Performance reports enable management to control this function in order to optimize the return.

PURCHASING

Purchasing normally controls the greatest expenditure that a company has in its day to day operation. For this reason it is vital to enable the purchasing officer to be more effective in sourcing materials and services.

Aware provides all the information in a manner designed to make purchasing decisions rapid and effective: thus managing this function in a fraction of the time taken with other systems.

Supplier pricing tables are easily maintained based on purchasing transactions or electronic download. A complete purchasing history including pricing, delivery and quality is held by item from each supplier. These can be analyzed and presented for an item or for a supplier.

Replenishment requests are generated automatically by MRP, Sales Orders, Work Orders or can be created manually. These are then available for review by the purchasing officer. All available sources for each item may be reviewed and a different supplier selected. Purchase orders are then created and sent by e-mail, direct fax or printed.

Overseas orders can be consolidated into a Shipment and tracked. Import costing provides rapid allocation of all costs associated with a shipment including currency conversion, freight, duty and other importation costs. Receipting is by exception and can be into quarantine for inspection prior to the stock becoming available, directly into store or immediately against a work order.

For items having customer back-orders, an immediate allocation against their back orders is performed and picking lists printed to enable cross-docking.

FINANCIALS – GENERAL LEDGER

Aware General Ledger offers a unique combination of flexibility and simplicity for the user.

All the normal functions of a company's financial transactions are performed with intuitive forms which are designed to eliminate error. Functions such as cashbook, bank reconciliation, credit cards with expense allocation, general journals, recurring journals and standing journals are all provided.

End of month functions are almost eliminated because all transactions update through to the General Ledger real-time. There is flexibility to post transactions into both future periods and past periods when this is permitted.

Multiple Budgets may be held for each financial year. Budget creation may factor either previously created budgets or historical data.

Financial reports may be produced for any accounting period at any time over the last two years. Reports may show comparison with last year or budget as well as each month across the page.

The Multi-Division / Multi-Company capability of the General ledger allows full financial reporting by company and division with complete flexibility for consolidation.

FINANCIALS – DEBTORS

Managing your debtors from an administration perspective becomes easy with Aware. It offers complete flexibility of terms and settlement discounts. Payments received may be in any form including EFT, Credit Card, Cheque, Direct Debit or Cash and can be allocated against invoices immediately or held to record the allocation later.

Settlement discount allowed is calculated to compare with payments received and the payments may be automatically applied based on age or invoice type.

Any additional discounts taken (such as rebates) can be applied to various general ledger accounts. Foreign currency receipts allow for posting a variance amount into an exchange variance account.

Aging analysis is highly flexible and based on normal debtor terms as well as individual invoices.

Debtor payment history and average payment period are analysed and reported to management. A Debtors cash flow analysis is prepared based on this information.

Statements may be printed at any time based as at a specified date, and may be e-mailed directly to the debtor.

Credit limits are based on a dollar value credit limit and on aged outstandings. Credit control allows sales orders to be taken as either COD or On-Hold when the customer is over their limit. A report on all customer transactions when over their limit is produced daily. On-Hold orders are displayed to an approver to release before shipment.

FINANCIALS – CREDITORS

Paying creditors effectively and optimising cash flow is the major function of Aware Creditors.

Invoices are matched with purchase orders and receipt of goods and/or services. Any variations are highlighted. Goods may be returned pending a credit.

Payment terms and planned payment days are held by supplier and invoice. Invoices due to reach settlement days are notified to the responsible person.

Cash flow reports are based on planned payment days with any loss of settlement terms assessed. Planned payments may be reviewed and approved on-line.

Payments may be by Cheque (computer printed), manual cheque, EFT, Bank Transfer, Letter of Credit, Credit Card or Cash. When dealing in foreign currency the payments allow for posting of exchange rate variances.

Remittance advices may be e-mailed, faxed directly or printed.

A detailed history of all transactions is held and a drill down function provided.