



NEWSLETTER

DATASCOPE'S FIRST USA SITE GOES LIVE

American Metalcraft, Inc.

American Metalcraft Inc., based in Chicago IL, made history as the first US Based DATASCOPE WMS site. AMC went live at the end of January 2017.

We were exceptionally pleased with the go-live and commitment from the staff at AMC as well as Business Technology Partners [DATASCOPE DSP in Chicago], which resulted in the site going live a day earlier than planned. On day three after go live the DC was back up to full volume.

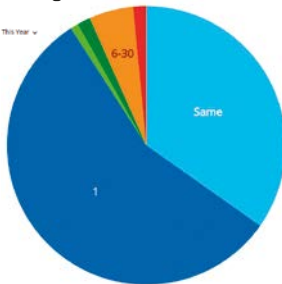
Within weeks AMC's DC was outperforming targets and exceeding previous year's high targets. All weekly overtime has stopped as the warehouse is far more efficient. In March, statistics showed that 65-70% of all orders were picked and shipped within 1 day. This is a substantial improvement over previous years as shown by the charts below:

New functionality was added to the software for this project namely:

- Sales order kits at order allocation, picking, packing and dispatching;

Days to Process - From Entry Date this year
526 Total Orders

Same	183	34.8%
1	295	56.1%
4	5	0.95%
5	8	1.52%
6-30	27	5.13%
30+	8	1.52%



Days taken to process an Order from Entry date to Ship date



- USB scale interfacing was enhanced (for checkout);
- A full integration layer has been written into ADSI (Shipping tool) using the new VB scripting functionality in DATASCOPE WMS. This integration completely automates all shipping label printing at the checkout stations.

The main benefits AMC has seen to date include:

- Pro-active replenishment of pickface bins based on orders and bin levels;
- Cycle counting has been implemented to improve stock accuracy;
- Automatic dispatch notes at the end of packing has removed the one hour downtime that used to be in place each night for invoicing;
- Better visibility in terms of order status, turn-around time and fill rate;
- More accurate packing data & tracking to deal with customer complaints;
- Reliable KPIs and Statistics to manage performance within the warehouse.

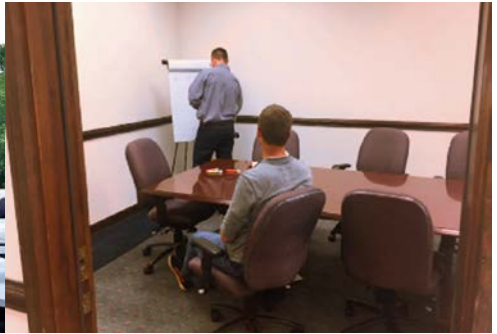
Tom Jursich [AMC Project Manager] had this to say about the DATASCOPE implementation: "Our implementation exceeded all of my expectations, especially on go-live weekend. Leading up to that weekend, I had envisioned a huge task list with the team running around trying to get everything done all weekend. We actually spent most of Friday and Saturday waiting for the inventory count to be finished, and on Sunday morning the managers were already picking and packing live orders."

At DATASCOPE we are proud to have AMC as a flag ship site and look forward to an exciting future together.





DATASCOPE OPEN'S NEW USA OFFICE



Boardroom

The DATASCOPE North American operation has moved into their new offices in Charlotte, North Carolina. The new office brings sufficient space to allow for the expected staff growth in the USA. We envisage a team of five resources based in this office within the next four months.

The office comes with a suitable entrance hall, conference room, training center and seating for some twenty staff. A full Zoom kit has been installed in the boardroom. We have also installed two DSP support Zoom kits in the support office where our technical support staff will be able to interact with our DSP's and or our end customers.

We have made it a standard now in North America that every DATASCOPE WMS customer will have a Zoom

video conference kit on their site during the project implementation phase. This allows us to communicate professionally with all new clients during the critical implementation project while reducing the cost of air travel. After go live, the client will have the option to purchase the Zoom kit for the future. We are planning to offer regular training and support to our customers and DSP's using this medium.

We are pleased to announce that the DATASCOPE North America operation is growing well with another three implementations currently in progress and a potential four more in the pipeline for late 2017/ early 2018. Our decision to expand into North America is proving to be a wise one.

NEW LOGO'S

We are pleased to announce that another SYSPRO client has selected DATASCOPE WMS in the USA. Summer Classics, a large distributor of outdoor furniture, has selected DATASCOPE WMS to optimize their warehousing operations in Pelham, Alabama, USA.



Summer Classics is a premier, luxury outdoor furniture manufacturer of modern, high quality resin wicker, cast aluminum, wrought aluminum, teak, and wrought iron patio furniture, with outdoor cushions from our exclusive line of outdoor fabrics. Offered as la carte or in patio furniture sets, Summer Classics fine outdoor furniture is beautifully accessorized with our full line of patio umbrellas, and many options in alternative patio table tops like marble or granite stone and faux stone composites.

You can see more on SUMMER CLASSICS here: <http://summerclassics.com/>



SOUTH AFRICA'S #1 FOOD IMPORTER – IMPLEMENTS DATASCOPE WMS



Rialto Factory in Milnerton

First days live picking

For over 20 years, Rialto has had an impassioned desire to bring you the world's best in imported foods. Rialto personally procures and purvey private label products and leading brands from around the world for both Retail and Food Service industries in South Africa, whilst continuing to innovate and lead sustainably through their deep understanding of authentic foods.

During 2013, DATASCOPE implemented its Warehouse Management System at Patleys. The Patleys Company was recently procured by the Libstar Group. Many of the Patleys' brands were incorporated into Rialto Foods. DATASCOPE has for many years been keen to get our products into the Libstar group and this was an opportunity we were waiting for.

In June 2016 the DATASCOPE WMS project was approved for the Rialto Distribution Centre in Montague Gardens and the Rialto Factory in Milnerton. It was decided to implement the Factory first after their peak period. A full stock take took place over the weekend of the 18th February with go-live on the 20th.

Rialto's has seen the following benefits of DATASCOPE's WMS:

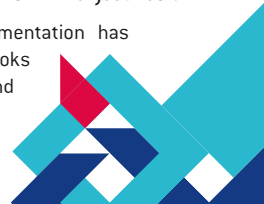
- A tommy bag application was implemented for accurate recording and label printing of random weight items in tommy bags and lugs;
- The management of random weights (e.g. wheels

of cheese) through quantity accumulation scanning during stock take and picking processes was achieved;

- Replenishment of the correct stock for tempering based on lot and expiry dates;
- The automatic update of the sales order quantity when quantities picked for random weight items is more than the sales order quantity;
- Same date order and delivery process streamlined;
- Management and labelling of job return stock;
- Reservations of oldest stock for jobs and sales orders based on lot expiry dates;
- Control and scanning of kit issue packaging materials; and many more.

As Artwell Mushanguri (Rialto's Factory Manager) had to say, "DATASCOPE WMS has brought a recreation of a production line and a warehouse & distribution operation that is 'virtual', which I can track at the click of a button. Production, Warehousing and Distribution activities are now stream lined and lean, with a dashboard view but the detail is not lost. Now I can go on the Factory floor with SMART objectives".

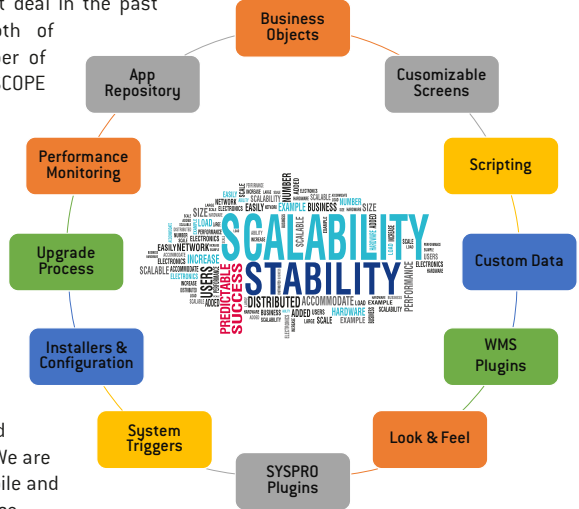
The Distribution Centre implementation has now started. DATASCOPE looks forward to work with Rialto and Libstar group into the future.





SCALABILITY F18

The DATASCOPE WMS Product has grown a great deal in the past couple of years, offering an unrivaled depth of functionality and configuration across a number of industry verticals. In the beginning of 2016, DATASCOPE identified the need to not only continue bolstering functionality, but also to make the move towards a more scalable solution. Due to this the Scalability Roadmap was introduced and is being continually improved upon. Within 2016 a number of core Scalability elements were introduced. Some of these include, 3rd Party Business Objects, VB Scripting, System Triggers and SYSPRO Plugins. Looking at the present, we will be rolling out some new and exciting Scalability elements in 2017, these include, WMS Plugins, Advanced Analysis Tools, Advanced Performance Monitoring, Simplified Installation and Upgrade path, to mention a few. We are also investing heavily in the R&D around our Mobile and Future Client side applications, so watch this space...



STAFF ANNOUNCEMENT

Peter Schleritzko joined DATASCOPE in 2015, after working with the DATASCOPE WMS solution at a previous company for many years. He has played a significant role in sales and marketing as well as project implementation and management. It is our pleasure to announce, that Peter as from May 2017 has been promoted to a new position as **General Manager: South Africa Operation** in which his role and efforts will cover the entire South African Region. This is a strategic move to ensure that DATASCOPE becomes the leading WMS within the SYSPRO ERP market worldwide.



Janine De Billot has joined DATASCOPE as our new **Support Manager** as from April 2017. Janine has worked in the SYSPRO environment for many years and brings extensive management and consulting experience to the team.



With Janine taking over the management of the support department and we aim to further improve the service levels offered to our customers. This will entail shorter turnaround times on problems raised as well as more on-site consulting by our support consultants.

We wish both of these senior resources every success.