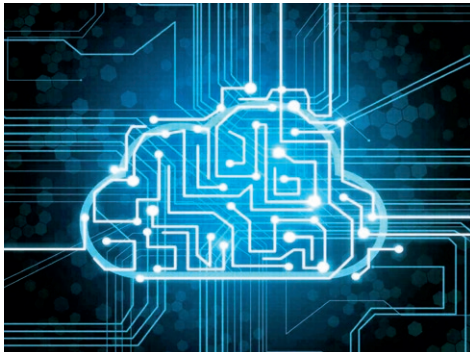


DATASCOPE MOVE TO CLOUD

In the current IT environment there are a number of “buzz” words doing the rounds. Sometimes these are very futuristic topics that most businesses do not adopt until the technology has become mainstream. One of these topics is “Cloud Computing”. This is not a new concept but is still debated as to the pro’s and cons. With a bit of research, planning and testing, DATASCOPE as a business made the decision to move ALL its internal servers and infrastructure into the Cloud. The reason for this were as follows:

- global diversity of the team,
- lower maintenance costs,
- scalability,
- simplification of design.

Since DATASCOPE employees are now based across the world in South Africa, Canada, the United States and New Zealand, the move to Cloud was the next logical step. The DATASCOPE team has now migrated all internal application servers, software development servers, testing servers, portals and source control to an Azure hosted environment. We now operate effectively from any location in the world. We are very happy with the new infrastructure and are already seeing the benefits from both a cost perspective as well as uptime and accessibility of systems.



2019 STRATEGIC PLANNING WORKSHOP



Since 2006, DATASCOPE has embarked on an annual 2-day strategic planning workshop. The output of this strategic workshop is a Business Plan with clear objectives and goals. These business objectives then form part of DATASCOPE team’s individual goals and get measured in performance reviews.

This year we included our DSP’s in the workshop as they are seen as a vital extension of the DATASCOPE business. The output of the workshop was excellent and our combined Business Theme for 2019 is “Collaborative Delivery”.

NEW LOGOS – DATASCOPE WMS CONTINUES TO GROW GLOBALLY



IPC Global Solutions provides cost effective filtration technology (filters), to customers worldwide. With manufacturing plants in China and fulfillment centers in Ohio, USA and Shanghai, China the company offers oil filters, air filters, cabin air filters, transmission filters, fuel filters and diesel glow plugs to the Automotive markets in the US, Europe and Asia. The company has extensive exper-

tise in global supply chain management, supported by long-term partnering relationships and a proven track record of 35 years. One of the most recognizable brands supplied by IPC Global Solutions is their own branded filters under the brand name ECOGARD. DATASCOPE WMS has been selected for implementation into the new 150 000 square foot distribution center (DC) based in Ohio. Our expected go live date will be the early June 2019. We are looking forward to yet another successful implementation of DATASCOPE WMS with great business benefits to IPC Global Solutions.

www.ipcglobalsolutions.com



IPC Global Solutions warehouse

DATASCOPE WMS enters the VISION Group in Canada



The Vision Group is a customer focused, technology driven group of companies focused on the building products industry. The company’s founder has spent over 40 years in the manufacturing sector and is a recognized leader in the building products industry. Vision’s products include an array

of applications including; custom profile extrusions, columns, decking, fencing, railings, patio doors, steel doors, basement windows, and transportation.

DATASCOPE WMS will be implemented into the new extrusion’s factory based in Ontario Canada by LOGI SOLUTIONS, the DATASCOPE WMS DSP (DATASCOPE Solution Provider) based in Canada.

www.visionproducts.ca

NEW DSP (DATASCOPE SOLUTION PROVIDER) IN SOUTH AFRICA



Terry and the EMS team outside the Midrand Office

As DATASCOPE grows internationally, it was decided to standardize on our DSP model which has been successfully implemented in North America and Canada.

As from 01 January 2019, Terry Shaw and his team have taken control of the South African implementation office based in Midrand, Gauteng. Terry's business, known as Enterprise Mobility Services Pty Ltd or EMS, is now an accredited DATASCOPE DSP. The benefits of having DSP's internationally are:

- Strategically DATASCOPE has chosen to grow internationally using a franchise type model where we engage with partners to deliver our software to end clients;
- EMS is an independent business which conforms to all DATASCOPE's implementation and support methodologies. These methodologies are audited regularly to ensure a very high standard is maintained;

- The DSP channel is seen as an extension of the DATASCOPE business and core staff interact with partners daily and get involved with end customers when required;
- This gives DATASCOPE time to concentrate on the development of the core software solution. Leading WMS solutions worldwide are becoming highly tailorable which gives the DSP the ability to customize the end result to the client's specific needs;
- The appointment of EMS in the South African market is for the benefit of our customers and for the growth of DATASCOPE WMS worldwide;
- DATASCOPE's vision is to grow the DSP model sustainably over the next five years.

We congratulate Terry on this DSP appointment and wish him all the best into the future.

SABCO AUSTRALIA GO-LIVE

"SABCO (originally known as the South Australian Brush Company) was founded in 1892 in Adelaide, South Australia, with just 3 employees and limited production facilities. It grew quickly at the time, with products only covering household brushware. Over the years, SABCO's product range expanded to include various other cleaning products, metal and plastic homewares. In 2007, Libman USA acquired 50% ownership of SABCO Australia Pty Ltd, making it a truly international business, and in 2009 the Libman company took full ownership of the SABCO business.



In 2016, SABCO and DATASCOPE made initial contact to discuss the requirement for a warehouse management system in their Melbourne warehouse. Various meetings were held to review functional requirements prior to the project (via the Zoom conferencing facilities), with 2 site visits to SABCO Australia done in May and June 2017. After final functionality reviews, the go live was planned for 29 October 2018.

Two members of our DATASCOPE WMS team flew into Melbourne from South Africa the week before go-live. This focused time allowed us to ensure all tasks were complete in time for stock take and go-live, as well

as to provide user training. The stock take counting was completed on the weekend and we hit the ground running on 29 October, with focus on picking and invoicing. As is typical of go-lives,

the first couple of days were a little bit slower on the invoicing side, however this picked up to typical invoicing values by Thursday of go-live week. The DATASCOPE 2-member team remained on site at SABCO for 3 weeks after the go-live date to ensure processes were bedded down as much as possible and to assist with any queries or issues that may arise. In addition, troubleshooting techniques were passed down to users and manuals were also provided to assist with general "how to" within DATASCOPE WMS.

All in all, a great team of people at SABCO, DATASCOPE and SYSPRO Australia, resulted in the successful implementation of DATASCOPE WMS. We look forward to continuing this relationship with SABCO in future and wish them the very best in their continued growth."

"DATASCOPE were incredibly supportive throughout our WMS journey. There were many early mornings, and late evenings, particularly during the go-live, but nothing was too much trouble" – Kathy Fitzgerald, Operations Director, SABCO Australia Pty Ltd.



Happy faces as the SABCO Go-Live is wrapped-up.