



## NEWSLETTER

### VISION PROFILE EXTRUSIONS GOES LIVE WITH DATASCOPE WMS

Vision Profile Extrusions (WoodBridge, Ontario, Canada) went live with DATASCOPE WMS in the last quarter of 2019. They produce profiles using extrusion production processes for primarily windows and doors. The profiles, which are very long, are stocked and shipped on Vision provided buggies that are then distributed amongst the customer community. Implementing DATASCOPE WMS not only established accurate inventory control on both raw material and finished goods, but improved production costing and scrap control and very importantly established specific ID control over each of the buggies. This allows Vision to be proactive in recovering and controlling this major asset investment.



A seamless implementation was the result of thorough preparation and detail oriented work from the Logi-Solutions team (DATASCOPE DSP based in Montreal, Canada) along with great involvement and ownership from the Vision team.



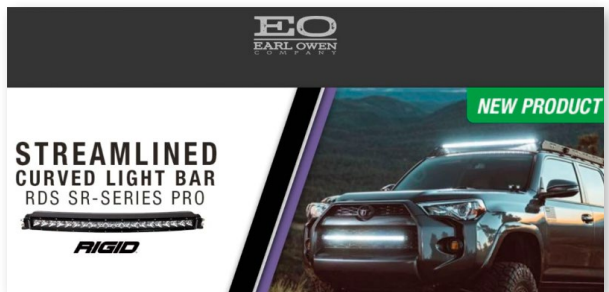
*Rod Matheson of Logi-Solutions, with the Vision Profile team*

### EARL OWEN COMPANY SELECTS DATASCOPE WMS

Yet another SYSPRO ERP company selects DATASCOPE WMS to streamline their distribution operations. EARL OWEN Company, based in Dallas TX, distributes a wide range of automotive accessories specifically focused on the pickup truck and van market. DATASCOPE has been implementing this project as a joint team with BT Partners.

The project go-live was mid-December 2019. It is expected that this project will make use of a number of the all new DATASCOPE WMS HTML 5 mobile apps for Android.

Watch the webinar at:  
<https://youtu.be/67SJVb29T9g>



Visit our website  
[www.datascopewms.com](http://www.datascopewms.com)

## PFLUG PACKAGING SELECTS DATASCOPE WMS

PFLUG Packaging & Fulfillment is a 1,000,000 square foot facility located in Lathrop, California providing packaging, warehousing, and fulfillment services. With over 250 employees, PFLUG can ramp up quickly to meet customer demands on an on-going basis. The company serves the needs of a variety of large and medium sized companies in the grocery, beverage, and other consumer and B2B markets. PFLUG Packaging & Fulfillment helps companies grow their business without adding overhead.

SYSPRO ERP and DATASCOPE WMS have been selected for implementation at PFLUG to replace existing systems and to position the company for fast paced growth. The full implementation will be overseen by one of our DSPs (DATASCOPE Service Providers), Systems Advisory Services (SAS) who have many years' experience in SYSPRO ERP implementations and now are a value-added partner of DATASCOPE WMS.

We wish the team every success and look forward to get another valued DATASCOPE WMS customer.



## SYSTEMS ADVISORY SERVICES (SAS) JOINS AS DSP (DATASCOPE SOLUTION PROVIDER)

Systems Advisory Services (SAS) is a Business and IT solutions provider, having served middle market businesses since 1990. They work with world class software, across many industries, but are most proud of their longevity in serving their customer needs and in bringing value to their businesses every day. SAS have been a SYSPRO VAR since 2001 and service over 55 companies running SYSPRO on a regular basis.

In December 2019, SAS signed up as a DATASCOPE Solution Provider focusing mainly on the West Coast of North America. With their first project already on the go, we look forward to developing the SAS Consultants and growing business opportunities into the future.

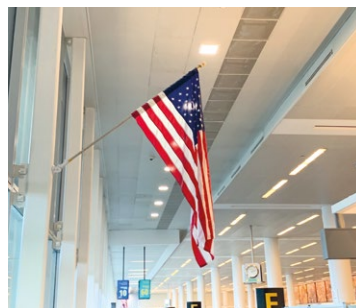


*Systems Advisory Services*



*Grahame Martin [right] from SAS joins Anton Jurgens at DATASCOPE's Charlotte office for the Annual Strategic Workshop during January*

## DEVELOPMENT MANAGER VISITS THE USA OFFICE



In December 2019, Steven Cooper was fortunate to make his first trip over to our DATASCOPE USA Offices in Charlotte. This was his second trip over the “pond” but the first time in the USA. His previous visit was for a 2 week go-live at one of our first sites in Canada, DANESCO, back in 2015.

The trip was very enjoyable, and he managed to get to New York for a couple of days as well as some nice sites in and around Charlotte. It was also great to see the US Offices in person.

Some key aspects of the visit were to see some of our existing and potential sites as well as finalize our Development Roadmap for 2020, running up to our annual strategic session in January. We also managed to get some valuable workshops in with a few of the Truck Management Solution [TMS] providers to assist us in our integration points within DATASCOPE WMS. We are very excited about this module so watch that space.

Finally, as a bonus, Anton and Steven visited one of Amazons largest Fulfillment Centers in the USA; an experience we can fully recommend should you be near one that offers these tours.

## REFERENCE LETTER FROM IPC GLOBAL SOLUTIONS



February 2, 2020

To whom it may concern,

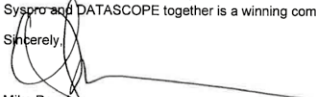
Over the past decade, IPC has been on the lookout for the right WMS software package to compliment our investment in Syspro. Year over year, we reviewed our options to find that the available options did not meet the threshold of improving our business. All of that changed when we discovered DATASCOPE.

Early on in our discussion and evaluation of potential providers we felt that DATASCOPE had the strongest platform to support the growth of our business. Beyond the “bells and whistles” of the software that we enjoy today, we knew they had a team that were experts with Syspro and that we could leverage to help develop best practices in the Distribution Center and throughout our company. They took exceptional care of our team through implementation and continue to support us at a high level every day.

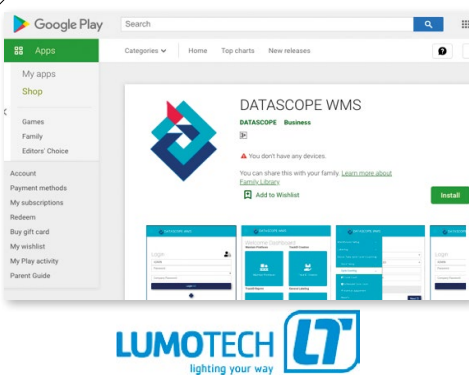
Today, we have been on the DATASCOPE WMS platform for over 6 months and we're very pleased with the investment thus far. We've seen numerous improvements in efficiency and accuracy both inbound and outbound. Our cycle count program is on pace to eliminate the need for an annual wall to wall inventory. Our team of operators has become well versed in the software and our D.C. leadership group is tapping into more advanced functions as we look toward the future. Overall, we're excited about where we are today, and we have our sights on more improvements in the coming months.

If you are considering DATASCOPE as a WMS partner for your business, you are on the right path. I wholeheartedly recommend them not only for their excellent software but also for their exceptional commitment to the success of the program. Syspro and DATASCOPE together is a winning combination.

Sincerely,

  
Mike Bowden,  
Executive Vice President

## ANDROID/HTML5 BETA TESTING AT LUMOTECH



Early in January 2020, the new DATASCOPE WMS cross platform, device agnostic mobile solution was installed in a live BETA site for final testing. We are pleased to announce that we have partnered with one of our long-standing customers, Lumotech based in Port Elizabeth, South Africa to start the live beta testing process of the new HTML5/Android version of DATASCOPE WMS. This project kicked off in early November 2019. Initial steps included hardware selection, a software upgrade and finally some line transactional processing on the new interface. We are pleased to say that this is going very well and the team on the floor in Lumotech have taken very well to the new interface. DATASCOPE WMS can now be used on a multitude of devices either running an HTML5 compatible browser or using our native Android App. Not only this, but the new customization module associated with this interface allows you to re-design and customize existing applications as well as build your own applications from the ground up. This new interface is going to totally revolutionize the way in which DATASCOPE WMS customers use our software. It also allows for our customers to implement cost effective generic Android products such as tablets and cell phones into the warehousing operations.

## 2020 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 objective and goals. These business objectives then filter down to the DATASCOPE team's individual goals and get measured in performance reviews.

For the second year running, we included our DSP channel partners in the workshop as they form a vital extension to DATASCOPE's business. DSP targets are also set during these workshops based on the completion of WMS projects for the year. The output of the workshop was excellent, and our combined Business Theme is "Vision 20/20 – Deliver the Message". A lot of focus for this year will be to strategically position the company and DATASCOPE WMS's software.

