



DATASCOPE CUSTOMER DAY

DATASCOPE South Africa hosted their fourth customer day this year on the 20th September 2018 at our Midrand offices.

Some key members of the DATASCOPE team presented on several topics, which included:

- Anton speaking about our current growth markets and international foot print.
- Ben presented our 5-star rating system and how it will benefit DATASCOPE and customer moving forward.
- Terry addressed the future of the SA operation and our planned improvements.
- Adrian demonstrated our new customer support portal and the DATASCOPE University.
- Steven & Amy presented our new WMS software offerings.

Some of the most exciting software offering highlights are listed below:

- DATASCOPE WMS 5 – to the cloud and beyond, we are advancing our offering to be cloud ready in the near future.
- The new shipping module – detailed parcel consolidation using shipping trackIDs and dispatch notes before handing over to a logistics service provider.

- Grocery style checkout – latest box packing method – reminiscent of your typical grocery checkout with extra features to clone cartons for ease of use.
- Picking splitting by bin visits – new feature to allow pickslips to be split by a number of bin visits, resulting in a more equal balance of picking tasks per picker.
- KPI reports of the future with a few clicks they are easily created and formatted to your liking.
- New Android scanner platform (HTML5)

Please find below link to the webinar of the day that has been uploaded to YouTube. Please review this and share it with any members of your team should you not have been able to attend our customer day: <https://youtu.be/pf-oS89907g>

We would like to thank everyone for joining us on the day, we hope that the session was valuable and provided you with some insight into where DATASCOPE WMS is heading. A special thank you to Mr Lourens Swart from BeijerRef Africa who provided us with a very entertaining and positive customer experience presentation. Thanks also go to Honeywell for attending our event and for displaying the latest Honeywell hardware for the customers to view, as well as providing the 20K lucky draw prize! Congratulations go to Christopher Daniel on winning this all-new Honeywell industrial Rugged Android Tablet (EDA70). We really enjoyed sharing the day with you and look forward to seeing you at our next customer day.

Customers attending the customer day. Zoom was used for many of the presentations showing a truly international company.



NEWSLETTER

SYSPRO CONFERENCE 2018 - INFINITE POSSIBILITIES

SYSPRO hosted their first national Canadian conference this year in Niagara Falls. DATASCOPE were offered an exhibition stand along with 6 other software suppliers catering for various SYSPRO requirements. Approximately 175 people attended the conference – many customers, VARS and staff from SYSPRO offices in Ontario & British Columbia.

The main theme of the conference was Infinite Possibilities, with the release of SYSPRO 8 playing a major role. Kevin Dherman, SYSPRO's Chief Innovation Officer pushed the concept of SYSPRO shifting from a system of record to a system of engagement and demonstrated the slick, new, easy to use Avanti interface. Phil Duff (CEO), Kevin Dherman and Paulo De Matos (Chief Product Officer) presented the road map and focus for the company. The road map was presented with reference to 4 pillars namely: Always On, System of Engagement, Innovation/Future Proof, Optimize operations.

In contrast to previous years, the road map was not presented by yearly quarters and items were classed as Future, Current or Scheduled. More notably, SYSPRO announced that they will no longer be releasing monthly ports, but will be changing to 2 to 3 releases per year. Urgent issues encountered will fall into a category of hot fixes – optional, mandatory, targeted and diagnostic. The hot fix changes will be rolled into the core product at the yearly releases.

During the course of 2 days, attendees split into various break-away sessions covering a range of topics and modules. These sessions were great for knowledge sharing on a more focused level.

The tea breaks, lunch breaks and dinner events allowed attendees to network and get to know the SYSPRO staff, other customers and 3rd party software suppliers. DATASCOPE and Logi-Solutions enjoyed the discussions and speaker sessions and really valued the interaction with customers and SYSPRO staff alike.



SYSPRO team and Logi-Solutions teams (DATASCOPE Service Provider) at the Falls. Left to Right: Neal Parkinson (Strategic Supply Manager, Cambli) and Mike Hutson (National Sales Manager -Food and Beverage, SYSPRO Canada), Paul Ellis (President, SYSPRO Canada), Kevin Dherman (Chief Innovation officer, SYSPRO), Paulo De Matos (Chief Product Officer, SYSPRO), Rod Matheson (President, Logi-Solutions), Wayne Slater (VP of Channel Sales), Adam Leslie (Senior SYSPRO Consultant, Logi-Solutions)

James Weir (VP of Sales at SYSPRO Canada) presenting at the SYSPRO Customer Conference 2018

Paulo De Matos (Chief Product Officer, SYSPRO) and Kevin Dherman (Chief Innovation Officer, SYSPRO) at the DATASCOPE booth.



LEADING SYSPRO COMPANIES RUN DATASCOPE® WMS. DO YOU?

DATASCOPE NORTH AMERICA'S NEW OFFICES



Charlotte Office

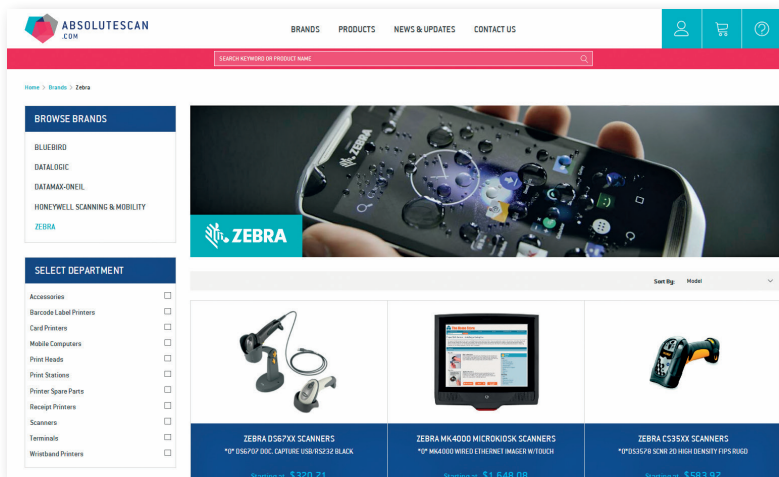
DATASCOPE recently moved into new offices at 4427 Wilgrove Mint Hill Road, Mint Hill, Charlotte.

The office exterior and interior were upgraded and now fit into the DATASCOPE office culture. As per normal, our boardroom is kitted out with zoom for the many meetings we hold with the various offices, our clients and the DSP's worldwide. Charlotte has a very good international airport centrally situated which helps with travel.

DATASCOPE NORTH AMERICA LAUNCHES ABSOLUTESCAN.COM

DATASCOPE has for many years sold and supported a range of barcoding hardware from mobile devices to scanners to printers. This started with selling hardware into our DATASCOPE WMS clients, but over time grew into several unrelated markets. We now supply barcoding hardware to a wide range of clients in many different industries.

With our expansion into the North American market we felt the need to offer our clients and the boarder market a highly professional online ecommerce barcoding hardware platform. We have worked closely with major suppliers in the USA to make this possible. For the better part of 2018 we have been developing this ecommerce site with a focus on establishing a "one-stop-shop" for all barcoding related products. The site is very easy to use with features to simply find products and related accessories. Pricing and a professional backend service are the key drivers as well as exceptional customer delivery. The site dynamically integrates with hardware distribution centers across the USA to show stock availability on



a live basis. Orders for available stock will typically be shipped in 1 to 3 days from placing your order. Special promotion discounts and order value discounts also allow us to simply register special pricing on large orders.

We are offering a one-time gift promotion code of \$ 50 for the first 100 registers users (by company).

If you are based anywhere in North America, logon to www.absolutescan.com and register now for your ABSOLUTELY FREE voucher.

SURGICAL INNOVATIONS (RCA) GO LIVE



Pack station checkout

RCA, previously known as Respiratory Care Africa, was established in 1998, with an initial focus in Pulmonary Function Testing, Critical Care and Neonatology. In 2014, RCA was acquired by Ascendis Health and is now a division of Ascendis Medical. The company's product offering covers complete solutions for the operating theatre, maternity, trauma, radiology, general wards and ICUs. Some of their suppliers include Fischer & Paykel Healthcare, Mindray Limited, Carefusion Limited, and Atom, just to name a few. RCA has grown rapidly since its inception. In 2017, RCA engaged with DATASCOPE to discuss their requirements, coupled with their ERP strategy cross a number of companies within the group. At this point, RCA had a custom application in place for handling stock movements and picking processes. Although this internal application was working well, the need for an "off the shelf" application was identified. DATASCOPE has been keen to implement our software in a company based in the medical industry and RCA was the perfect fit. After a DATASCOPE WMS site visit and a few introductory meetings, a couple of workshops were held to establish the customer process fit with WMS functionality. Initially, a requirement for GS1 barcode scanning was highlighted in the workshop phase, however it was decided that this requirement would be best handled through the new HTML5 platform

due in early 2019. In the meanwhile, a vanilla WMS would be implemented, to assist with RCA's current warehousing challenges. The implementation phase was done in record time at the Kya Sands warehouse, with the go-live stock take taking place over the weekend of 10 August 2018 and go-live week beginning on 14 August 2018. A go-live in the middle of the month proved quite beneficial in that it allowed the WMS users to get accustomed to the new software, yet still deliver on the required targets by month end. One of the greatest benefits RCA has seen from their implementation is the control and identification of problem areas within their warehouse - the 'gates' in the WMS processes are there for a reason! Regular review meetings were held during the hand holding phase to ensure no issues went left unattended. We look forward to our relationship with RCA and the Ascendis Medical group in the future – the next couple of phases involve a move to their new state of the art warehouse, welcoming some of the remaining companies in the group to the DATASCOPE family, and finally, introducing HTML5 scanner capabilities in the new year.

Quote from Gustav on RCA implementation:
"Implementing DATASCOPE has improved controls and clearly indicated gaps in our warehouse where corrective action is required. Looking back, it is hard to believe we managed without WMS."

NEW LOGO'S

Fresenius Kabi is a global healthcare company, that has tasked DATASCOPE to implement our WMS solution in their Midrand Warehouse and assist with the flow of product more efficiently and effectively. The project is on track for completion early 2019, this will bring Fresenius Kabi into an alignment with the required compliance milestones that they have been working towards. On successful handover of the Midrand warehouse DATASCOPE will look next to assist with the Fresenius Kabi facility in Port Elizabeth.

