



NEWSLETTER

VISIT TO USA AND CANADA

Over the past 12 months we at DATASCOPE have found an increasing interest in our software in the USA and Canadian markets. Further, with our first site now running smoothly in Canada, we felt the time was right to visit these two markets with a view to setting up a number of resellers and possibly opening a USA based office.

Anton Jurgens visited North America from mid-September to mid-October this year, visiting Montreal, Toronto, Chicago, Orange County, Chattanooga, Dalton, Orlando and Charlotte. During this visit a number of possible resellers were identified. One of these resellers will be visiting South Africa in January 2016 in view of becoming a DSP [reseller] in Chicago. Further, Anton visited the SYSPRO USA offices to discuss future plans for opening an office in Charlotte USA. This meeting was well received by SYSPRO USA and they have committed to support DATASCOPE in this expansion. Based on these meetings we have made the decision to open an office in Charlotte USA in 2016. This office

will act as a technical support center to the DSP's. (DATASCOPE Solution Providers)

During the visit we also met with a number of potential clients in Canada and the USA. Three of these companies have committed to implement the DATASCOPE WMS solution into their operations. Two of them will start in January 2016 and the third will start mid next year.

Training has been planned for our next USA based reseller in January 2016. This reseller is a large and successful SYSPRO VAR with a good client base. We expect to be implementing 2 or 3 sites with them in the USA next year.

The South African market obviously continues to be a key market to DATASCOPE and we have enjoyed a surge of new business here. We are currently implementing four new projects in South Africa, three in large distribution operations with many branches across the country and one in the manufacturing of packaging material.



Charlotte City Center



Montreal Old Port Area

NEW
LOGO'S

METRACLARK
Refrigeration & Air-Conditioning Wholesale

DanESCO

CROWN NATIONAL CAPE TOWN DISTRIBUTION BRANCH GOES LIVE WITH DATASCOPE WMS

Crown National is the leading supplier of spices and other food ingredients in Southern Africa.

Crown National's Cape Town Branch in Bolt Street,



Typical racks within the Crown National CPT warehouse.

Montague Gardens, went live with DATASCOPE WMS on 19 October 2015. A successful stock take was held on the 17 & 18 October.

The DATASCOPE WMS solution includes purchase order receipting, zoned put-away, replenishment from bulk bins into pickface (fine pick) bins, sales order release and picking for specific routes and customers by delivery day, the management of checkout and load planning, etc. A detailed cycle counting and stock taking module is standard in the system. Management KPI dashboards drive efficiency improvements.

Crown is using the new SYSPRO 7 In Release functionality which is working very well in their business. The Sales Team manage the stock reservations per customer order and the warehouse can only release pick slips based on the quantity in the reserve quantity field. Sales are therefore in control of stock allocations and it is not left up to the operations team to decide.

As the new system settles down, we wish Crown all the best for the remainder of their peak period.

CUSTOMER BILLABLE HOURS REPORT

We are pleased to announce that we have recently developed a Customer Billable Hours Report on our Customer Portal. Our customers are now using this functionality to log on and check our employees' billable and non-billable hours' usage against their support contract for a particular date range.

The feedback we have received thus far of this extra visibility has been very positive. Our customers now have the ability to view the date and time each task was logged; which consultant logged the time; which activities were performed; how long each activity took and against which project the time was logged.

This is just another example of the methodology and transparency with which DATASCOPE operates to ensure that our clients always get the very best deal and feel in control at all times.

| Date | Consultant | Description | Project | Staff | Time Taken | Time Available |
|------------|------------|----------------------------|-----------------------|-------|------------|----------------|
| 2015-07-14 | ... | ... | Job Team CPT Sessions | ... | 00:45:00 | Internal Hours |
| 2015-07-13 | ... | Meeting on the ... and ... | ... | ... | 02:00:00 | - Non billable |
| 2015-07-14 | ... | ... | Time Sheet Capture | ... | 01:00:00 | - Non billable |
| 2015-07-17 | ... | Office ... report ... | Time Sheet Capture | ... | 02:30:00 | - Non billable |

DRS (DATASCOPE REPORTING SERVICES)

The powerful reporting module within DATASCOPE continues to be used to generate effective KPI measures and other useful triggers and alerts. This new standard alert report has been designed to show key data on a large screen in your warehouse. We have built a couple of warehouse performance measures in the past but this dashboard now shows alert information. An alert is designed to trigger some action in the warehouse. An example of an alert would be any picking slip currently not completed after 3 days or any pallet resident in your receiving bin that is older than 3 days.



Stagnant Stock
PALLET IN RECEIVING TYPE BIN OLDER THAN 7 DAYS

| Bin | Pallet Count | Total Units |
|--------|--------------|-------------|
| DAMAGE | 144 | 459 |
| RECV02 | 1 | 286 |
| BRAND0 | 1 | 1 |
| BRYAM | 1 | 71,469 |
| 0001PS | 737 | 13,257 |
| RECV01 | 23 | 13,257 |

These must be interrogated and put away

StockCode Setup Issues
STOCKCODES ON HANDON ORDER WITHOUT PAN SIZE, VOLUME OR ZONE

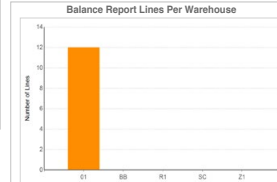
| Stock Code | Pan Size | Mass | Default Bin (zone) |
|------------|----------|------|--------------------|
| CMR01WH | 0 | 0.00 | 10 |
| BRUN02PC | 1 | 0.00 | 14 |
| BRUN02WH | 0 | 0.00 | 10 |
| BRID02PC | 24 | 0.00 | 10 |

STOCKCODES IN WRONG PICKFACE BIN: **9**
ONHOLD STOCKCODES WITH A PICKFACE SETUP: **186**

STOCKCODES WITHOUT A DEFAULT BOX SIZE (CUSTOM FORM FIELD): **8**
CUSTOMERS WITHOUT A DEFAULT INHS TEMPLATE (CUSTOM FORM FIELD): **0**

ALERT DASHBOARD

Summarising and highlighting key warehouse maintenance and data issues



PickingSlips in Printed, Started and Picked should be chased down
PickingSlips in CHECKED should be monitored and move to INVOKED soon
LOADED pickingSlips need to be completed by printing the manifest/palset

Frequent Errors
ERRORS BETWEEN DATASCOPE & SYSPRO IN THE LAST 7 DAYS

| Error Category | Error Count |
|----------------------|-------------|
| LOGIN ERROR | 42 |
| OTHER | 5 |
| SHIPPING ERROR | 2 |
| STOCK ON HOLD ERROR | 18 |
| SYSPRO WMS IMBALANCE | 100 |

Checkout Problems

| Order Status | Count of Picking Slips |
|--------------|------------------------|
| 9 | 17 |
| 1 | 202 |

Classified orders - put the stock back into the bins using UNPICK or trackid consolidate
Completed orders - update the picking slip to COMPLETE

PickingSlips requiring attention
PICKING SLIPS WITHOUT AN MSN NUMBER

| Picking Slip Number | Status |
|---------------------|----------|
| 004158 | PICKED |
| 010787 | LOADED |
| 014086 | LOADED |
| 010274 | LOADED |
| 019902 | CHECKED |
| 019904 | CHECKED |
| 008043 | PICKED |
| 003030 | UNLOADED |
| 003030 | INVOKED |
| 024026 | STARTED |
| 012928 | LOADED |
| 006020 | CHECKED |
| 008284 | CHECKED |

These should be linked to the correct MSN or given answer MSN number using MSN Maintenance

CUSTOMER LETTER



02 December 2015

To the Datascope team,

DanESCO implemented the Datascope WMS in June 2015 and it has revolutionized our work processes. We had the great honor of being Datascope's first North American client and our collaboration with them proved to be a remarkable and successful journey.

Datascope offers a clear and intuitive framework along with an easy to use interface, which has dramatically improved the daily routines of our warehouse floor staff. It has equally enabled supervisors and managers to keep their finger on

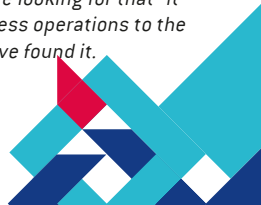
the pulse of stock movements and staff productivity, so that issues can be addressed in real-time to keep department goals on track.

The reporting capacity of the WMS is second to none. Being able to track a stock item through its entire lifecycle in the warehouse means that customer orders are handled and completed more rapidly than ever before.

Training and client support was excellent and thorough. The customized WMS user manual allows us to consistently train new and existing staff to maintain the level of excellence we aspire to achieve.

To all future prospects, if you are looking for that "It" factor that will bring your business operations to the next level - look no further, you've found it.

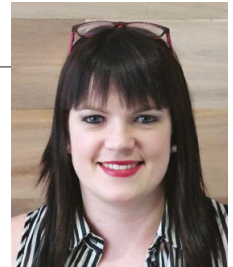
Eric Lauzon
Operations Director





STAFF ANNOUNCEMENT

We are pleased to welcome **Heide-Mari Strydom** as Receptionist and Admin Assistant to our Port Elizabeth office. With the growing number of DATASCOPE Clients comes an increase in the amount of administration. Heide has just completed a three year Office Management Diploma and was employed as the bookkeeper at her previous employer. With tight month-end cut off periods, Heide will be assisting Karen much more. We look forward to Heide growing and learning SYSPRO as she settles down within DATASCOPE.



DATASCOPE UNIVERSITY

We continue to invest heavily in our new on-line training university. With our rapid growth and particularly our growth in countries far from our head office in South Africa, we have felt the need to create a central web based training portal to share our knowledge with our DSPs (Partners) and our Customers. We have been very hard at work on documenting as much of our knowledge as possible into user training guides, video clips, flash card presentations etc. These are being loaded into the DATASCOPE University portal by section. At this point we envisage the launch of this training portal to be in the first quarter of 2016. The environment will be used to accredit our DSP's, train new DATASCOPE staff and ultimately be offered to our customers so that your Super Users and other staff can get formal accreditation on our software. The training modules not only cover our software in detail but also include a wealth of training on good supply chain practices, warehouse layout options, DATASCOPE solution

offerings, hardware and configuration and many other topics. Our view is to uplift our customer base to ensure that every site that runs our software runs a professional warehousing operation. Just another way DATASCOPE is helping you.

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DATASCOPE University is DATASCOPE's Online Learning Portal. DATASCOPE University is geared towards providing quality Warehousing and WMS Software Training to our Partners and Clients. We aim for our training to be informative, topical, relevant to each student and to-the-point. As far as possible, training topics are presented in an interactive, multimedia environment. Test-based resources are also provided and these can be printed if desired.

Progress Assessments are made by means of online Quizzes and question types may include Multiple Choice questions, True-False, Matching Q & A. These are a comprehensive evaluation of the course material, but aim to be fair.

WHO IS DATASCOPE?

DATASCOPE Consulting is a premier software developer of WMS solutions within the warehousing and distribution industries. We generate superior value for our customers through business consulting, SYSPRO ERP implementation and integrated supply chain software development and implementation.

For more information please see our corporate website at <http://www.datascope.co.za>