

Photo courtesy of our customer Watson Grinding & Manufacturing

# Global Shop Solutions

IS MORE THAN A ONE-STOP ERP SOLUTION PROVIDER - WE'RE A FAMILY

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40+

MORE THAN 40 YEARS  
OF ERP DEVELOPMENT

20+

20+ ERP  
APPLICATIONS

1

1 ERP INTEGRATED  
SOFTWARE SOLUTION

Global Shop Solutions is the only One-System ERP™ provider  
Global Shop Solutions has always been the only One-System ERP provider  
Global Shop Solutions will forever be the only One-System ERP provider

We simplify your manufacturing.™





# Personal Investment – It's In Our Roots

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## WHEN DICK ALEXANDER FOUNDED GLOBAL SHOP SOLUTIONS

in 1976, he provided shop floor and inventory solutions to oil producers in Texas and Louisiana. Since that day, Alexander grew a family business into one of the dominant leaders in the ERP software industry.



# Who We Are

**FAMILY IS THE CORE OF OUR SUCCESS.** In an industry where ERP solutions are bought and sold repeatedly or, cobbled together from spreadsheets and stand-alone applications, Global Shop Solutions is as closely held as ever. President & CEO Dusty Alexander, Dick's son, started with the Company in 1988, and daughter Erika Klein has directed software development since 2001. Continuity is the foundation of the award-winning Global Shop Solutions customer experience.



- **Nearly 250 employees**
- **Offices in 7 countries**
- **Customers in more than 25 countries and 20 industries**



## 3 THINGS TO KNOW ABOUT THE GLOBAL SHOP SOLUTIONS LOGO

- 1 The cut out symbolizes creativity and care.
- 2 The down stroke symbolizes strength and stability.
- 3 The arrow symbolizes future and focus.



"We wanted a fully integrated package that could take us from quote to cash collection."

- CANDACE KELLY, CONTROLLER FOR SUSSEX WIRE

# We Simplify Your Manufacturing.™

**TODAY, WITH OFFICES IN 7 COUNTRIES AROUND** the world, Global Shop Solutions has grown to support lean manufacturing solutions across all industries and production methodologies. Our integrated software suite simplifies business processes while adhering to manufacturing best practices.

## How do we know it's working?

Because we've been the trusted partner and advisor to many of our customers for over 40 years.



AEROSPACE  
AUTOMOTIVE  
CONCRETE CASTING  
CORRECTIONAL  
DEFENSE  
DISPLAY FIXTURE  
ELECTRONICS  
ENERGY, OIL & GAS  
FURNITURE  
GENERAL  
GREEN  
MACHINE BUILDING  
MACHINE SHOP  
MEDICAL DEVICE  
METAL FABRICATION  
PCB  
PLASTIC  
RUBBER  
SOFT MATERIAL  
WOOD





# A Legacy of Performance

**COMPANIES IN ALL INDUSTRIES SEARCH FOR INFORMATION** systems that empower them to simplify processes and become leaner. This is exceptionally true in manufacturing where timelines are rigid, materials cost are high and margins are unstable.

Disconnected, stand-alone business intelligence applications risk slowdowns in communications and costly duplication of effort. It's not just the bottom line that's at risk for

manufacturers. When the customer is exposed to process deficiencies, topline revenues might also suffer.

ERP providers realize the need for unified solutions. Frequently, they buy up small companies that offer related services or applications, shoehorning new code and data structures into existing products. The results are often difficult to deploy and may fail to meet expectation.





Photo courtesy of our customer  
Berlin Gardens

**“A one-stop shop with inventory control, accounting, scheduling and everything else. Global Shop Solutions offered an all-in-one integrated system.”**

- OWEN YODER, IT/SYSTEMS MANAGER FOR OUTDOOR LIVING PRODUCTS MANUFACTURER, BERLIN GARDENS

# Continuity Matters

**AT GLOBAL SHOP SOLUTIONS, EACH APPLICATION IS** designed to work systematically in support of the entire One-System ERP solution. Our customers want a single point of entry for all necessary business functions – from quote to cash and everything in between.

An inclusive, unified manufacturing solution provides a single point of entry for all business functions. Similarly, a single data source supporting all aspects of administration, sales

and production ensures that everyone is on the same page, making decisions with real-time information.

Global Shop Solutions was providing a single-solution product to companies like HoneyWell back in 1983, and we’re still doing it today with mobile applications and the release of the industry’s first interactive ERP Process Documentation and Training (PDT) tool.



# Partners Today and into the Future

**PRODUCTS MAY VARY FROM ONE INDUSTRY TO** another, but rigorous, sustainable processes are a universal constant for successful manufacturers. Forty years of iterative development is a long time in the software world, and our roots in manufacturing have served us well.

**Join us.** Let's build something impressive together and see what the next 40 years holds in store.

The product that once supported Gulf Coast oil producers in the '70s now drives lean manufacturing for companies that cross all industry and geographic lines.

# A Legacy of Success

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## Aerospace

- Centralize shop data
- Real-time data and analysis
- Robust and highly flexible to accommodate lead-time reductions and engineering techniques
- Complete traceability of all raw materials

## Automotive

- Scalable for small- to medium-sized (SMB) operations
- Manage upstream and downstream on-time delivery
- Real-time data informing decisions and quality control

## Concrete Casting

- Avoid unexpected overruns with accurate, real-time documentation
- Increase on-time delivery rates with full visibility and efficiency
- Gain flexibility with a more data and a more proactive view of operations

## Correctional

- Track materials accurately
- Ensure tight control of costs and scheduling
- Standard and custom reports for accurate reporting back to state, federal and oversight boards





## Defense

- Protect sensitive data in a secure database structure
- Supervisor-only override options
- Complete traceability of all raw materials
- Wireless lot/bin inventory management
- Cost revaluation and total time accounting features

## Display Fixture

- Forecasting visibility for resource planning
- Maximize capacity for changing order levels
- Plan for just-in-time inventory, production and delivery
- Staged shipping

## Electronics

- Reduce costs while increasing quality
- Eliminate waste and clutter from BOMs, schemata and engineering changes
- Reduce your operation's environmental footprint as a result

## Energy, Oil and Gas

- Track labor hours and material usage in real time
- Quickly enter inventory transactions through handheld wireless technology
- Eliminate redundant entries to save time and control costs



## Furniture Fabrication

- Control material costs and eliminate waste
- Just-in-time efficiencies through advanced production schedule
- Work-In-Process, tracking and shipping visibility

## General Manufacturing

- Work in real time with real-time data
- Forecast with views of present and future capacity
- Shared information between sales, administration and the shop floor

## Green

- Quickly pinpoint the source of waste and scrap to keep costs in check
- Simplify operational tracking to impress your discerning customers
- Exceed the standards of green manufacturing with innovative technology to back up your efficient operations

## Machine Building

- Manage large-scale machine production and engineer-to-order projects
- Create process efficiencies that work from quote to delivery
- Interfaces to import in big assemblies
- Ramp up to a high level of performance management and accountability



## Machine Shop

- Coordinate shop and customer requirements
- Achieve consistent, on-time delivery rates
- Manage direct and in-direct cost through routine cost accounting
- Improve quality while keeping shop costs in line

## Medical Device

- Leverage “cradle to grave” part tracking to gain full visibility into the product process
- Produce at scale while complying with FDA regulations
- Simplify the Certification of Compliance to validate the quality of part

## Metal

- Stay ahead of demand with greater forecasting visibility
- Optimize to produce at scale with greater efficiency
- Achieve a consistent, just-in-time approach to inventory, production and delivery

## PCB

- Prepare jobs ahead of time with accurate costing
- Improve just in time delivery
- Track all the components needed to assemble your circuit boards





## Plastic

- Anticipate unpredictable materials availability and cost
- Save time with advanced production scheduling
- Track quality with a flexible application that moves as you move

## Rubber

- Change the course of your business with a more advanced software interface
- Get ahead of unpredictable materials availability and cost
- Manage day-to-day operations without losing sight of the big picture

## Soft Material

- Support your shop's need for precision and timeliness with full visibility into each process
- Use real-time data to track production from purchase to work order or from BOM to shipping
- Gain a competitive advantage through a more efficient soft materials operation

## Wood

- Control operational costs to maximize profitability
- Get a hold of capacity planning and inventory management
- Never miss a bit with remote floor management capabilities

# Delivering Higher Efficiency and Lower Costs

**OUR MANUFACTURING ERP SOFTWARE APPLICATIONS** are fully integrated and designed for ease of use.

Global Shop Solutions One-System ERP software system offers all the applications you need to run a leaner, more efficient manufacturing operation. From CRM, inventory management and agile project management, to job costing scheduling, tracking and efficient quality management, every application you need is right at your fingertips. Select just the combination of modules you need.

Each software application is designed and engineered by our team to give manufacturers control over every factor affecting your cost of goods, making it simpler to see how each area of your business is affecting the big picture. Our seamless integration with CAD and other engineering programs allows data to flow into your ERP software from the initial stages of a project all the way to delivery.

# Our Manufacturing ERP Software Applications

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- **Shop Management**  
Access current project documents directly from the shop floor workstation.
- **Advanced Planning and Scheduling**  
Improve customer satisfaction by keeping all your projects on task and on time.
- **Customer Relationship Management (CRM)**  
Keep client and vendor information up to date, accurate and easy to access.
- **Material & Inventory Solutions**  
Reduce data entry time with one entry point for inventory purchases and BOMs.
- **Sales Solutions**  
Increase your sales conversion rates with improved efficiency and ease of use.
- **Financial & Accounting Solutions**  
Integrated inventory, purchasing, and sales data for 100% accuracy.
- **Quality Control**  
Customizable codes and reporting gives quality management the data they need.



## → Shop Floor Data Collection

Control labor costs and improve productivity with real-time reporting of hours.

## → Preventative Maintenance

Provide visibility and full documentation of scheduled preventative maintenance.

## → Project Management

Meet your budget and your deadlines with tools designed for a winning team.

## → Global Applications Builder (GAB)

Create custom applications, customize screens and automate your tasks.

## → Process Documentation and Training (PDT)

Simplify process tracking and maintain manufacturing quality certifications.

## → Label Printing

Quickly print all your inventory bin labels, mailing labels and shipping labels.

## → Electronic Data Interchange (EDI)

Meet the technology expectations of vendors and clients with single-entry data.

## → eCommerce

Increase efficiency and accuracy by conducting online invoicing and credit card payments safely and securely. Facilitate payments from customers and vendors.

## → Nesting Interface

Our nesting interface connects our ERP software to machines and tool dispensers on your shop floor and measures their output and cost against jobs and parts.

## → CAD Interface

Export data from popular design packages such as SolidWorks, SolidEdge, Inventor and more into your ERP system with a single click. Automatically start BOMs, routers, purchasing and more.

## → Mobile CRM

Manage your business from any device. Provide the app to your customers and share shipment, job status, work history, invoice information and more to reduce inbound calls to your office staff.

## → GS Mobile

Hand-held devices streamline a wide range of transactions, including Physical Inventory, Shipments, Purchase Order Receipts, Inventory Transfers (bin to bin, location to location), Material Issues, Work Orders, Stand-Alone Inventory Adjustments and Labor Transactions.

- **Business Intelligence**  
The health of your business in the palm of your hands.
- **Version Management System (VMS)**  
Manage document versions and permissions through user-based and group-based security. Enjoy peace of mind that the right people can access the right document at the right time.
- **Document Control**  
The built-in documentation manager allows you to attach all types of files to transactions within the ERP system, including CAD files, drawings, documents, spreadsheets, pictures, sound clips and video clips.
- **Company Messaging System**  
The event-driven notification system will automatically inform employees, vendors, customers or prospects when certain events occur.
- **Key Performance Indicators (KPIs)**  
Automatically compile manufacturing best-practice key-performance-indicator dashboards to support evidence-based management, and predict future actions and results.
- **Product Configurator**  
Enable prospects, customers, or employees to configure products based on predefined options.
- **TrueView**  
View the latest work orders being completed on work centers as it happens in real-time.
- **FLOOOM**  
Breakdown your finished goods costs to determine individual costing components.
- **RFID Technology**  
Use the latest technology to make routine tasks like clocking in and out uncomplicated.
- **HR & Payroll**  
Give your manufacturing business one system to manage your human capital and their benefits.
- **BOM Compare**  
Expedite time from design to production with side-by-side comparison of BOMs.
- **Cloud ERP**  
Access anywhere from any device. Lower your costs and increase your speed.



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