



**radius**  
SOLUTIONS

"Multi Packaging Solutions is a company that invests in state of the art technology. We want to offer the best technology today, while making sure we are ready for tomorrow. The Radius Solutions group was very responsive, and we didn't have to explain our business to them, they already understood it."

**William Hogan**

Executive Vice President and Chief Financial Officer  
Multi Packaging Solutions

"We spent the better part of two years evaluating ERP providers knowing that whomever we decided to partner with would be an intimate part of our business for many years to come. Radius Solutions emerged as the clear choice -- they have far more experience in packaging than any other ERP provider we met with. They understand our business, our objectives and have demonstrated that they have a proven, executable implementation plan. We feel all of this combined with their state of the art, comprehensive software offering is going to dramatically improve our business in the coming years."

**Ryan Madigan**

Chief Operating Officer, Master Packaging, Inc.

"We evaluated a number of vendors and concluded that Radius would be the best partner for us because their stable, low-risk solution offers the ability to handle a large volume of products and features. They have the experience and history in our industry, and offered a very comprehensive implementation plan."



**Wayne Millage**

President, TrojanLitho

## Company Overview

### **A strategic, long-term partner centered on your success.**

Streamlining business operations and providing superior customer service are critical goals for many printing and packaging organizations. Immediate access to critical information is key to making accurate decisions in support of your company objectives. This requires an integrated business management application that fits the way your organization does business, from a partner that has the right people, product and focus to ensure your company's success today and into the future.

Radius Solutions is a leader in business information management systems for printing and packaging companies worldwide. Our solutions can help you increase operational efficiency, respond more quickly to customer needs, and provide the essential information you need to make accurate, profitable decisions about your company, every day.

Founded in 1972, Radius Solutions has over 30 years of experience developing and deploying solutions for the printing and packaging industries. The company's flagship ERP application, PECAS Vision, is a robust enterprise application developed specifically to manage the unique needs of printing and packaging organizations. Our solutions offer the same global, end-to-end, integrated capabilities of generic Enterprise Resource Planning (ERP) systems – while fitting the unique processes of printing and packaging companies, especially those producing multiple products in the areas of flexible packaging, labels, cartons, and commercial print.

If you are looking for world-class enterprise software designed to meet the unique needs of your organization, and you want to work with a company that is committed to its customers and the printing and packaging industry, then Radius Solutions is the right long-term partner for you.

## Product Overview



PECAS Vision is a fully integrated ERP/MIS system developed to manage the unique, complex operating environments of printing and packaging companies worldwide. With over 30 years of industry experience and development, Radius Solutions has designed PECAS Vision to encompass process management from sales estimating, through to cash receipt. It incorporates industry leading best practices as well as lean manufacturing principles.

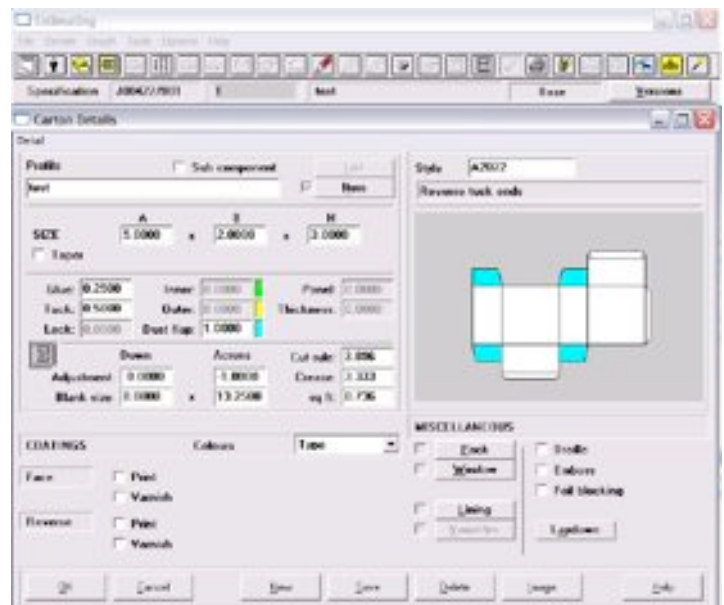
Specifically designed to address the specialized processes involved in commercial print, labels, folding cartons and flexible packaging, PECAS Vision offers complete integrated ERP functionality without costly and risky customizations. It is flexible, highly scalable and developed to address the needs of organizations operating in multi-site, multi-currency, multi-language and multi-product environments.

By providing up-to-the-minute business intelligence within single plant, multi-plant or global operations, PECAS Vision has helped hundreds of customers like you gain access to critical information for their business decisions and join the ranks of industry profit leaders. PECAS Vision supports best practices for printing and packaging in the following areas:

### PECAS Vision Estimating

PECAS Vision is a fully integrated system from estimating to cash receipt. Data never has to be re-entered, so once a sales estimate is approved, it will automatically generate a sales order and leverage the production estimate information in the production scheduling process – making it fast and easy to turn estimates into sales and sales into satisfied customers.

With PECAS Vision Estimating, you can find the most cost-effective solution for your customers and your company every time. Key features allow you to:



Technical details such as profile, size and coating specification are held at Master Item level. Set it up once and share data with all products in that family.

- Quickly compare the commercial advantages of different layouts, material qualities and machine routings, allowing the generation of unlimited, multi-quantity and multi-routing versions for a single estimate.
- Streamline and automate your estimating process and find the best sales price for your customer with a solution specifically designed to manage the business processes for each of the three main packaging sectors: folding cartons, labels and flexible packaging, as well as commercial print.
- Estimating makes it easy to accurately determine your costs, it automatically calculates detailed machine make ready and run times based on your specific machine standards.
- Utilize an automatic standard quotation letter or export quote data into a word processing program for additional personalization.
- Achieve full visibility through flexible reporting options, allowing you to see full cost breakdowns as well as detailed technical specifications for each job.

## PECAS Vision Order Handling

Streamline, automate and gain full visibility into all of your sales and production order activities with PECAS Vision Order Handling. From initial order entry to final shipment, this solution provides smooth administration of your entire sales order cycle.

The system includes three primary components:

### Sales Order Processing

- Create sales orders automatically from existing estimates or by fast and easy data entry of an item code and quantity for each order line.
- Derive item sales prices automatically from an existing estimate, or from an agreed price held on an Item Master.
- Automatically perform credit checks upon order entry before orders are processed, as well as credit checks for clients with outstanding balances or non-invoiced sales orders such as work-in-progress or finished goods.
- Create call-off schedules as a sales order is processed or in response to a customer request.

### Production Order Processing

- Create production orders in response to sales orders, or prior to confirmed sales if a customer requests a minimum inventory balance.
- Reduce errors and simplify repetitive estimates and orders by utilizing a master estimate – created to hold all manufacturing information such as size and style of the product, relevant substrates, finishes, the production route, and special instructions to be communicated to the shop floor for each product a client regularly orders.

- Streamline and automate processes by generating production routing information and material requirements for each job through the master estimate data.

### Finished Goods

- Completely automate the movement and tracking of the products, automatically producing bar code pallet labels and allowing goods to be scanned into their stock location for easy tracking, look up and picking.
- Set up typical rack/row/bin configuration and allow materials to be placed where needed to be accessed, whether they are already allocated to jobs or as free stock.
- Generate picking lists based upon shipping or call-off schedules efficiently, by use of radio-frequency hand-held terminals.
- Immediately perform invoicing of shipped products.

## PECAS Vision Production Scheduling

Quickly and accurately produce optimal schedules for jobs, while gaining full visibility into all details of your company's production operation with PECAS Vision Production Scheduling.



Easily check the viability of your plan using the Production Scheduling Assistant. The Production Scheduling Assistant module features a highly intuitive electronic planning board.



## PECAS Vision Shop Floor Data Collection

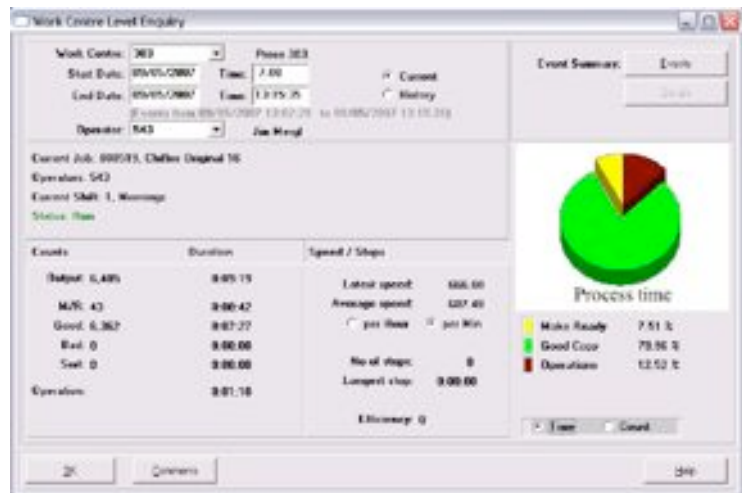
PECAS Vision Shop Floor Data Collection allows shop floor operators to see up-to-date work-to lists and work instructions right on their screen. It allows for schedulers to see potential scheduling conflicts and solve them immediately.

The system includes two primary components:

### Shop Floor Processing

- Generate optimal work schedules for your plant with a streamlined and automated scheduling process that eliminates manual entry and reduces errors.
- Gain full visibility into all aspects of scheduling from analysis down to the machine level, up to aggregate information of all scheduled projects for each plant and across plants.
- Utilize an Electronic Planning Board to manipulate and optimize production schedules by dragging and dropping task cards on the board, and use the AutoScheduler to quickly produce optimized schedules.
- Select the most efficient route for every job by automatically taking into account the capabilities of your plant equipment and the status of all critical path resources such as film and artwork.
- Dynamically integrate Order Handling, Materials, and Shop Floor Data Collection capabilities, so as a production order is raised, routing for the order, including the make-ready and run times of each operation, is created automatically from the information held in the estimating module.

- Automatically present shop floor operators with the latest work-to list published from Production Scheduling, already listed in the scheduled sequence.
- View job plans that indicate the status of any previous processes and all relevant manufacturing information including special instructions.
- Use the Direct Machine Interface to automatically accumulate the number of sheets or products against make ready.
- Easily view run or downtime counts.



Radius Solutions fully integrated Production Suite ensures you make the best use of your machine and production personnel. Build optimal production plans with the Production Scheduling Assistant and execute them smoothly with the help of Shop Floor Data Collection.

### **Shop Floor Supervisor**

- Allow plant management an instant view of their machines and a factory-level view of the status of all jobs on the shop floor.
- Streamline and automate your production processes through full visibility into your factory operation.

### **PECAS Vision Procurement and Materials Movement**

Leverage powerful capabilities to help with the procurement and control of raw materials with PECAS Vision Procurement and Materials Movement. The system includes two primary components:

#### **PECAS Vision Procurement**

- Save time, reduce errors and decrease costs by aggregating the procurement process.
- Generate electronic material requisitions automatically based on the production estimating data in the system, eliminating the need to re-key data.
- Review the recommended requisitions onscreen and use your expertise to make informed procurement decisions.
- Aggregate requisitions for like materials into a single purchase order to increase efficiencies and procure best pricing.
- Allow buyers to substitute recommended materials with equivalent items as needed to improve margins or meet production deadlines.
- Allocate production materials (such as board and film) to individual jobs at the time the purchase order is created, to ensure the right materials get to the right job, every time.

### **PECAS Vision Materials Movement**

- Manage a broad range of processes to help your company streamline its operations, reduce errors and get the right materials to the right place as they are needed for each job.
- Simplify the control of inventory and improve the accuracy and speed of its movement by leveraging radio frequency barcode scanners.



- Manage the verification of goods when they are received, beginning at the receiving dock.
- Produce a bar-coded label on receipt from the supplier to attach to the pallet, case or roll. In addition, supplier information can be received via EDI, allowing for the use of supplier-applied barcodes.

- Control roll materials down to the individual roll level, supporting bin location control for efficient stock management.
- Automate the process of getting the right materials to the right job, every time, while allowing you immediate visibility into the quantities and locations of all your materials, across any number of plants.

### **PECAS Vision Job Costing**

PECAS Vision Job Costing can help automate your job costing processes, improve your job cost accuracy and enable you to quickly access your total job cost information. Key capabilities include:



- Collect actual costs against jobs, allowing you to compare performance with standards, compute work in progress, and determine labor/material recoveries for management accounting purposes.
- Capture actual job costs immediately without the need to re-key data.
- Issue board and film, inks and coatings, and all other stocked materials to jobs.

- Automatically reduce raw material value and allocate associated costs to each job.

### **PECAS Vision Financial Management**

Integrate, automate and streamline your core financial and accounting practices and help your organization address financial accounting and budgeting, asset management, costing, payroll, cash and credit management, as well as reporting and analysis. Gain a global view of your financial performance across the entire enterprise through four primary components:

#### **PECAS Vision General Ledger**

- Meet current and future financial management requirements of even the most complex printing and packaging organizations.
- Handle your most demanding budgeting and processing needs and maximize the efficiency and accuracy of your financial data.
- Maintain a flexible chart of accounts with the ability to define a variety of reporting options.
- Enter journals into the ledger directly or on a regular basis by using a number of standard methods, with balances held at both posting and summary levels.

#### **PECAS Vision Accounts Receivable**

- Manage your customers and fine-tune customer relations by keeping track of important sales information and outstanding balances.
- Easily apply cash to outstanding invoices and create recurring charges for quick invoicing of monthly charges.
- Achieve complete bank reconciliation through full integration with Bank Services.

### **PECAS Vision Accounts Payable**

- Streamline your entire cash flow process and save money by facilitating rapid entry of vendor invoices, flexible cash disbursement, check reconciliation, prioritization of payments, negotiation of terms and reduction of bad debts.

### **PECAS Vision Budgeting**

- Set up an annual budget apportioned across the year at either general ledger account or summary level. Check the budget and then apply a budget model to the live General Ledger through specialized reports.
- Derive budgets from actual values for the current year, the previous year, or to be imported from an external spreadsheet.
- Leverage full reporting capabilities through system Inquiries offering full drill down facilities to source of document, invoices paid, and more.



## **Technology Overview**

Our solutions are founded on the latest open, industry-standard technology to support an environment of diverse technologies and platforms. We offer a service-oriented architecture (SOA) designed to help you preserve your applications and technology investments while evolving for increased agility and ongoing scalability. This helps you align IT with your business objectives and achieve IT agility at a lower cost through reduced complexity and increased operational efficiency.

PECAS Vision is developed using open architecture tools which facilitate deployment across a wide variety of different hardware and software environments. The user interface is intuitive and windows-based, and the programs are deployed on either Windows or Unix-based servers.

## Services Overview

To get faster and fuller ROI from your enterprise applications, you need to know that you have a long-term partner there to help you. With the experience of hundreds of implementations worldwide, Radius Solutions' professionals have helped many of the leading printing and packaging companies realize the many benefits of an integrated business information management system.

Our professional services represent the collective intellectual capital of our 30 years in the complex printing and packaging industry — delivered to our clients by industry veterans with proven experience. We combine knowledge, experience, tools and methodologies to enable successful implementations.

We offer a complete range of services, including:

- Implementation Methodology and Support
- Education
- Business Consulting
- Technical Support

## About Us

Radius Solutions is a privately held corporation with its North American Headquarters located in Chicago, IL, USA, and direct operations in Massachusetts USA, Dronfield, England, Leicester, England and The Netherlands. Our management team is dedicated to providing an environment which is agile and responsive for decisions and actions to ensure the company provides outstanding service to our clients, the top people in the industry, and the absolute best product for our served markets. As a result, we enjoy a highly referenceable client base, an exceptional employee retention rate with average employee tenure of more than ten years, and an industry-leading product.

For more information about us please visit [www.radiusolutions.com](http://www.radiusolutions.com) or call 312-648-0800.

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"We didn't need to make any modifications up front – the solution worked right out of the box. And the Radius Solutions professionals were terrific, a great group of people to work with, The system is extremely intuitive and easy to use. We have people using the system who have never used a computer. Also, our supervisors are now able to access the information they need wherever they are—their office, on the road, etc. – with access back to the people on the floor."

**Bill Snyder**

Operations Manager, Colbert Packaging

"Since implementing PECAS Vision II, we can discern our value-added processes from our non-value added processes. This knowledge allows us to identify and eliminate unnecessary and repetitive production tasks. We reduced the amount of paperwork that transferred hands and eliminated re-keying of information. The system also gives us easy access to financial data that we just didn't have before. We can look at our numbers and see how well we're operating our business and how much money we're saving each year."

**Holly Francies**

Team Leader, Display Pack

"The off-the-shelf features of the PECAS Vision system easily cover 90-95 percent of our business needs. And now that the main system is in place, Nordic is making great improvements in the areas of accuracy and tracking."

**DeeDee Foster**

CFO, Nordic Printing and Packaging, Inc.





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