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NEWSLETTER

OH KRUSE GOES LIVE WITH DATASCOPE WMS

OH Kruse is a family business and has been operating for more than half a century producing top-of-the-line animal feeds in Goshen, California. From dog and cat, poultry and bird and cattle feeds to goat, horse, pig and sheep grains, Kruse supplies them all.

Kruse's large production facility is across the trainline from their sister company, Western Milling, which provides a large proportion of their bulk grains and feed components.

Kruse took the decision in 2021 to upgrade their 1970era stock control system (and plenty of spreadsheets and manual tracking systems) to implement SYSPRO 8 into their business. With over 1,300 individual product lines, they also required a warehouse management system that seamlessly integrates into SYSPRO ERP, and wisely chose DATASCOPE WMS for this purpose.

Systems Advisory Services (SAS), a competent business and IT solutions provider, and DATASCOPE WMS DSP, commenced implementing DATASCOPE WMS into the Kruse business in conjunction with the SYSPRO

roll-out. After months of careful planning, and several rounds of testing and steering committee meetings, the DATASCOPE and SYSPRO go-live was scheduled for September 01, 2021.

An entire wall-to-wall stock count was performed by the Kruse operational team over many hours and the final figures meticulously compared to their old system. The green light was given, and it was All Systems Go!

Now months down the line, all the hard work and careful planning are paying off! The consultant team is preparing KPI Reports for the management team and the warehouse is running like clockwork.

In the words of the Retail & Agribusiness Controller, Jennifer McGarry:

"From my vantage point, it is pretty cool to see everyone operating in the new systems! The project has gone better than I expected!"

Jennifer's comments a few days ago:

"It's hard to believe that tomorrow marks our 1-year anniversary in SYSPRO and DATASCOPE. I am so very proud of the work the team has done this past year in getting us situated in our new system. We have made enormous

progress and improvements in efficiency and accuracy over the last 12 months. It's truly amazing how far we've come."



Visit our website www.datascopewms.com

DATASCOPE 2022 BUSINESS PLAN

Since 2006, DATASCOPE has every year completed a Strate-gic Planning Workshop. Again, we held this workshop on January 11 & 12, 2022 and the output from this session is the attached Business Plan. Every year our target is to achieve more than 85% of the Business Plan. These strategically important objectives are then built into the teams' individual goals, and again performance is measured against these.

The theme for this year is "Fast Track" and the Nascar motorsport racing concept was used.

The Business Plan is divided in the following areas:

- Big Hitters these important criteria drive the business forward and must be achieved
- People Lead this area focuses on people management and development. Our staff are our greatest asset.
- Image Enhanced Through
 Excellent Customer Service
 covers how to lift the customer service to our DSP's and customers year-on-year
- Financial Objectives Met covers revenue targets and good corporate governance
- Operational Excellence covers how we dramatically improve DSP self-reliance
- Marketing Objectives Met covers our marketing strategy and brand awareness
- Strategic Focus covers our 2022 Development roadmap and the development of a FAST TRACK implementation



We have proved over the past 17 years that these Strategic Planning Workshops have created Business Plan's that have built the company into the "Leading WMS Solution for SYPRO ERP".

NEW DATASCOPE BRANDING

It has been ten years since DATASCOPE last changed their Corporate Identity. We enjoyed the new SYSPRO logo and the look and feel of their website and thought it appropriate to align ourselves again closely with SYSPRO.

We approached Boomtown and they came up with ten logo options. After getting SYSPRO's blessing we updated our CI document. We have since changed all marketing material, redone our corporate website, updated all stationary, sent our new branded clothing to staff, redone office signage, updated the DATASCOPE WMS software, updated email footers, etc.

We feel that the new logo is clean and neat and portrays what DATASCOPE stands for.





FASTTRACK WMS..... IS ON TRACK!

FAST TRACK

As mentioned in previous newsletters we are hard at work preparing the launch of FASTTRACK WMS. FASTTRACK WMS is our new low cost entry subscription model WMS solution for the SYSPRO market. At this point we are on track for a full launch of this version of our software in January 2023.

FASTTRACK WMS has been positioned for SYSPRO clients needing solid WMS functionality but who have a limited budget. This version is not a *lite* solution that limits growth, but rather includes the full DATASCOPE software install but without the advanced, difficult to implement models. Companies that adopt FASTTRACK WMS will be installing our full suite but preconfigured for a more basic implementation. FASTTRACK WMS will include solid WMS functionality for Raw Material Control, WIP Control and all Finished Goods (distribution center) Pick, Pack and Deliver functionality.

FASTTRACK WMS users will be able to get the software installed and running on their own within a week or two. The functionality is at a far deeper level than any current SYSPRO barcode software offerings on the market and yet the price point will be highly competitive. The beauty

of FASTTRACK WMS is that users will then be on the full DATASCOPE platform and can upgrade to DATASCOPE PREMIUM at any time in the future – thus ensuring a "one WMS for life" selection.

The subscription model will let your company implement the solution with a small number of users first. This lowers the cost to entry and limits your risk. As the software starts adding value within your organization, additional licenses can be added, and the software rolled out into other warehouses.

This product will be a game changer in the SYSPRO market. Look out for our launch in early January.



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STRATEGIC ROAD MAP DEVELOPMENT

One of the key success factors of DATASCOPE over the years has been the strategic research and planning that goes into our roadmap. This process is reviewed on an annual bases, in what we call our Annual Strategic Planning workshop. This consists of a two to three day dedicated planning session where we decide the direction of both the company and the software. In January of this year, our key focus for 2022 was to improve the robustness and overall ease of use of the software, some of the key focus points were as follows:

· Cloud and OnPrem dedicated print server

- FASTTRACK WMS optimizations for quick and easy implementations
- · End-to-end bug identification and resolution
- 8 New Business objects
- HTML 5 Custom Permissions
- · Performance analysis and optimization

The current overall progress is approximately 85% completion on the current roadmap for 2022. Based on the current workload we are hoping to achieve a final completion score of between >90%.

NEW STAFF ANNOUNCEMENTS

DATASCOPE is pleased to announce the appointment of two new senior staff within the organization.

Mark Geilink - Sr Software Architect

Mark joined DATASCOPE North America Inc. on October 10, 2022, as a Senior Software Architect and will become Steven's 2IC.

Mark will start by "learning the ropes" within the department and understanding the strengths and weaknesses.



Thereafter he will move into running the day-to-day operations of the team while also getting his hand dirty and assisting with day-to-day development.

Some of his strengths include a solid history in software design and architecture, leading development teams and strong development skills in back-end coding and integration. Mark ran his own Development company for 14 years before joining PFK Electronics for some years heading up their vehicle tracking software division and finally joining a large gaming software company in South Africa.

DATASCOPE's investment in excellent resources is key to our success as the leading WMS for SYSPRO worldwide.

Elzett Kotze - Technical Writer

Elzett joined DATASCOPE North America Inc on October 5, 2022, as our Technical Writer.

Elzett will be responsible for all software documentation and content generation for DATASCOPE



Her focus over the next few months will be documenting the FAST-TRACK WMS implementation process. Thereafter her focus will move onto documenting all existing and new software modules, the DS University, the DSP portal, Help Files, marketing blogs, LinkedIn articles and newsletters

With her vast experience and the quality of work we have already seen, we look forward to her adding huge value in this important aspect of our software.