

ERP SOLUTIONS FOR THE PLASTICS INDUSTRY

Corporate Profile



INDEX

MESSAGE FROM THE PRESIDENT.....	2
COMPANY OVERVIEW	3
WHAT MAKES US DIFFERENT	5
INDUSTRIES WE SERVE	6
OUR SOLUTION	9
WINNING APPROACH THE CYFRAME GUARANTEE	12
TESTIMONIALS	14
HOW TO REACH US	15



MESSAGE FROM THE PRESIDENT

We made the decision back in 2002 to address a lack of dedicated vertical ERP focus in the plastics processing space. With an oversaturation of generic ERP solutions vying for this business, none addressed the highly specific, flexible requirements to thrive at the production real time data and control level. We chose to focus on simplicity, both in systems architecture and through an easy to implement, intuitive integrated workflow that can be readily adapted by any small to medium sized company without dedicated IT resources or venturing into complex technical deployments.

Over the past 15 years later we have enjoyed great success through our vigor of driving continuous customer-centered bottom line value through analysis and industry expertise and I feel a great sense of personal accomplishment knowing that we are considered by our client base as an extension of their executive management teams by providing hands-on, best practice plastics management expertise.

As process and technology partners we prioritize and are committed to R&D. This has resulted in a unique ability to provide ever improving turnkey enterprise solutions for plastics processors to simplify their entire operation with a focus on improving efficiency, profitability and service.

We have built a corporate culture governed by exceptional service, accountability and leadership that is demonstrated across our entire organization from our monthly corporate newsletters, through post-sales consulting, deployment, support and on-going client services.

CyFrame is enjoying steady sustainable growth, year after year of around 30%; is used in 12 different countries, by more than 200 organizations. This is due to the efforts and dedication of all our exceptional staff and in no small part to the quality and progressive forward thinking and innovation of our valued plastics processing clients.

In the years ahead, we look forward to continuing to grow our international market share by helping processors strengthen their operations through better management controls and live reporting one customer at a time.

PIERRE MAILLET PRESIDENT

Pierre's family founded one of the first plastic extrusion companies in Canada where he worked for a time as General Manager with over 400 employees.

Pierre possesses over 30 years of consulting and global implementation experience with KPMG and HP where he was one of the top 5 of 300 system specialists for what was then the Financial / Manufacturing division.

Mr. Maillet holds degrees in applied mathematics / operations research and is a C.P.A.



Pierre

COMPANY OVERVIEW

CyFrame, established in 2002, has built a solid reputation for quality work and a flexible yet structured approach that constantly delivers reliable solutions for the plastics industry.

CyFrame offers ERP integrated solutions in the international markets for small to medium size plastic processing companies.

CyFrame has maintained a leadership position within the Plastic and Tooling industries for over the last 15 years.

OUR MISSION

“Our mission is to help plastics processors optimize profitability, internal processes and to offer the best possible customer service at the lowest operating cost.”

CYFRAME IS AN OFFICIAL PARTNER OF:



OFFICIAL TRADE ASSOCIATION MEMBERSHIPS

CyFrame is an active member of numerous trade associations. Through partnerships with our clients and their associations we can better service the industries we seek to improve.

Through active participation and by promoting the sharing of information, we remain abreast of industry trends and new innovations to help address and troubleshoot any concerns facing our clients first hand. We believe this is what separates us from

GOLD AWARDS FROM THE NATIONAL BANK OF CANADA

*Best Small Business of 2015
Partners and Associations*

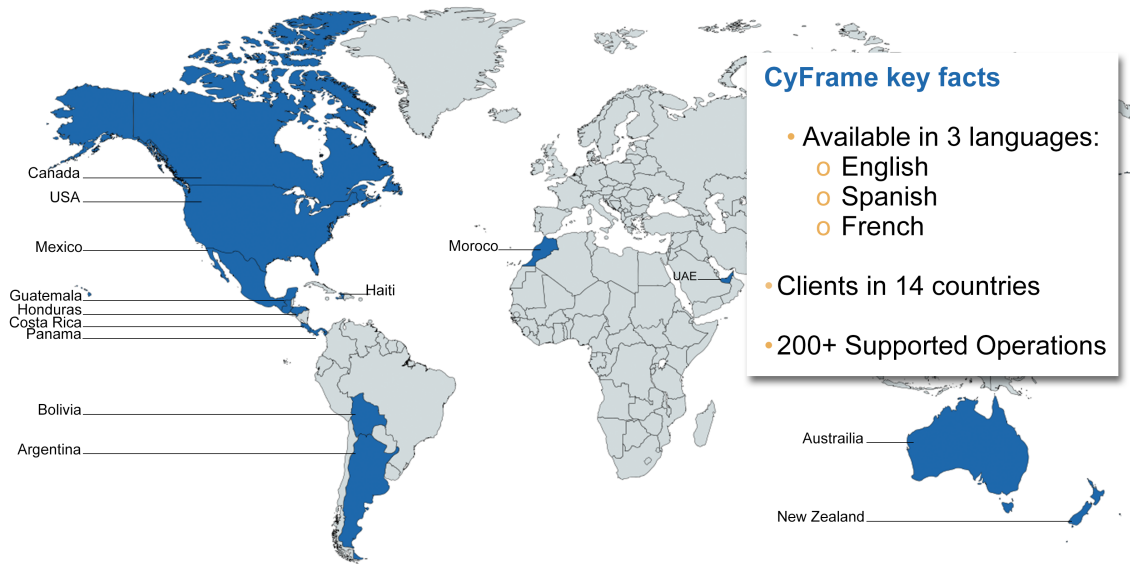
The Management Team



“Software Vendors” and why our valued clients consider us to be their industry specific technology partner.



CYFRAME BY THE NUMBERS





TRADESHOWS AND ACTIVITIES



CyFrame at NPE Orlando 2015

WHAT MAKES US DIFFERENT

MADE FOR PLASTICS

Designed to simplify structure and drive value for plastics manufacturing means having the production floor seamlessly integrated to the front office to provide real-time, accurate shared global visibility of the health of the business. Unlike the typical ERP, CyFrame drives precise reporting and dashboard controls to improve: production planning and scheduling of machinery, Raw material allocation and consumption, work in process (WIP) inventory, and serialized lot controlled finished goods by location. Readily conceptualized to manage tool efficiency by machine, recipes, alternate recipes, multi-level bills of material, multiple routings, regrind, cavitation and inserts without learning curve or customization.

CONSULTING APPROACH

Analysis, implementation, training, and technical support and customer service are led by a multidisciplinary team of experts in the fields of plastics processing to support best practices and continuous process improvement initiative.

As part of our normal sales process, without cost or commitment on the part of our prospective customers, we plan either an onsite or remote “Walk in your shoes” diagnostic of your business workflow conducted by our plastics process improvement specialists so we can present you with the facts on how and what can be substantially improved and at what effort to the business. This gives our



clients expert insight into qualifying the value and business benefits that can be attained in support of your vision for continuous, sustainable, profitable growth.

NO MODULES

We offer and deliver the entire suite. All functionality is readily available for our clients to leverage when it is needed from order planning to machine monitoring, material certification, maintained, quality through warehouse location management.

ONE VERSION FOR EVERYONE

We support a single, flexible, multi-process, global version, updated bimonthly to continuously bring new capabilities and improvements to the end customers in support of their ever evolving requirements at no additional charge.

POWERFUL REAL-TIME REPORTING

We provide complete enterprise reporting via a multitude of pre-defined system reports, with multiple filters and search criteria in many different formats. Reports are all real time, can be automated, scheduled, emailed or exported in addition to user defined report capability.

WEB TECHNOLOGY

Our unique approach eliminates the need of proprietary hardware, installs on a light web client server as an intranet within the client's physical company and doesn't require internal technical expertise.

INDUSTRIES WE SERVE

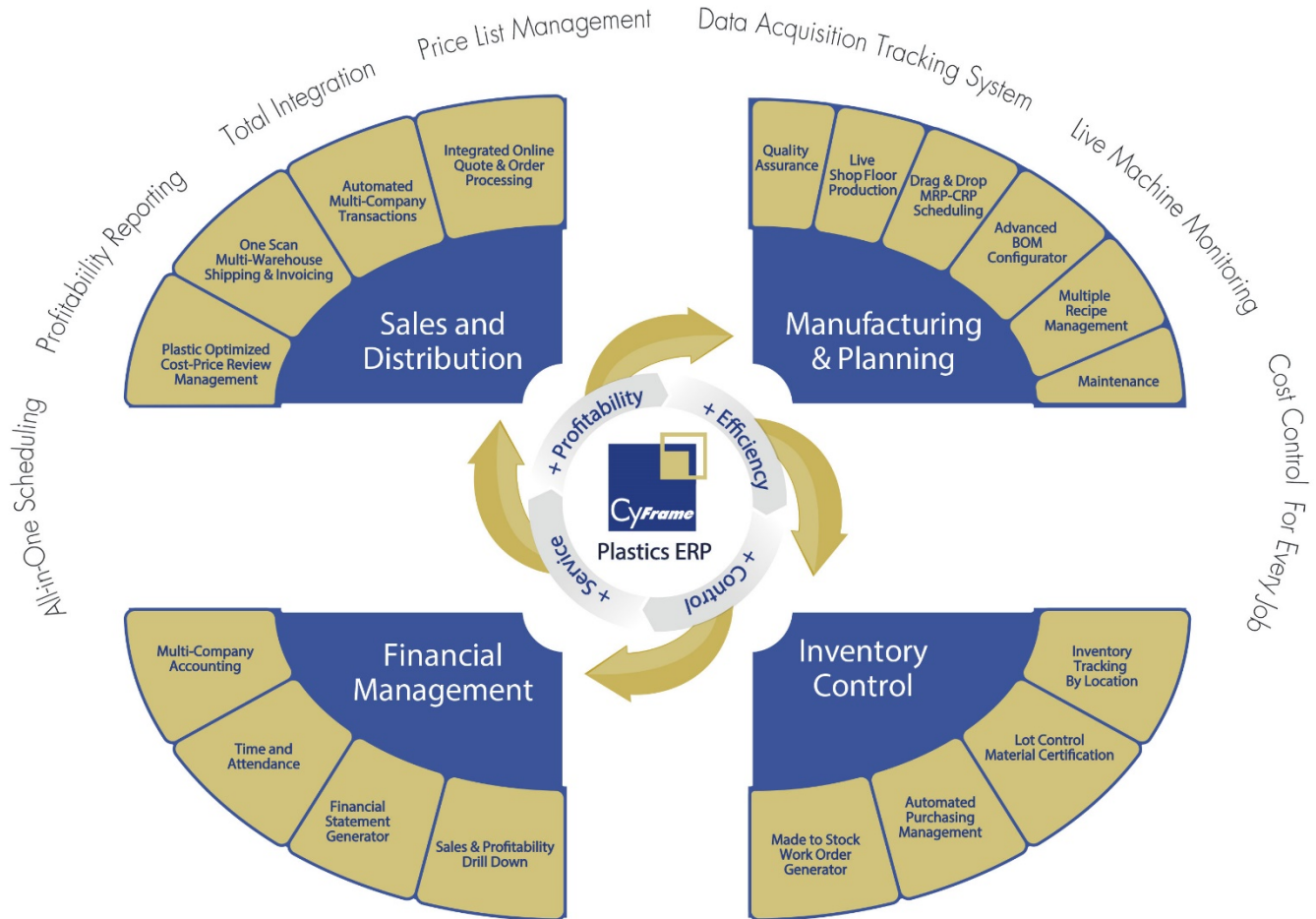
PLASTICS PROCESSES

Custom or made for Stock, added value, multi-company, multi-plant, multi-warehouse, mutli-language, multi-currency:

- Blow Molding
- Injection Molding
- Profile Extrusion
- Thermoforming
- Compounding
- Sheet Extrusion
- Distribution
- Financial
- Tooling

OUR SOLUTION

CYFRAME INTEGRATES ALL DEPARTMENTS UNDER ONE WORK FLOW:



- Production tracking, scheduling Quality assurance, global reporting.
- Manufacturing and Planning – For Tooling and Plastic Manufacturers
- Sales & Distribution – Transactional B2b And Solutions Including EDI
- Financial Management – An Integrated Financial Accounting Suite
- Inventory Control – For Logistics with VMI And Consignments



CyFrame provides a powerful suite of manufacturing applications, with a built-in order management Client Area, developed for the plastics industry. This software offers integrated functionality for quoting, order entry, production planning, scheduling, and control, quality assurance, shipping as well as billing management.

CYFRAME IS INTEGRATED WITH CUTTING-EDGE BACK-OFFICE MATERIALS AS WELL AS FINANCIAL & COSTING SOLUTIONS.

Sales Invoicing	Purchasing Receiving	Costing and Profitability	Inventory management	General Ledger	Accounts Payable	Accounts Receivable
Manual Invoice and Credit Notes	MRP dashboard PO Generator	Standard cost at product creation	Material requirement Planning (MRP)	Regular, Accrual and Repetitive GL Entries	Manual AP Invoice Entry	Manual AR Invoice Entry
Invoice Product, Costs, Price and GL distribution edits	Manual /Copy PO	Grid Raw Material cost updates	Distribution Requirement Planning (DRP)	Supports GL Accounts, Cost Centers and Projects	Match PO / Freight AP Invoice	Manual Deposit
Approval Process	PO Approval Process	Automated Standard Cost Updates	Physical Count Module	GL Inquiry and Report Drill-Down	Manual Check	Corporate Deposit Multi Companies
Multi-Language	Drop-Ship	Customer Price List Review Proposal	Full Inventory Transaction Audit Report	Multi-Language	Payment Proposal Multiple Checks	Sundry Deposits
Multi Currency	Multi-Language	Multi-Level Assembles and Subcontract product costs	Lot Control Traceability	Multi Currency	Sundry Payments	Credit Collection Management
Sales Tax support VAT, North and Latin America	Multi Currency	Daily Production Profit Contribution by Shift	Serialized Finished Goods by box and by skid	Unrealized Gains or Loss on Exchange	Realized Gain pr Loss on Exchange	Realized Gain or Loss on Exchange
Automated Email distribution and Web Portal updates	Sales Tax support VAT, North and Latin America	Production Standard to Actual Cost Profitability Drill-Down	Multi Currency	Receiving Accruals	Sales Tax support VAT, North and Latin America	Sales Tax support VAT, North and Latin America
Copy and auto Reversal	Automated Email distribution	Customer Price List Profitability	Multiple UOM equivalence	Financial Statement Generator	AP and Payment Inquiries	AR Inquiries
Repetitive Contract Sales Invoice Generation	Waiting PO Dashboard	Automated Email Price List and Web Portal	Restock Dashboard	Consolidation	History and Current AP Aging	History and Current AR Aging
Drill-Down Search	Partial /Full Receiving	Freight Profitability	Inventory Adjustments	Multi-Budget	Check Register	Automated Customer Statements
Sales Commissions	Receiving QA approval		Inventory tracking by location and process	Bank Reconciliation	AP Cash Flow forecast	Deposit Register
Attachments	Drill-Down Search			Fixed Assets	1099 Reporting	AR Cash Flow Forecast
	Attachments			COGS - Time and Attendance	Attachments and File Labels	Attachments and File Labels

MANAGEMENT TOOLS

- Online Information on transactions history for Sales and Purchase orders, Invoices and PO receiving
- Over 200 reports with a multitude of selection criteria plus User-Defined reports capability
- Financial statements generator
- Quick Document and Image Attachment tool and automated directory document attachment
- Executive Dashboard for managers and directors, with





personalized KPIs available on mobile

OUR SOLUTION TECHNOLOGIES

In order to meet our quality goals, we leverage several technology tools which enable us to develop software in a predictable manner while meeting the required functionality of the applications being built. In addition, these tools allow us to document all the business rules as well as all the intellectual property rights. Use of these tools empowers us to accurately forecast the development budget and to significantly increase the efficiency of future upgrades.



Microsoft technology is the most widely used platform for Intranets throughout the world. CyFrame develops all of its web applications with this economical and extremely secure technology, a three-tier development method using Microsoft SQL 2000 or Oracle databases.

This combination offers compatibility with Window platforms and the scalability for large companies to grow by using several servers simultaneously.



Oracle remains the privileged database for our customer base. In three-tier architectures, PL/SQL language from Oracle is our choice for applications processing. It offers a proven solution worldwide, that combines reliability and performance we can count on.



crystal reports.

CyFrame adopted Crystal Report for its simplicity. We help you implement your report infrastructure and publication rules. The Report Generator of Crystal Report is widely used in the world for report production.



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In our effort to bring the most efficient and secure solutions, CyFrame has heavily invested into the Symfony PHP framework for developing its enterprise applications.



These new development tool sets bring all the flexibility of custom development by making use of shared components to minimize development costs, meet the needs of the industry, improve user experiences, and provide better serve our client base.

LANGUAGES

CyFrame offers the solution, sales, implementation, support, training and service in 3 languages, English, French, and Spanish.

PRODUCT SUPPORT AND WARRANTIES

We have proudly built our reputation on the quality service provided to our customers. Whether they are large public corporations or niche small businesses, all receive the same outstanding service.

Implementation – Final Conversion

final conversion plan, and parallel plan are built to ensure a smooth transition from the old system. CyFrame offers full-time, “hands-on” assistance during the transition period. This approach decreases the workload of the existing employees and provides an efficient communication link with CyFrame’s support staff in order to quickly resolve any problems.

Warranties

Upon completion of each project, our clients can be assured of the quality of the work accomplished. Any modifications and/or customization are automatically covered for a full 90-day warranty on all systems implemented according to the Software Configuration Plan. The technology we employ is based on Microsoft and Oracle products for which IT resources are widely available across the world.

Support

At customer request, it is possible to purchase a maintenance contract for software and / or work performed. Our support is normally negotiated on a yearly basis and fully covers your software with a guaranteed minimal response time of 4 hours. Included with the support contract are all new versions of our purchased software products. Our Customer Help Desk is open five days a week and answers support calls right away or within 4 business hours. After hour services are also available.

WINNING APPROACH

THE CYFRAME GUARANTEE

QUALIFICATION OF THE FIT, BENEFITS, AND VALUE ESTIMATION

- 1. High-level CyFrame presentation*
- 2. Owners overview discussions meeting*



3. *Full engineering Fact Finding Walk-through mapping process*
4. *Validate Observation, Consequences, and results*
5. *Demonstration on how we will attain specific objectives in line with vision*
6. *Web Cloud Simulation project*

IMPLEMENTATION PROCESS

In order to meet its delivery and quality objectives, as well as to comply with its clients' business needs, CyFrame follows a simple yet effective methodology. Unless otherwise stated in the software configuration plan, each project goes through the following steps:

Feasibility Assessment

CyFrame's consultants evaluate each project to assess whether the client will truly benefit, in concrete business terms, from the proposed solution. To this purpose, using samples from your existing transactions, a simple simulation is conducted to determine a preliminary outcome. If the results are positive, we then move to the next step.

Software Configuration Plan

The next step is to establish a formal plan outlining the strategic aspects of the project: objectives, scope, deliverables, desired benefits vs. expected costs, main functions, technologies to be used and global systems architecture. This step serves to clearly define the project and to guide the subsequent steps and budget estimate. Any deviation or customization from our standard software is clearly indicated at this point. The project schedule is also determined at this stage. A signed approval is required before advancing to the next phase.

Detailed Systems Diagram

Any customization, configuration, special reports, screens, and processes are documented in detail at this point and will be employed to complete all user manuals. Interfaces with existing systems and actual databases are mapped out here.

Development (If Required)

If required, our programming team will develop the necessary coding using specifications determined within the previous phase. Demonstrations are conducted on a regular, as-needed basis to ensure that the project meets with client's approval.

Training – Preliminary Conversion

Prior to training, a test company is built from the existing company files. Once initially converted, staff can be trained with a familiar environment to ensure that they relate to the business at hand. The simulation of a preliminary version allows for any necessary adjustments before the final conversion.



TESTIMONIALS

“ It was becoming impossible to effectively manage and operate our business because we had to wait 30 to 35 days for any report. We’d gone way overboard on data collection and our in-house ERP’s many subsystems couldn’t talk to each other which meant hours of manual data entry.

CyFrame’s ERP got us focused on the most relevant data and gave us the real-time reports we need to take control of our business and bottom line. ”

Javier Alcoreza
Marketing Manager
Envases-Matriplast

“ CyFrame’s special copy function dramatically slashes the time it takes to create new SKUs and boosts accuracy because it reduces the likelihood of data entry errors. ”

Stéphane Gonthier
President
Versa Profiles

“ I love the fact that CyFrame pulls the data into reports that tell us if we’re profitable and by how much and can help us identify and troubleshoot problems.

CyFrame’s ERP has made Calico a data-driven company that knows exactly how much money it’s making or losing daily. Our new ERP is also saving us at least \$ 60,000 every year. ”

Calvin Shannon, Jr.
President & Owner
Calico Precision Molding

“ CyFrame is extremely important to our operations. It’s where we handle everything from purchasing to manufacturing to inventory to sales to financial planning and reporting. CyFrame gives us all this data in real-time so that we can quickly assess the situation, identify the root causes and take corrective actions while we can still make a difference. ”

Mel O’Leary
President
Meredith-Springfield



HOW TO REACH US

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