



# Global Shop Solutions

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

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47+

MORE THAN 47 YEARS  
OF ERP DEVELOPMENT

35+

35+ ERP  
APPLICATIONS

1

1 ERP INTEGRATED  
SOFTWARE SOLUTION

Global Shop Solutions is the best ERP provider  
Global Shop Solutions has always been the best ERP provider  
Global Shop Solutions will forever be the best ERP provider

We simplify your manufacturing.™



"Like us, Global Shop Solutions is a family-owned business. They've had the same ownership for more than 45 years, which results in consistency of their people and product."

- CHRIS CASCHETTE, CEO OF GENESEE GLOBAL

# Personal Investment – It's In Our Roots

## 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, and made the ERP software the most valuable asset their customers own.

# Who We Are

## FAMILY IS THE CORE OF OUR SUCCESS. IN AN INDUSTRY WHERE ERP IS

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. Two brothers-in-law hold directorships within the Company, and we are now seeing the third-generation of Alexanders begin their careers at the Company. Continuity is the foundation of the award-winning Global Shop Solutions customer experience.



- **Over 300 employees**
- **Offices in 7 countries**
- **Customers in more than 25 countries and 30 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 MW COMPONENTS

# 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 since 1976.



AEROSPACE  
 AUTOMOTIVE  
 CONCRETE CASTING  
 CORRECTIONAL  
 DEFENSE  
 DISPLAY FIXTURE  
 ELECTRIC VEHICLE  
 ELECTRONICS  
 ENERGY, OIL & GAS  
 FURNITURE  
 GENERAL  
 GREEN  
 JOB SHOP  
 MACHINE BUILDING  
 MACHINE SHOP  
 MEDICAL DEVICE  
 METAL FABRICATION  
 PACKAGING  
 PCB  
 PLASTICS  
 RUBBER  
 SLOT MACHINE & GAMING  
 SOFT MATERIAL  
 TRUCK & TRAILER  
 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, material 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. This is not the case with Global Shop Solutions ERP software.



"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 BERLIN GARDENS LLC

# Continuity Matters

**AT GLOBAL SHOP SOLUTIONS, EACH APPLICATION IS** designed to work systematically in support of the entire 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 true data 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, new technology, smart integrations, 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. More than 47 years of iterative development is a long time in the software world, and our roots in manufacturing have served us well.

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



“What I like best about Global Shop Solutions is their relentless customer focus.”

– BRYAN HAWKINS, CFO FOR HAWKEYE INDUSTRIES, INC.

# Focused On Your Success

## **YOUR ERP JOURNEY IS A LONG AND WINDING ROAD**

to get to success. To be successful, you must have a partner who is there through every step with you. Our people, process and software make for the right combination to carry you down the road to simplified manufacturing.

We have one of the highest ERP implementation success rates in the industry. We employ ERP Consultants with manufacturing experience to set up your ERP system the way that works for you. We offer hundreds of different training options each year – from beginner to advanced. You can reach us anytime anywhere; we're available 24 hours a day, 7 days a week and 365 days a year. We are here for the long haul with you.



# 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 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 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

## Electric Vehicle

- Make informed decisions in real time
- Track data and keep up with industry trends
- Manage materials and create accurate forecasts with ease

## 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 & 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

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

## General

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

## Green

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

## Job Shop

- Quote faster and more accurately
- Real-time scheduling to accomodate "hot jobs"
- Always know what you have in inventory and where to find it





## 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

## Machine Shop

- Coordinate shop and customer requirements
- Achieve consistent, on-time delivery rates
- Manage direct and indirect 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 a part

## Metal Fabrication

- 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



## Packaging

- Electronically import customer orders
- Get the right materials to the right job with high-speed barcoding
- Produce certification docs with only a few clicks
- Create custom screens and programs to meet the needs of your production processes

## PCB

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

## Plastics

- 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 material availability and cost
- Manage day-to-day operations without losing sight of the big picture

## Slot Machine & Gaming

- Instantly see manpower capacity and current workload
- Identify and resolve quality issues as they occur
- Easily produce compliance documentation for customers or regulator audits

## Soft Material

- Get 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 operation

## Truck & Trailer

- Eliminate conflicting trailer options by always sending correct workorders to the shop floor
- Set automatic reorder points for parts and manufactured subassemblies
- Build complex routers and BOMs in minutes

## Wood

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



# Delivering Higher Efficiency And Lower Costs

## **GLOBAL SHOP SOLUTIONS ERP SOFTWARE 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 applications 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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## Accounting

Integrated inventory, purchasing, and sales data for 100% accuracy.

## Advanced Planning & Scheduling (APS)

Improve customer satisfaction by keeping all your projects on task and on time.

## Bill of Materials (BOM)

Build and deliver complex parts on time and on budget.

## BOM Compare

Expedite time from design to production with side-by-side comparison of BOMs.

## CAD Interface

Export data from popular design packages such as SOLIDWORKS®, Solid Edge, Inventor® and more into your ERP system.

## Cloud ERP

Access anywhere from any device. Lower your costs and increase your speed.

## Company Messaging System

The event-driven notification system will automatically inform employees, vendors, customers or prospects when certain events occur.

## Customer Relationship Management (CRM)

Keep client and vendor information up to date, accurate and easy to access.

## Dashboards

Perform your job all day from a single screen. Tailor unique Dashboards to fit your specific needs.

## Document Control

Attach all types of files to transactions within the ERP system, including CAD files, drawings, documents, spreadsheets, pictures, sound clips and video clips.

## eCommerce

Increase efficiency and accuracy by conducting online invoicing and credit card payments safely and securely.

## Electronic Data Interchange (EDI)

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

## Estimating & Quoting

Always know your true costs in real time and create data-based, accurate quotes.

## FLOOOM

Breakdown your finished goods costs to determine individual costing components.

## GS Mobile

Hand-held devices streamline a wide range of transactions, including physical inventory, shipments, purchase order receipts and more.

## HR & Payroll

Give your manufacturing business one system to manage your human capital and their benefits.

## Inventory

Get detailed inventory management while enjoying the best screen in ERP - Supply & Demand.

## Key Performance Indicators (KPIs)

Automatically compile best-practice KPIs to support evidence-based management and predict future actions and results.

## Label Printing

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

## Nesting Interface

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



## On-Premise ERP

Manage and own your ERP software so you can control updates and backups.

## Order Management

Take control of your entire order management process to keep your business lean.

## Preventative Maintenance

Provide visibility and full documentation of scheduled preventative maintenance.

## Process Documentation & Training (PDT)

Simplify process tracking and maintain manufacturing quality certifications.

## Product Configurator

Enable prospects, customers, or employees to configure products based on predefined options.

## Project Management

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

## Purchasing

Stay on top of all your purchasing activities in a central location for easy decision-making.

## Quality Control

Customizable codes and reporting gives quality management the data they need.

## RFID Technology

Use the latest technology to make routine tasks like clocking in and out uncomplicated.

## Routing

Optimize your production sequencing and easily access tasks and workcenters for every product.

## Sales

Increase your sales conversion rates with improved efficiency and ease of use.

## Shipping

Get shipments out the door faster and more efficiently.

## Shop Floor Data Collection

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

## Shop Management

Access current project documents directly from the shop floor workstation.

## Tailored ERP

Create tailored applications, customize screens and automate your tasks.

## TrueView™

View the latest work orders being completed on workcenters as it happens in real-time.

## 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.

**"Bottom line is that Global Shop Solutions gives you a complete business management tool. From estimating to shipping to service afterwards, it does a great job of covering all the main areas of a manufacturing business."**

– GARY BRUFF, VICE PRESIDENT OF MANUFACTURING FOR FULLERTON TOOL COMPANY

# Our ERP Software Professional Services

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## ERP Training

Become a better user, master specific applications, and improve your knowledge by training any time, anywhere, on any device or in person with one of our many Global Shop Solutions University training options.

## Learning Management System (LMS)

Improve your use of Global Shop Solutions ERP software with this online training service.

## Continuous Improvement Team

A team dedicated to helping current customers improve productivity and simplify their processes via integrations, tailored applications, process analysis and more.

## ERP Consultants

Get the expert advice you need and the best ERP implementation with our team of seasoned ERP Consultants that are dedicated to your success.





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