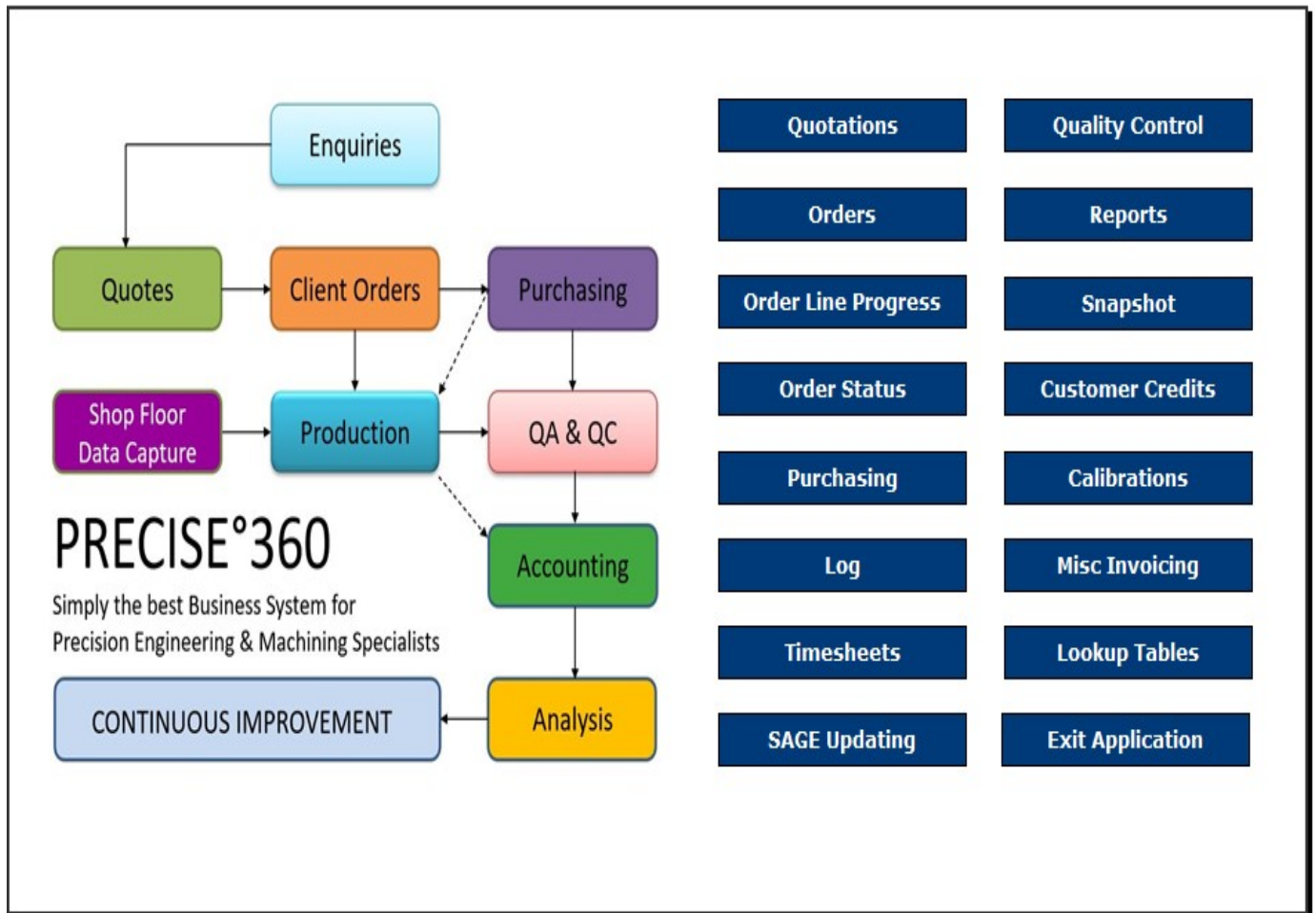


# PRECISE360

Not all machining specialists are the same.

## MAIN MENU



**PRECISE360** comes with the ultimate guarantee-: it will work for you.

"No could have", "should have" or "would have".

If it doesn't exist, we create it. If it doesn't fit, we shape it.

If it isn't needed, we remove it. If you don't know yet, we hide it.

It's a tool fit for purpose...your purpose.

63+ machining specialists throughout the UK use this simple and affordable solution to maximize their productivity, efficiency and margins.

"I never thought our quoting could be made easier and faster by a computer. How wrong I was"  
Neil McKenzie, Managing Director, Norwest Engineering - Carlisle



Because PRECISE360 has been designed by owners of precision and subcontract machining engineering companies, it comes with functionality guaranteed to maximize your returns from the one place, indeed the only place, that matters when it comes to financial and operational prosperity...your factory floor.

It's where your reputation is added to, or diluted.

PRECISE360 not only insulates your reputation, it eliminates the two biggest threats to your efficiency ...your productivity...your margins...and your cash flow.

Paperwork and disjointed ill-fitting software packages.

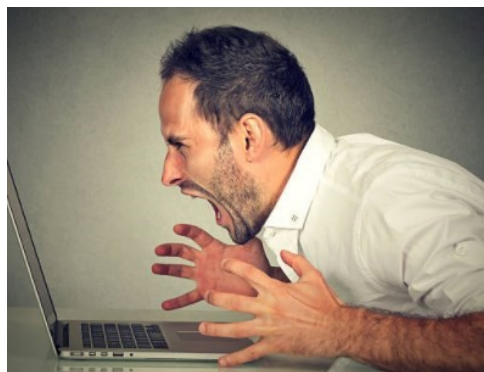
The stealers of your most precious asset. Available time.

Paperwork, and let's face it, there is a lot of it in precision engineering and machining.



- customer enquiries
- customer drawings
- quotations
- supplier raw material quotes
- customer purchase orders
- job cards
- operative time sheets
- purchase orders for raw materials
- ISO documentation
- purchase orders for subcontractors
- customer & supplier delivery notes
- customer & supplier invoices
- certificates of conformities
- supplier certificates
- customer quality issues
- customer order variations
- supplier rejection issues

...and with every job it keeps on growing...and growing. And it needs storing and it needs to be accessible.



Trying to process and join up all this paperwork using software such as spreadsheets, accounts packages, Microsoft Word, and email, makes tasks tedious and very longwinded. Working like this in the daily cauldron of getting the job done...on time...right and first time, forces errors and omissions.

While each incident in its own right is tolerable, over time they build up collectively to make peoples' jobs frustrating.

And even computers with their numerous folders, subfolders and countless files, there is nothing that links everything together to answer the only questions that really matter "did we meet customer quality expectations; did we deliver it when we said we would; and did we make a fair margin that will help our business to grow and prosper?"

"Now the invoice gets emailed as soon as the signed delivery note comes back from the customer. This has seen our average debtor days drop dramatically, and really helps with cash flow"  
- Sue Bloor, Director, B & E Engineering - Crewe

PRECISE360 has been built upon one core belief. SIMPLICITY.

With its easy to use input screens, users can enter information easily and quickly. Drop down lists and automatic error checking guarantee information is 100% accurate.

And because the data is verified when entered, your reporting is guaranteed to be accurate and up to date.

And because it is a totally integrated system, you only have to enter the information once.

It takes the strain and risk out of having to do the same task multiple times.

This means less work and stress for you and your staff, freeing up precious time to spend in areas of your business which grow profits.

For us software is a tool.

- A tool that makes everyone's life easier and a tool which simplifies administration.
- Just as your accounts software manages your finances, PRECISE360 looks after your factory.
- Enabling you to quote easier and faster.
- Making it easier and faster to convert a quote into a customer's purchase order, then produce an easy to understand job card. From there two clicks and you can produce a delivery note and the customer's invoice.
- No more hunting down copy paperwork in filing cabinets. Choose the job and every document is instantly available to see, print or email. How many times does your credit control get met with "we haven't got the delivery note or the invoice?"
- Use the time logging to measure shop floor staff's productivity and efficiency.
- How many times do your customers ring asking when they can expect delivery?
- No need to walk into the factory. Search for the job and instantly see how much time has been spent, how much time is left and the status of the job.
- Material usage left unchecked can erode your margins. What was the wastage? Did we buy it at the most competitive price? If there was a supplier issue, are we on top of chasing the credit?
- One click REPEAT button for quotes and orders. A real time saver.
- Instant comparisons between what you quoted and how long it actually took.
- PRECISE360 a tool to get everything and everybody working together,





## Fast simple quote production

- Designed to suit your stationery and logos
- Instant delivery by email
- Price for multiple quantities
- Use your operations and price in minutes or hour
- Raw materials with percentage mark-up
- Include tooling costs
- Quantity breaks pricing
- Build your own Bill of Materials
- Define your own delivery methods including FOC by customer
- One-offs, Repeats, and prototypes
- Automatic storing of quote as PDF in documents library
- Fast access to quote, item and customer histories
- Email chasers
- ...and much, much more



## Automatic conversion from quote or direct entry

- Email order acknowledgements
- Automatic job card production to suit
- Call-offs for stocked and non stocked items
- Proforma and factored invoicing
- Automatic Certificates of Conformity
- Quantity breaks pricing
- Instant actual versus quoted comparison across all levels
- Dimension variation and inspection recording
- User defined order status with analysis to Excel
- Instantly see profitability per order
- Automatic storing of documents as PDFs in library
- Fast and detailed access to customer histories
- Email chasers
- ...and much, much more



## Automatic updating of work in progress

- Supplier enquiries for raw material prices
- Automatically convert supplier enquiries to orders
- Request supplier certificates
- Raise orders for consumables
- Raise orders for stock
- Automatic raw material price file updating
- Fast search on raw material histories and job traceability by class, grade, profile, serial number etc.
- Record cast, mill certificate details
- Reconcile to supplier delivery notes and invoices to jobs
- Subcontractor prices table
- ...and much, much more



"Before PRECISE360 we struggled with paperwork. Sometimes forms didn't have all the information. Poor handwriting made them difficult to read, never mind analyse. Now everyone uses the same up to date system".  
Grieg Hepburn, Managing Director, Premium Drilling Tools Ltd - Aberdeen



## Track your most precious asset

- Records attendance
- Log in and off job
- Track operator, operation, and machining centre
- Track non productive time
- Record time via bar code or touch screen
- Record measuring tool usage



## Guaranteed compliance internally and externally

- Automatic linking with customer orders
- Automatic linking with suppliers' deliveries
- Define your own concession reasons
- Attach files such as images to concessions
- Email documents
- Record and analyse by operative machining centre
- Measuring tools calibration and inspection records
- Automatic email reminders for inspections
- Save calibration and test results with tool history
- Generate linked purchase orders for external repairs
- Comprehensive options for API (oil & gas companies)
- Define your own tool categories and locations
- Output data to Outlook, Excel, Word & PowerPoint
- ...and much, much more



## Extras come as standard

- Built in scanning - add non electronic material to complete the total picture
- Automatic folders - so you don't have to waste time looking within folder upon folder  
Each transaction type i.e. quote, customer order, purchase order, QA issue etc. are automatically created in its own folder
- Output to Outlook, Excel, MS Word, and PowerPoint
- Import from spreadsheets and csv files
- Output to web i.e. holiday and plant asset calendars

"Updates both our companies and has made reconciliation so much more easier than the previous database we used before PRECISE360".

Debbie Larmouth, Accountant, Billingham Machine Tools & Campbell Hall, Teeside



## Simple time saving accounts updating

PRECISE360 seamlessly updates with today's most popular accounting software packages, whether that be desktop or in the cloud.

The key link is on the account number of customer, suppliers and the nominal ledger.

For the nominal, full updating also includes options for cost centres and departments.

The pre update audit trail enables you to check the output from PRECISE360 and the post update provides a full audit trail including reference numbers i.e. sales invoice number, order number, and supplier invoice details.

These reference fields prove invaluable when debt chasing. Seeing the customer po number in the accounts then allows you to drill down in PRECISE360 and email copy delivery notes, sales invoices etc.

They make reconciliation in your accounts simple, easy and boredom free.

### PRE-EXPORT SALES DATA

Page 1 of 1

SI	Nom A/C	Invoice	Dated	Details	Net T	VAT
SI	9998 ADVANC00	508015	02/12/20	Order 408038	£1,399.00 3	£244.83
JD	9998 ADVANC00	508015	02/12/20	Order 408038	£1,399.00 9	£0.00
JC	4004 ADVANC00	508015	02/12/20	Pinnion Mount	£1,399.00 9	£0.00
Journal Balance					£0.00	

Journal Balance

£0.00

## The User's Experience



BEDESTONE LIMITED

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"We had a system, but it was paperwork, SAGE and Excel based. There was no fluidity or connectivity between the different pieces. This made it labour intensive and cost us time we could ill afford.

PRECISE360 changed all that. By having the system tailored to how we worked, it was easy and fast to implement. Everybody found it easy to use because it mirrored how we had done things for years.

We deal with some of the largest companies of their class in the world. They have to deliver exacting standards to their customers. In turn they double check subcontractors like us to ensure we can deliver good on our promise.

Two things about PRECISE360 standout.

The bar code scanning of production time has proved to be a real eye opener. Not only overall but equally so by each member of staff. Before everyone used clock cards and wrote their times on the paper job card, along with the machining centre they had used. Depending upon how busy we were; they would sometimes be recorded in a spreadsheet, and sometimes they weren't. It wasn't uncommon to see piles of job cards lying about waiting to be entered.

The PRECISE360 bar code scanning has eliminated all this manual entry. When the shop floor person logs on and off a job, they can record the machine centre with a swipe, and all the information instantly updates the job. As directors we can see true job time performance. Having this information to hand has paid big dividends especially when we are quoting for the same or similar jobs.

The second area PRECISE360 has fine-tuned our shop floor has been Inspection Sheets. Nearly all of our customers' demand correctly completed Inspection Records. Before we used Microsoft Word to copy the information from the job card. However, poor handwriting made this frustrating. By having the inspection sheet built into the job card, it saves us time and has eliminated customer interruptions.

PRECISE360 has revolutionized our business. It has enabled us to save time, get things right and first time, and made everyone's job easier and more enjoyable."

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From Aberdeen to Ashford in Kent. From Stoke to Lincoln. From Carlisle to Cambridge, PRECISE360 is helping 63 UK owners and managers simplify and streamline their business processes. Helping them flourish, by automating critical day-to-day tasks.



ALPHA ENGINEERING | (SELBY) LTD  
Speed. Precision. Quality



BILLINGHAM MACHINE COMPANY  
CAMPBELL & HALL LTD

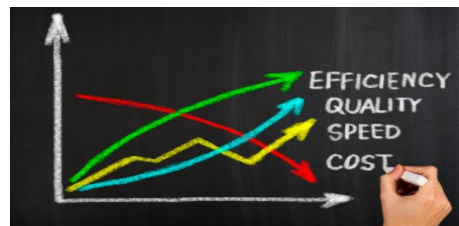


"PRECISE360 manages our entire business. We wouldn't be without it"  
Howard Ions, Managing Director, Salem Tube International Ltd - Prudhoe

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Exceed Expectations.



Key Performance Indicators for Success