

# ARIES TECHNOLOGY GROUP, LLC



## Vision Statement

Prepared for:

**Customer**

By

**Aries Technology Group LLC**

December 22, 2008

ARIES TECHNOLOGY GROUP, LLC



Aries Technology Group, LLC (ARIES) is pleased to present our Vision Statement for Customer. As part of the visioning process we will create the following documents in a collaborative effort with Customer:

- Business Process Review
  - Document and flowchart all current business processes
  - Identify opportunities for improvement in those processes
- Scope Document
  - Serves as the blueprint for the implementation process
  - Details all of Customer's objectives for implementing a new system. These objectives will be signed off and dated as each one is completed
  - Details all procedural changes created from implementing a new system
- Proof of Concept
  - ARIES will build a fully functional instance of the system as described in the scope document
  - This acceptance system will utilize actual Customer data and business processes

#### Customer's Needs:

- Engage a strategic partner such as Aries to assist with mapping Customer's current business processes to Customer's envisioned future processes.
- Integrate all information into one system.
  - Project management
    - Track all orders from beginning to end (AutoCAD to ship) and every step in between in real time
    - Use bar coding to move all products through each step of the project
      - Draft status
      - Open status
      - Work in process status
      - Physical counts
      - Receipt of goods
      - Finished goods with shipment tracking information
    - Each step of the project will have appropriate approval processes
    - Minimize time needed to ship an item

ARIES TECHNOLOGY GROUP, LLC



- Reduce number of steps in the shipping process
    - Eliminate need to reboot the system multiple times during the day
  - Completely automate shipping process
  - Minimize the possibility of shipping a sign to the wrong location
  - Items will be allocated to specific jobs
    - Items will be tagged in the system to a job
    - Tagged items will not be available in on-hand inventory quantities
- Sales tax calculations
  - Every item will have sales tax calculation performed automatically based on ship-to location
  - Sales tax information will be automatically updated for all states, counties, localities, and school districts
- Collections functionality
  - Extensive collections functionality will be built into the system
  - Collections module will be able to have notes assigned to individual invoices
- Reports, queries and views
  - Will be available in a dashboard within the system
  - Access will be controlled by system security
  - Will execute quickly
- System alerts
  - Alerts will be triggered by system events (these events will be defined during the scoping process)
  - Alerts will notify manager's desktop and Blackberry via e-mail
  - Alerts will notify the appropriate Customer employee's desktop and Blackberry via e-mail
- Inventory controls
  - Physical Counts
    - Reduce full physical counts to annually
    - Use small and efficient cycle counts between full counts
  - Accurate on-hand and available quantities
- Implement a CAD application



- CAD application will integrate with ERP/Project Management application
- Accommodate design/drawing of products
- Automatically create a bill of materials
- Ability to pass detailed bank audits
- Ability to analyze sales data
  - Reasons for losing a sale in Charlotte but winning one in California
  - Implement a CRM solution such as SalesLogix to track all sales-related information
- Technology
  - System will be based on Microsoft SQL Server
    - Scalability
    - Stability
    - Ease of reporting and analysis
  - System will be based on Microsoft standard programming tools
    - Integration with Microsoft Office
    - Compatibility with Microsoft operating systems
  - Implement a system which will serve both Customer's current needs and allow for flexibility and scalability for Customer's future growth.
- Team approach
  - Implement a solution that is backed by a solid team of project managers, trainers, support engineers and developers
    - Support engineers can create reports and queries quickly
    - New features and technology updates are regularly added to the system by a well-established and dependable software publisher
  - Changes to system can be made quickly and easily
    - System must have a variety of available add-on's to enhance functionality as needed. This minimizes the need to write custom code anytime additional functionality is requested
    - The add-on's are already written, tested and ready to plug into the system
    - No waiting months or years for changes or additions in functionality
- Eliminate on-going, open-ended time and financial commitment to current system

Aries Technology Group Proposal:

ARIES TECHNOLOGY GROUP, LLC



Aries believes very strongly in the following:

- Customer has the right to know the exact price of any new software system including implementation, training and ongoing support before they commit to any project.
- Customer has the right to know that any new solution should be proven to work before committing to that solution.
- Customer has the right to expect that any and all projects are backed by a 100% money back guarantee.

Aries proposes that we prepare a business process review, a detailed scope document and a proof of concept for implementing a new solution at Customer which will be guaranteed to achieve Customer's targeted goals listed above. The business process review and the scope document will be prepared in collaboration with Customer's staff and executive team. Once completed and agreed upon, the scope document will serve as the project road map for implementing a new system.

The purpose of the visioning process is to ensure:

- Customer has a detailed understanding of the new processes before they are implemented and has the opportunity to influence and modify those processes.
- Customer and Aries have a thorough understanding of the consequences of modifying the existing processes.
- Customer fully understands the value of changing any processes and is provided with a price for all projects before any work is started.
- Aries understands enough about Customer's targeted goals to guarantee the system we recommend will perform as detailed in the scoping process.

How the visioning process works:

- For Customer the visioning process includes the following projects:
  - Complete the business process review
  - Complete the scoping process
    - Results in a collaboratively created document
      - Detailed interviews with Customer's executive team and staff
      - Thorough understanding of gaps between the current system and the envisioned future system
  - Provide the proof of concept
    - Provides a completely built and fully functioning acceptance system (not including any custom add-on's) which leads directly to the implementation process. This acceptance system will reside on Aries' server until one of the



options listed in Appendix A is chosen by Customer and is purchased from Aries by Customer.

- The implementation process.
  - This process begins upon completion and acceptance of the visioning process
  - Uses the scope document from the visioning process
  - Moves the completely built acceptance system into a production system
  - Changes to the approved scope document are accomplished via a Change Request

Timeline estimate:

- To achieve a go-live date of May, 2009, the visioning process needs to start no later than January, 2009.
- Completing the vision will take 60 to 90 days and assumes the availability of Customer's resources.

Pricing estimates:

- The price for the visioning process is \$x.
- See Appendix A below for a list of pricing estimates based on options chosen during the visioning process.
- The following items are included with all options:
  - Sage software and any other software selected by Customer as part of the project other than the exceptions noted below.
  - Training (both one-on-one and classroom)
  - Implementation
  - Unlimited technical support for 12 months
  - This price would not include any additional hardware or Microsoft software licenses (such as Microsoft SQL Server or any Microsoft operating systems).
- The fixed price for implementation will be determined by the visioning process and by the implementation option that is chosen by Customer (see Appendix A for a list of options).

Aries is prepared to map a timeline for starting and completing the scoping process and is prepared to commit the necessary resources for completing the projects. Timeline mapping and resource allocation will begin when this Vision Statement is accepted and signed by both parties. Payment for the visioning process is due at the time of signing.

Aries stands behind this and all future projects with our 100% money back guarantee.

ARIES TECHNOLOGY GROUP, LLC



ACCEPTED BY:

Customer

Aries Technology Group, LLC

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

ARIES TECHNOLOGY GROUP, LLC



## Appendix A - Three Implementation Options with Estimated Prices

### Option 1:

MAS 500 system with standard features (\$x)

- Core accounting
- Manufacturing
  - Basic scheduling
  - Inventory controls
  - Sales
  - Purchasing
  - Product configurator

### Option 2:

MAS 500 system with enhanced features (\$y)

- All of the features included in Option 1
- Advanced planning, scheduling and calendaring
- Integration with CAD application
- Collections functionality
- Automatic sales tax calculations for all jurisdictions based on type of product and ship-to address
- System alerts

### Option 3:

MAS 500 system with all-inclusive features (\$z + depending on a la carte options chosen)

- All of the features included in Options 1 and 2
- SalesLogix CRM
- Project Accounting
- StarShip
- Online portal for customers to check the status of orders

