

## Top 10 Reasons To Consider JobOps For Your Manufacturing Solution

by Mike DeRosa

JobOps...Manufacturing made easy.

Hi, this is Mike DeRosa, President of DeRosa Mangold Consulting, with our Top 10 Reasons You should consider JobOps for Your Manufacturing Solution.

### 1. **Your Work Order Number IS THE SAME as your Sales Order Number...with an extension.**

I can't tell you how many times I see this as a manual work around in companies using more traditional manufacturing packages!

JobOps was made for the make to order manufacturer. Those of you who produce goods based on the customer's order.

Whether you are making a standard parent item or a customized item specific for that particular customer, to make life simple and easy, JobOps will put the Work Ticket to make that item for the customer where it makes sense...

right behind the Sales Order where it's easy to find.

The way many of you are keeping paper files now.

So if your Sales Order Number is 1671, your first Work Ticket to fill this Sales Order is automatically numbered 1671-001.

This means you can hang 999 Work Tickets off a single customer order if needed!!

You can also give each Work Ticket a separate promise date.

Now everyone is talking the same language!

The Work Ticket Number IS the Sales Order Number...with an extension. Probably like you're manually doing now!

JobOps for Sage 100 ERP (formerly known as Sage MAS 90 ERP and Sage MAS 200 ERP).  
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### 2. Your Sales Order actually reflects what you're selling the customer!

Tired of creating Sales Orders, Invoices and Credit Memos that barely make sense to you, much less to your customer? Just so you can get, or TRY to get, your inventory right.

What if you could put what your selling to the customer, whether it's an inventory item, non-stock item, project or even an idea!... and support it with a Work Ticket to capture components, labor and other manufacturing or job costs, say from purchase orders or accounts payables. Well, that's exactly how JobOps works!

Let the Work Ticket keep your inventory and special orders in check and only show the customer what they need to see...WHAT YOU SOLD THEM!

Need to show a Work Order Part on the Customer's Invoice that's included in the total project's price? No problem...just check the Print box on the component's line and it will float up to the invoice without a price!

Need to add the Work Order Part as an additional line on the Invoice with a Price? You can do that too...just check the Bill box in addition to the Print box, verify or define the price to add to the invoice and it will float up to the invoice WITH a price!

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### 3. Components Committed As Soon as Your Customer Commits!

Do you want components, raw materials and subcomponents committed as soon as your customer commits to the order? JobOps makes this easy! In fact, in many instances, your sales people can do it!

With JobOps, auto creation of a Work Ticket is as easy as checking a box on the Sales Order Line. Templates you establish will bring in your **Bill of Materials by Step and** automatically calculate requirement dates based on the Customer's Promise Date and Set Up and Process Times you previously defined in the template.

So by Sales Advisors simply indicating the Customer's Promise Date and checking a box to create a Work Ticket (if you allow them to), components, raw materials and

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subcomponents are immediately committed, by projected future dates, giving you constant real time inventory projections, BY DAY, FOR EACH DAY INTO THE FUTURE!

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#### 4. Easy To Build Bill of Materials, Routing and Traveler Instructions!

In traditional manufacturing systems these are set up separately and related together. Too many mouse clicks and too many screens!

What if you could go to one screen and create steps...and as you are creating steps you are identifying traveler instructions, step time, parts per step, work center, machine, team or other resource that this step will occupy and the parts and labor needed for that step.

In other words, build the bill of materials and routing with instructions as you envision them in the real world in one fluid motion!

That's a JobOps template! If you can say it, you can create it!

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#### 5. No Prebuilt Template (Bill of Materials / Routing)? No Problem!

What if you don't have time to set up a template? Or it's just like the one you made last month or last year? Or, your orders are so custom, you really need to import the Bill of Materials for each build of a particular item? No problem, JobOps was built for this!

With JobOps you can start with a totally blank Work Ticket if you want to and add parts as you use them...or import them for example if you have a bill dumped from a CAD program.

If you have built it before, or something close to it, for this customer...OR ANY CUSTOMER...you can copy a previous Work Ticket...in history or in progress...into a NEW Work Ticket! ...then edit it if you need to any time!

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### 6. **Drag and Drop Graphical Scheduling That Tells You Immediately If You Are Going To Be Short A Part or Short A Resource (like labor or machine time)**

Since JobOps is always looking at your Sales Orders, Work Tickets and Purchase Orders and computing future part on hand balances, it can tell you immediately when you schedule if your parts will be there or not. Don't trust the answer? With a click you can drill into the part and see exactly how JobOps computed that balance!

Scheduling will also keep up with your equipment and labor resources! Immediately telling you if you are overbooked.

Do you have to schedule everything for this to work? Absolutely not! Just schedule your bottlenecks. Those are the ones that matter.

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### 7. **Be able to give your customer a Capable To Promise date while you still have them on the phone!**

With the Scheduling Module and good dates in your Sales Orders, Work Tickets and Purchase Orders...all by line item...you are now primed and ready for the system to give you good Capable To Promise Date.

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### 8. **Visibility Into The Status of All Your Parts For Your Project**

What if you could browse your Work Ticket live on line and see the status of all your parts? JobOps was made to do that too!

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Manufacturers and project managers of all kinds, but especially those who have to deal with special orders, tell me one of their biggest challenges is determining if they have all the stuff they need to get to work!

In a JobOps Work Ticket you can browse each part, real time, and see:

- If you were planning on getting the part out of inventory or planning to special order
- If planning on pulling from inventory, you can see what's on hand, committed and available...including this Order's requirements...real time...right from the Work Ticket...no reports needed here!
- If planning on a special order, you can see if it's been ordered, if it has, the PO Number, Vendor, Order Date, Expected Delivery, whether it's been received or not, cost and whether or not the invoice had been received! Again...real time...right from the Work Ticket...no report's needed! You can even cut the Purchase Orders directly from the Work Ticket Screen!

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### **9. Easy Material Management!**

If you like Centralized Purchasing and Procurement you're going love this! JobOps gives you a centralized purchasing hub! Called the Component Exception Manager, CEM for short, the CEM gives you an on screen MRP (Materials Requirement Planning) Dashboard. More powerful than a report, you can filter and view by Work Ticket, By Vendor, and many more! You can edit the primary vendor you wish to purchase from and change purchase price. Then when ready, send any and all to Purchase Orders.

For the Purchasing Agent, this is your To Do List! Just work the list!

Make it instead of buy it? Toggle over to the makes and create Work Orders instead of Purchase Orders.

Sometimes make it...sometimes buy it? With the click of a mouse, move a Make to a Buy or a Buy to a Make.

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Tomorrow, do it all again. While you were away new orders and commitments were coming in. Just regenerate and Work the new list.

Component Exception Manager is a great assistant!

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### 10. Easy to Spot Trouble Brewing!

You and I both know it's NEVER a perfect world! Just as soon as you have everything nailed down, the phone is going to ring and CHANGE YOUR WORLD. You need to know when those changes MESSED UP YOUR PLAN!

Let's say a supplier calls and says their shipment will be delayed. Go to their Purchase Order...change the expected delivery date for the part, or the whole order, if necessary.

Now Component Exception Manager will tell you if you are going to run out within your planning date.

Go to the schedule, any scheduled steps on Work Tickets that will not have their parts on time will now have magenta outlines.

Let's say at the same time a Customer called and pushed out an order you haven't started yet. Just go to the Order and change the promise date...if you're using scheduling, reschedule. Now you may not need to find an alternative supplier for the previously delayed shipment. Your delayed production run may free up enough materials to cover you!

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Message from the President

I hope you can sense our excitement over this solution! We are very experienced in this product and in 2010 were the #1 JobOps Solution Provider in the Universe!

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If any of these capabilities sound like they can help your business, please give us a call...we would love to show you what we can do. I look forward to meeting you!

Mike DeRosa

President

DeRosa Mangold Consulting, Inc.