MANUFACTURING
& Supply Chain Apps

Built and deployed on the Salesforce1™ Platform

(the world's most scalable & secure enterprise cloud platform)

rootstock®
software

Inventory Control

Maintain and control inventory through easy-to-use screens for updating item inventory quantities and details, inventory valuation and planning, and the setting of item policies like lead-time and MRP planning. Tune MRP to reflect actual vendor performance and your actual production.

Lot & Serial Control
(all level traceability)

An item's lot or serial number can be registered through Purchasing Receipts, Inventory, Shop Floor Control and Sales Order Management. Trace the sources of supply or production for any item. As Lot and Serial Number controlled items are consumed in the manufacturing process, a full level traceability tree is constructed and maintained. Supports Lot Expiration dates and product recalls if ever required. A comprehensive Device History Record of "as designed", "as built" and "as maintained" is provided.

Material Requirements Planning
(MRP)

Automatically convert Salesforce Sales Cloud Opportunities or Quotes into Rootstock Sales Orders to drive the top-level demands in MRP. Rootstock MRP considers both sales order and forecasted demands to deliver a robust and cost effective demand planning solution for manufacturers of all sizes. This seamless integration between Rootstock and Salesforce improves forecast accuracy and operational responsiveness to ever changing customer demand.

Scheduling & Capacity Planning

Balance your production capabilities with material supply. Manage and monitor the scheduled dates of work order operations required to meet the MRP Work Order's Scheduled Due Date into Stock. The Scheduler shows the capacity of work centers on a day-by-day basis (in terms of labor hours or machine hours) in a colorful graphical format. Drag and Drop functionality changes the priority or adjusts the schedule for work orders within a work center.

Shop Floor Control

Streamline production and material flow with your suppliers and in your factories. Manage the life cycle and the routing of work orders. Routings define the steps or processes required to assemble and/or manufacture an item on the shop floor. Rootstock's Shop Floor has many capabilities, including Routing Maintenance, Work Order Add & BOM Explosion and Work Order Firming among others.

Distribution Resources Planning
(DRP)

Rootstock's DRP module is an Inventory Location Replenishment process consisting of a Location Replenishment Master table, a DRP Processing Engine and Planned Location Transfers. It supports variable planning granularity (Site to Row-Aisle-Bin) and contains a variety of options for utilizing minimum balances, replenishment multipliers, etc. and considers existing supplies and demands as well as on-hand inventory.

Production Engineering

Create precise lists of items and instructions needed to build each product. Manage production engineering with Item Master and Bill of Materials Maintenance, Item and Bill of Materials Revision Control, and Engineering Change Control. A separate component record and standard information associating the component to an assembly can be kept on the Rootstock Bill of Materials.

Product Life Cycle Management
(PLM) Integration

Automatically synchronize design engineering data with manufacturing data. The capability prevents manual data entry errors and ensures that manufacturing configuration data is up to date and fully synchronized. Maintain manufacturing planning and shop floor operations through PLM updates for Items, Item Revisions, Bill of Materials, and Engineering Changes.

Purchase Order (PO) Management

Automatically generate orders for your suppliers. Enter and track multi-line purchase orders with independent (by PO line) required dates and locations for direct materials, indirect materials, or services. Manage the entire purchasing process from requisitions to materials receiving or services rendered approval. PO Management maintains a comprehensive record of purchase order revision details and key vendor information.

Rootstock manufacturing and supply chain apps integrate "out of the box" with native apps by salesforce.com®.

» **Connected:** Connect and Collaborate with all customers, suppliers, employees and other stakeholders via Communities™, Chatter® and all popular social media platforms

» **Mobile:** Salesforce1™ mobile access – iPhone®, iPad®, Android®

» **Open:** Seamlessly Integrated with Salesforce® Sales Cloud®, FinancialForce.com® + other popular accounting solutions

Manufacturing Cost Control

Maintain and track from as few as one to as many as eight cost elements for an item. These cost elements are maintained on either a standard cost method or an average actual cost method. Rootstock also supports FIFO costing of purchased items.

Project Control

Identify, plan, and control material purchases, inventories, and costs within a division by project. Project Control enables an additional dimension for inventory control, tracking and planning, and costing of items. Project Control is ideal for build-to-order, assemble-to-order, and engineer-to-order manufacturing environments to plan, cost, and track by "item within a project".

Multi Company, Multi Division, Multi Site

Grow your business without outgrowing your applications. Support multiple plants in various locations throughout the world. Manufacturers of all sizes gain from Rootstock's inter-division and inter-site planning and coordination capabilities throughout all applications.

Applications

» **Sales Order Management**
- Product Configuration
- Container Management & Tracking
- Service Contract Entitlements

» **CPQ (Configure-Price-Quote)**

» **Purchase Order (PO) Management**

» **Inventory Control**

» **Production Engineering**

» **Lot & Serial Control (all level traceability)**

» **Material Requirements Planning (MRP)**

» **Scheduling & Capacity Planning**

» **Shop Floor Control**

» **Manufacturing Cost Control**

» **Project Control**

» **Multi Company, Multi Division, Multi Site**

» **Product Lifecycle Management (PLM) Integration**

Sales Order Management

Automatically convert customer quotations into orders for your products. Process sales orders for virtually any product or service from order entry through invoicing. Sales orders can be entered automatically or by direct entry into Rootstock by:

- Converting Sales Cloud Opportunities or Quotes into a Sales Order
- Passing orders from a web store or ecommerce site
- From an EDI trading partner
- Rootstock's Product Configuration

CPQ (Configure-Price-Quote)

The Rootstock Configurator provides accurate and immediate estimates for various product designs and customer needs. It is fully customizable, making it easy to tailor the configuration process around specific business requirements. The Configurator guides the user through the process via user-defined, modular Selection Groups. Each selection can spawn sub-selections, and the user can eliminate certain options and require others based on prior selections. At the end of the process, the user can direct the resulting Configuration Set to many destinations, the most common being a Sales Order or Quote Line.

Warranty

Rootstock's Warranty Management module provides a flexible system for tracking shipped serialized items (parent and sub-assembly), maintaining data on warranty status, current customer and installation location, etc. All transactions and actions (RMAs, servicing Cases

and Sales Orders) are linked to each individual unit through the Shipped Item Warranty object and associated Device History Record.

Recurring Billing

Rootstock's Recurring Billing module provides for the establishment and processing of Sales Contracts from which Shipped Serialized Products are associated with Recurring Services and then processed at user-defined intervals generating detailed service billings.

Rootstock Software® is a proven provider of powerful manufacturing and supply chain solutions built on the Force.com® cloud computing platform.

✓ 100% Native Force.com App

✓ Real-time management of manufacturing and supply chain operations

✓ Complete solution for shorter implementation times, lower costs, a quick payback of investment and a significant return on investment.

Learn more at www.rootstock.com

About Rootstock Software

Rootstock Software® is a proven provider of powerful and nimble manufacturing, distribution and supply chain solutions built and deployed on the Salesforce1 Platform (the world's #1 cloud computing platform). The Rootstock solutions enable real-time management of manufacturing, distribution and supply chain operations from front to back, anytime and anywhere. The company's manufacturing, distribution and supply chain apps integrate "out of the box" with Sales Cloud by salesforce.com and other ERP-centric applications written on the Salesforce1 Platform. With unparalleled executive experience in manufacturing and distribution software and an established base of installed and implemented cloud customers, Rootstock offers a better and more reliable way to plan and execute required activities, deliver essential information to all parts of the organization, and improve timely and informed business decision making. The Rootstock apps also provide the control and visibility required to elevate the total performance of manufacturing, distribution and supply chain operations. Rootstock is available on the AppExchange® by salesforce.com, the world's most popular marketplace for business apps.

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