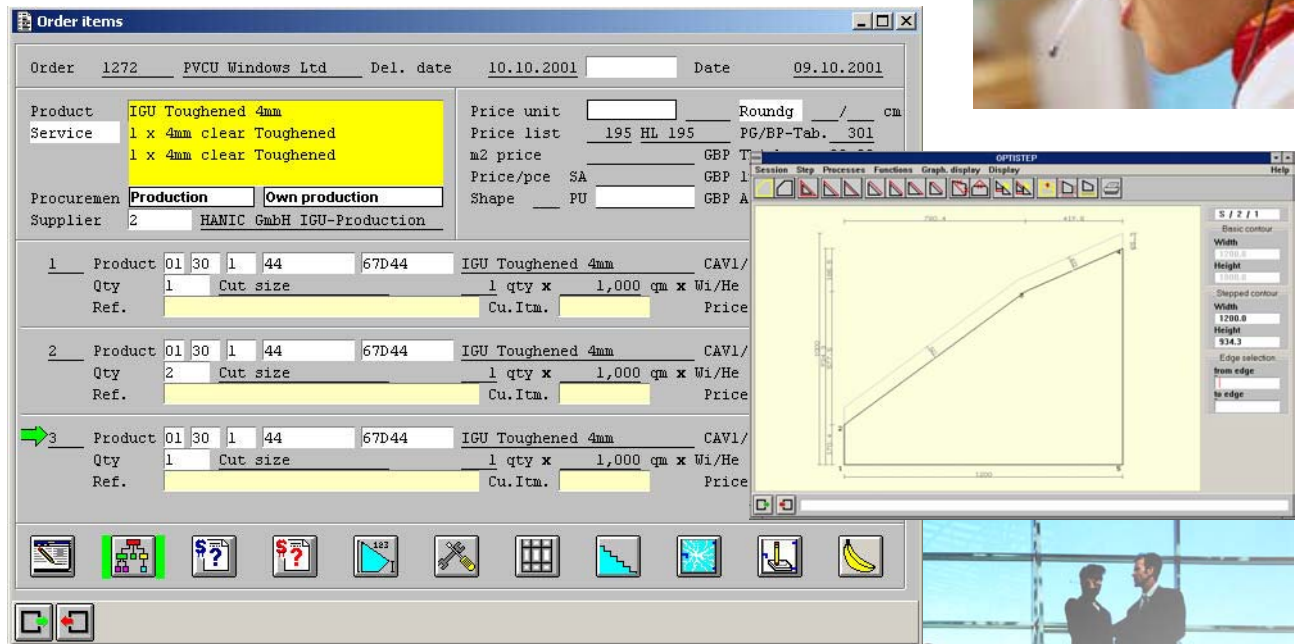
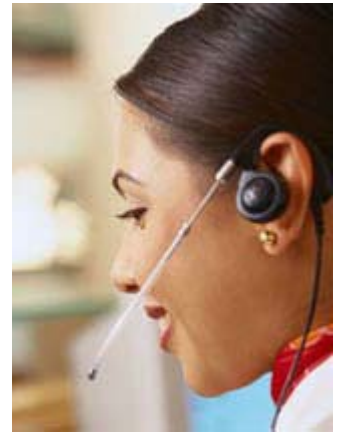


OPTIPLUS - The Integrated Solution

OPTIPLUS has been designed to effectively address complexity using an extremely high level of integration. A modern management system must be capable of handling every aspect relevant to the glass industry. Simple products are becoming an exception with sophisticated and customised products becoming the rule in today's industry. **OPTIPLUS'** ORACLE based system offers complete functionality with sales order processing, purchasing, stock control and management reporting. The ease of use and the logical chain of processes throughout the software are just two of its major features.



Order Entry

The **OPTIPLUS** sales order processing system initiates integration upon order entry. Master data is automatically acquired from the tables and customer specific arrangements including information with regard to project data, prices, payment terms and other relevant information is retrieved. Required production data may also be specified using integrated and powerful graphical tools (**OPTICAD**) at the order entry stage. **OPTIPLUS** supports the flexible use of various pricing methods and even the most complex pricing patterns may be represented.

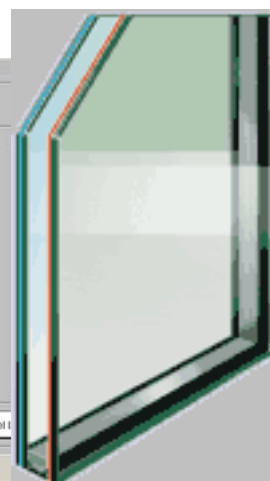
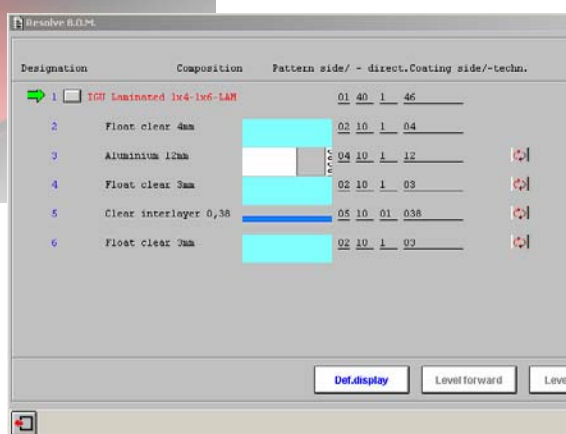
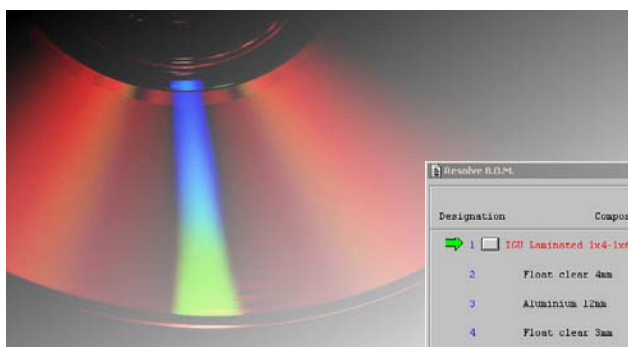
OPTIPLUS integrates full graphical data entry dialogue within its different modules. Included in this are true-to-scale shape displays and graphical printouts. Standard shapes may be selected from a catalogue or generated via CAD (**OPTICAD**) as required. These tools also support the entry of stepped IGU's, complex processes including polished edges, cut outs, slanting or round corners, drill holes and fan holes. The goal is to be able to complete all details at the order entry stage and to supply the customer with detailed drawings when required.



OPTIPLUS handles rectangular or shaped steps and all necessary dimensions are calculated automatically for further processes. The package includes automatic detection of products or parts to be purchased with an online link to the purchasing module. Different suppliers with specific prices and delivery terms may be assigned to these products enabling the system to create purchase orders with a mouse click or a keystroke. Purchase orders created this way may be faxed directly to the supplier by the system or data may be sent via EDI or EMAIL (see Online Communication EDI - Print Management). The system is based on a complex bill of material structure including all specific elements of a product. The order status management completes the package and is dedicated to tracking orders within the system. Status management comprises commercial (i.e. order entered, modified and printed) and production relevant status (bar-coding).

Graphical Aids

The system contains integrated graphical tools (**OPTICAD**), as previously mentioned. For rapid processing of orders it is essential that they be entered completely, including all necessary detail of shaped units, edge work and other processes. There is no need for further processing. the availability of CAD (**OPTICAD**) tools, combined with their technical knowledge provides staff members and sales representatives with an effective means to accommodate customer requirements. Time and costs savings, cycle time speed and yields are all increased. In addition, these modules feed the system accurate information for online pricing. Detailed drawings may be generated and then faxed, sent with the order confirmation or mailed. Use of this may be applied to customer orders and to purchase orders for your suppliers. Additionally, in connection with the production scheduling and control tools in **OPTIFER**, relevant production sketches (i.e. Georgian bill of material, shape sketches, IGU bill of materials) may be printed in selected modes.



Despatch and Route Planning

Specific routes may be created within the system and assigned to the customer's main address or to each delivery address. These routes may be changed individually during the point of sales order processing. Due to the fact that each route may have a specific delivery day during the week, the system is able to check the customer's required delivery date.

Route plans may be generated displaying details about deliveries including orders, items, quantities, dimensions, weight or stops on route. Interfaces are available for route schedulers (AutoRoute® or Map&Guide®).



Archiving and Financial Accounting

OPTIPLUS supports standard archiving systems with interfaces through print management software (BTA). Electronic archiving systems simplify information management and have become increasingly more important. Archiving systems available on today's market support optical disks and offer features necessary in the operation of a modern business environment. In addition, the **OPTIPLUS** system offers standard interfaces to most financial accounting systems and provides automatic transfer of invoices to ledgers and updating of open items for credit limit checks.

Online Communication EDI – Print Management

OPTIPLUS offers various ways to communicate certain types of events. EDI import/export of orders is available in the most common formats. Order confirmations, delivery notes, and other necessary information may also be automatically faxed through the system or sent via Email. Purchase orders generated may be transferred to suppliers in electronic format and/or faxed. Form generation tools allow for the user to define layout. The PrintMachine software package by BTA (supplied through **HANIC**) provides easy-to-use tools for form layout definition and handles print management and multi-rack control.

The screenshot shows the OPTICAP software interface. The title bar reads 'OPTICAP - [Graphische Kapazitätsanalyse *]'. The menu bar includes 'Session', 'Process', 'Production', 'Directories', 'Capacities', 'Administration', 'View', and 'Window'. The toolbar contains various icons for file operations, editing, and navigation. The main window is titled 'HANC SOFTWARE' and displays the 'Prod.resource 10 day overview' report. The report includes a search bar with 'Byronic XZY F52 Float cutting line' and a date range from '22.10.2001' to '02.11.2001'. The chart shows 'Zug' (Tension) on the Y-axis (0 to 8) and dates on the X-axis. The legend indicates 'Target' (red bars) and 'Real c.' (green bars). The data shows a general downward trend in tension over the 10-day period.

Date	Target (Zug)	Real c. (Zug)
22.10.2001	8.0	7.2
23.10.2001	8.0	7.8
24.10.2001	8.0	6.0
25.10.2001	8.0	7.0
26.10.2001	8.0	7.2
28.10.2001	8.0	7.4
29.10.2001	8.0	7.0
30.10.2001	8.0	7.6
31.10.2001	8.0	7.8
01.11.2001	8.0	7.8
02.11.2001	4.0	3.8

[illegible]

Various ways of presenting statistical analysis are provided with **OPTIPLUS**. As a standard the system comes with a certain range of commercial and production related statistical reports. Sales and volumes may be sorted and reviewed based on a variety of criteria (i.e. sales representative, customer, product group, and material group). Data regarding turnover, costs, quantities, m2 and lm is provided. Additional analysis is available through online SQL enquiries and interfaces with MS EXCEL.

The integrated costing module calculates accurate production expenditure by accessing relevant cost types: production material, packing material, energy, wages, depreciation, sales and marketing, machinery. Costs are calculated interactively for each order item and may be reviewed at any time during sales order processing and are available for numerous forms of analysis.

An integrated stock control module completes the **OPTIPLUS** package and offers important functions for glass merchants and manufacturers. This module controls stock dimensions, cases, fittings, finished goods and other relevant information. Minimum stock levels for specific products may be set within the database and, in the event of low stock; purchase order proposal lists are created by the system. Analysis including stock levels, average prices by supplier and product, lowest and highest price, delivery times and stock forecast reports could be produced by the system when requested.

Local Client Server Application
Server : Windows NT, 2000, Unix
Client : Windows 9x, 2000, XP

Server : Unix, NT, 2000
Client : Windows 9x, 2000, XP

ORACLE Version 9
Uniface Eight

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