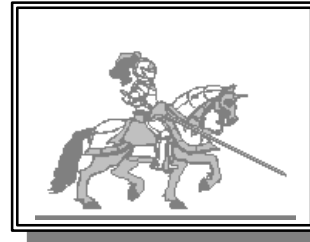


**HORIZONS INTERNATIONAL
MANUFACTURING
DISTRIBUTION
QUALITY MANAGEMENT**



Vertical Manufacturing Analysis

The answers to the following questions will help us to determine the best vertical manufacturing module combination to meet your business needs. Thank you for your help in completing this document.

Please tab between (or print out and write in) the following fields, filling in the appropriate areas with keyboard entries. Check boxes can be ticked via mouse or the space bar.

For the fastest response, you can email the document to sales@hzs.com for assessment by one of our product specialists, who will then email back a response as to the "fit" of our solutions to your needs. It will generally take between 3 to 10 business days to respond. Once a fit has been determined, then a product demonstration can be scheduled. For information on the status of this needs, please call 800-287-8014 x2 or 619-668-1481 x2.

Date: _____

Partner Information

1. Partner Company Name: _____

2. Contact Name (person handling this account): _____

3. Phone number of contact: - - extension _____

4. FAX of contact: - - _____

5. Email of contact: _____

Manufacturing Company Information

6. Company Name: _____

7. Mailing Address: _____

8. City: 9. State: 10. ZIP: 11. Country: _____

12. Phone: - - - extension 13. FAX: - - _____

14. E-mail: 15. WEB address: _____

Please be sure that company web site is included with all submitted forms. This provides our team with the ability to obtain a more complete idea of your manufacturing processes.

16. Who is (are) the decision maker (s) on this project?

Name: _____

Title: _____

17. Annual Sales: millions

18. How long in business:

The Purchase and Implementation

19. Purchase timeframe (when will hardware and software be purchased)?

20. How did your organization become aware of the Dynamics and Horizons products?

Existing Microsoft Dynamics Users Previous Use of Microsoft Dynamics Products

Technology Partner Recommendation Trade Show or Similar Event

Direct Mail Web Search Advertising

21. Implementation timeframe (when will implementation begin and when expected to be completed with the system functioning?): Start: Finish:

22. Will this project be a new project

addition to existing Microsoft DynamicsGP

23. Which level of Dynamics is being considered, or is already installed?

Dynamics Std Dynamics Prof Dynamics BE Dynamics AM

24. How many simultaneous system users do you anticipate in the following areas:

Total Dynamics Users

Total Horizons Users

General Business Information

25. Please describe the primary products produced by this manufacturer.

26. Which of the following represents the most appropriate industry for your business.

- Food Processing Chemicals Equipment/Instrumentation Pharma
 Medical Devices High Tech Materials (e.g. polymers, reagents) Paper Converting
 Injection Molding Extruding Personal Care Products Electronics

27. Please describe with % values the volume of production that applies in each category:

| Make to Order | Make to Stock | Assemble to Order | Outsourced | Lean/Demand Flow |
|---------------|---------------|-------------------|------------|------------------|
| | | | | |

28. What is the SIC code or NAICS code for this organization?

29. Please describe with % values the volume of production that applies to these categories:

| Discrete | Process/Formula/Batch | Multi Product/Single Process |
|----------|-----------------------|------------------------------|
| | | |

30. What are the current tools employed for manufacturing control?

- Integrated System Spread Sheets Manual Stand Alone

31. If Integrated or Stand Alone is selected, please share the software product names.

32. Is there a need to integrate any specific legacy systems to the DynamicsGP or Horizons products? Please provide a list of relevant applications.

33. Apart from your manufacturing needs, please provide us with a description of your vision of the complete business solution; this would include EDI, barcode scanning, ecommerce etc. as this will help us better understand how your business model operates most effectively.

34. Please provide an overview description of the flow of the production process. It is helpful if any industry specific requirements or language can be provided and if there are multiple levels or intermediaries in formulas please identify the most critical of these sub processes.

35. If your industry currently, or in the future requires specific functionality or tools related to government or professional regulations, please identify those requirements. If you are currently certified for ISO or other professional standings it is helpful if they are included. Some common requirements are CFR 21 part 11, serial/lot control, version control of part numbers etc.

Current Situation

36. Why is a manufacturing system being considered at this time? Some typical responses include Our technology platform is out of date and not responsive enough. We require additional transparency between business units for better decision making. We believe the right technology can provide a strategic benefit in our market place. We need to reduce costs by eliminating duplicate activities. We need to be able to make real time decisions. '

37. Please list the most important manufacturing information issues that you would like to resolve with the new system.

- _____
- _____
- _____
- _____
- _____

38. If you have identified specific measurable benefits that you would like to achieve, please identify them. These could include, increase inventory turns, improve cash flow due to lower purchasing levels etc. We would like to see these goals incorporated in your end of project evaluation benchmarks.

39. Please describe the evaluation and decision process that your team intends to utilize and provide critical dates if possible.

Basic Manufacturing Decisions

Inventory

40. How satisfied are you with your current part number schema?

41. Do you currently have perpetual inventory? Yes No

42. What is your inventory accuracy %?

43. How frequently do you execute physical inventories?

44. Please identify if the features below are a current, required or future need to support your manufacturing organization.

| Feature: | Current | Required | Future |
|---|--------------------------|--------------------------|--------------------------|
| Serial/lot track materials in system (ie not paper based) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Issue materials at point of use | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Back flush materials consumed | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Allocation of materials | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Multi bin | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Multi Location or multi status | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Bar code scanning | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Multiple Units of Measure | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Cycle counting | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Sales Orders

45. How many orders will you write and process in a day?

46. Are your sales orders configured for each sale (basic item with different options)? Yes No

47. What is sales lead time in days? (what is customer's expectation from receipt of order to shipment?)

48. What % of incoming orders are quote based?

Bills of Materials (BOM) & Production Entry

49. How many BOMs do you have?

50. What % of these BOMs are active?

51. How many levels might be on a BOM?

52. How long, in days is your production cycle?

53. Please identify if the features below are a current, required or future need to support your manufacturing organization.

| Feature: | Current | Required | Future |
|--|--------------------------|--------------------------|--------------------------|
| Do you use phantom assemblies in your manufacturing model | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Do you require % quantities for batch formula's | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Do you have scrap or yield requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Co products produced | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Bi products | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Do you use Alternate / Substitute items on a work order | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Do you have formulas or recipes | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Do you produce in batches that are later individually packaged | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Add same materials at different stages of production (sequencing) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Provide Batch Tickets to Production that combine operations and materials use by step. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Track by version changes to Bills of Material or Recipes for historical, regulatory or other purposes. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Create formulas specific to customer requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reformulate Recipes due to properties of components or other changes. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Costing/Valuation

54. The DynamicsGP environment supports multiple costing/valuation methods, some of the more common are actual costing or standard costing. Please identify your current costing/valuation method and your future method.

Present Valuation Method:

Future Valuation Method:

55. Are there any costing/valuation issues specific to your industry that should be considered? Examples are fluctuations in the market costs of metals, or project type manufacturing that will require project or job cost tools.

Production Processes

56. Please identify if the feature is a current, required or a future need to support your manufacturing organization.

| Feature: | Current | Required | Future |
|--|--------------------------|--------------------------|--------------------------|
| Materials items consumed in production change from the BOM after production begins | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Final quantities consumed in production vary from the BOM after production begins | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Control/approve BOMs before production can begin | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Track/manage WIP costs as a performance analysis tool | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Labor and overhead costs are considered as part of your total production costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Final quantities produced will vary from the target quantities expected (yields) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Final products produced may not meet expected specifications | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| We have production processes or a cellular manufacturing structure where multiple products are generated during a single process run | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Need to track Bi Products | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reformulate component requirements during production | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Support Lean Manufacturing or Demand Flow production processes | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Shop Floor Management

57. How do you do your labor time collection?

Time Sheets Scanning/Electronic Nothing

58. Do you want to change this method? Yes No

59. What method do you wish to change to?

60. Please identify if the features below are a current, required or future need to support your manufacturing organization.

| Feature: | Current | Required | Future |
|--|--------------------------|--------------------------|--------------------------|
| Detailed routings with production instructions | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Costing related to detailed production events | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Capacity planning related to work centers/ Operations | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Work Center Capacity Information | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Use comparison of actual to plan for management analysis | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Apply actual time to specific work orders | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Time sheets | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Provision of Electronic documents to shop floor activities. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Provide detailed production schedules to individual work centers or departments. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Material Planning and Management

61. Please identify if the features below are a current, required or future need to support your manufacturing organization.

| Feature: | Current | Required | Future |
|---|--------------------------|--------------------------|--------------------------|
| Formal MRP Processing | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Do you use Reorder Points or Safety Stock levels? | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Purchase materials on a per job basis | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| System generated PO suggestions based on total production needs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Formal Forecasting processes | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Outsourced goods and services to be purchased | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Maintain contract or quantity break pricing from vendors | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Quality Control/Regulatory Compliance

62. Please identify if the features below are a current, required or future need to support your manufacturing organization.

| Feature: | Current | Required | Future |
|--|--------------------------|--------------------------|--------------------------|
| Received Materials Inspection for some or all products. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Provide Certificate of Analysis or other documents demonstrating quality control to customers. | | | |
| Statistical Process Control. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Automated Non-Conformance Management system. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Paper/Excel based non-conformance management system. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Formal defect analysis process for returned or defective items. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Vendor scorecard or other formal vendor evaluation or qualification processes. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Automate data collection for quality control in production process. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

General Comments

Please feel free to address any comments, ideas, questions or concerns you may have.
