

winman®

ERP System for Distribution



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Business Process Optimisation

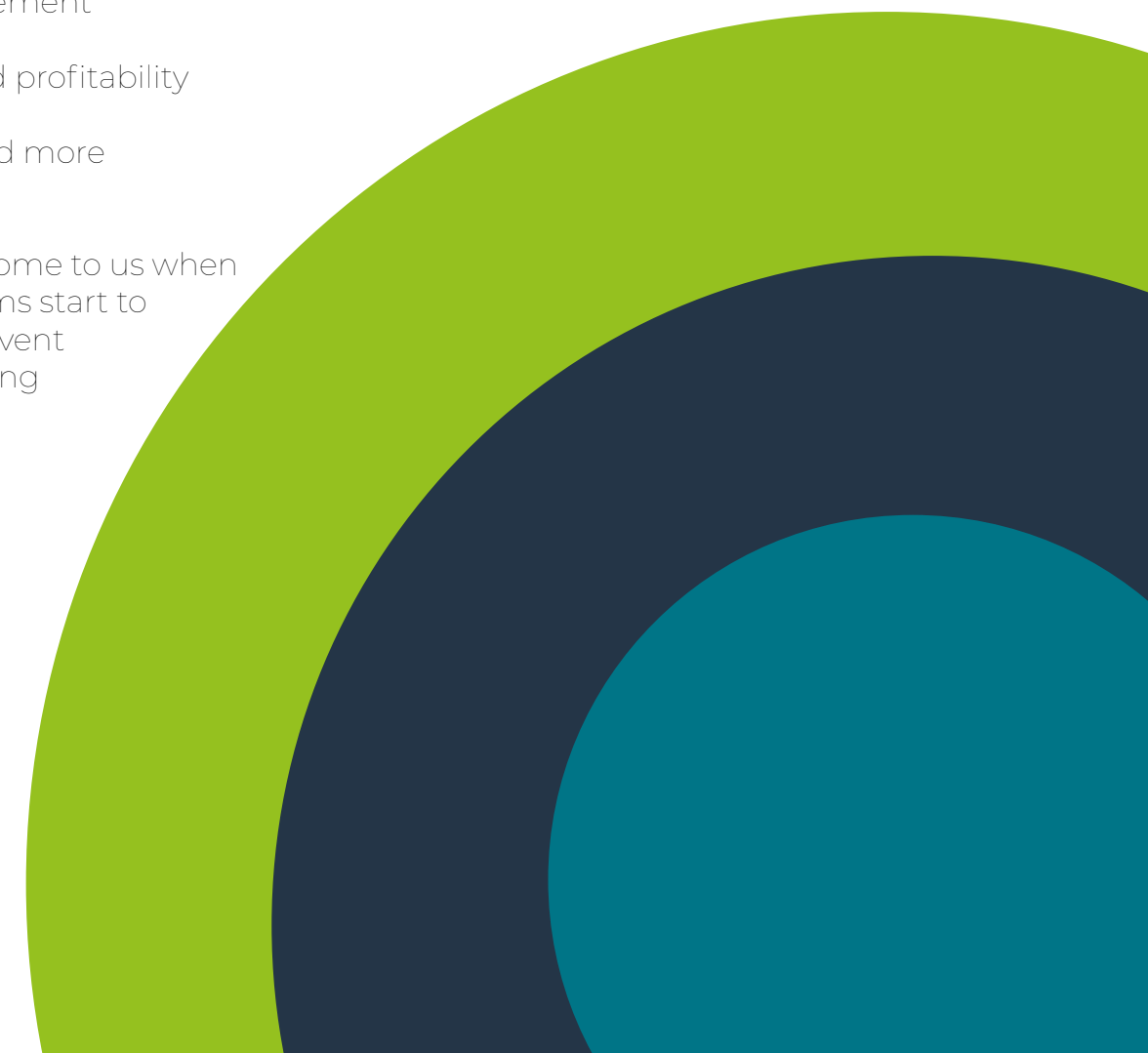
Methodologies designed to take your business to the next level sit at the heart of what WinMan ERP Software does.

At WinMan, we partner with a range of small, medium and large businesses, supporting their needs within the manufacturing and distribution sectors. WinMan ERP Software helps them accelerate to higher levels of efficiency and productivity, allowing them to focus on continual improvement and growth.

Everything we do is aimed at helping you to align software with your real world needs and requirements, be it:

- Streamlining of operations
- Risk reduction
- Process improvement
- Cost saving
- Productivity and profitability
- Visibility
- Compliance, and more

Many businesses come to us when their current systems start to limit them and prevent them from unlocking their full potential.



Our Story and Motivations

WinMan started out as an Enterprise Resource Planning solution dedicated to manufacturers who were balancing lots of suppliers, material requirements, financial and business data, production processes and complex supply chains, satisfying a combination of business-to-business and direct-to-customer operating models, amongst others.

Build.

Set the building blocks in place to understanding what matters

Built in Microsoft **Win**dows, 100% .Net and SQL Server system, ready to fulfill a buoyant **Man**ufacturing industry and its sub-sectors – **WinMan** was born.

Learn.

Identify what it means and how it flows together

True to form, WinMan's original objectives to integrate systems and accelerate digitalisation for manufacturers remains the same.

Grow.

Unlock the secrets to what works for your business

All products have and continue to be developed in-house by a dedicated team of highly technical experts. Our unique offer brings together business process optimisations and systems integrations to enable sophisticated all-in-one business management, through a flexible and configurable product.

Excel.

In people, product and throughout the journey

Platforms

Flexibility is key, so we've developed three solutions to ensure there is something for every type of business. In 2019, we soft-launched our Cloud solution, offering you higher levels of accessibility, built on the cutting edge of technology.

Hosted solutions offer you the best of both worlds combining elements of Cloud and On-Premise. Whereas our On-Premise solution is the most established of all offering you total control.

1. Cloud

- Truly online, access anywhere
- Fully remote from a range of devices
- Pay as you go, for SaaS technology
- Use and license with secure storage



2. Hosted

- No server required
- Middle ground between cloud and on premise
- External or site specific
- Stress free infrastructure management



3. On-Premise

- On site server, with total ownership
- Independent infrastructure
- You manage in-house
- You implement your own maintenance support



Users Licenses and Applications

The WinMan system offers a range of user settings based on the platform you decide to go for, as well as the endless ability to integrate external data points. The expert customer teams will guide you on what will work best for you, and whether or not the old, fragmented systems you can't do without, are still the best way to continue forward!

Cloud

- **Power** users - access all areas full administration and the support hub
- **Standard** users - access all areas with the exception of system settings, sites and the support hub
- **CRM** users – customer relationship management, and tasks
- **Service Engineer** users- tasks, expenses, service
- **Lite** users – tasks, time sheets, and expenses

On-Premise

- **Concurrent** users - permission groups available

Applications

- **WinManGo** applications for shopfloor data capture – access for portable handheld devices: phones, tablets and scanners, for focused process tasks
- **Bartender** for industrial barcoding and labelling automation – integrated and centralised control
- **APIs and plugins** to transfer and integrate external data systems
- **WinMan BI** for enhanced data visualisation and synced reporting analytics – accessible and user-friendly

Sectors

Solutions for the full range of manufacturing sectors.



For more details visit www.winman.com/sectors

All the Features



Accounting and Finance

FEATURE

End-to-end solutions that link back, at every corner, to your financials, from day-to-day business performance tracking and monitoring, to the speeding up of administrative tasks.

Unlock integration that enables complete visibility.



Centralise bank accounts, terms and conditions, currencies, taxes: both local and international, price lists, discount terms, inventory, expenses, purchasing, sales orders, supplier and customer data, as well as standard and actual costing functionality – all in one place.

WHY

Fragmented systems that simply will not connect to one another and heavily manual processes are two of the leading reasons why businesses take the step to implementing a fully integrated ERP solution.

Simple accounting practices combined with sophisticated tools facilitate the smooth and successful running of your entire business.

“I used to spend hours manually creating invoices”

GAIN

Full control of your finances, solutions for open banking and the ability to report at granular and top-level summary levels

- Customise chart of accounts
- Track inbound and outbound goods
- Monitor stock allocations and expenses
- Automate batch invoicing and reporting
- Monitor returns, credits and refunds
- Integrate tax regimes, shipping calculators and more

Fully auditable transaction histories are logged as standard, to ensure that the books balance, so you can focus on the demands of your operations.

Financial management



Sales and supply tracking



Cost management



Document Management

FEATURE

Centralise information, minimise paper and maximise efficiency with digitalised document management.

Do business with the confidence that all of your important files, specifications and data can be accessed from one system, anywhere.



Be the enabler of collaboration with an ERP software solution which integrates across your business, is set up to adapt to the modernising work environment and will hold all of the technical information required to operate your facilities in one place and make it available at your fingertips.

WHY

Safeguard your business by converting manual documentation processes to an online system allows you to backup, secure or protect your data and improve disaster recovery, as well as opening opportunities to better utilise office or plant spaces and boost productivity.

“Tagging allows us to group items, so we have all of our documents linked”

GAIN

A full range of benefits from taking the time to review, optimise and digitalise your businesses paper trails, including:

- Document control and versioning
- Open up accessibility and transparency
- Breakdown cross-department silos
- More physical space for manufacturing operations, innovation or to build customer focused showrooms
- Reduce the time it takes to create quotes, invoices, purchase orders and more through automation

Offering you complete integration from top to bottom.

Create proximity



Go paperless



Space to expand



Customer Relationship Management

FEATURE

Manage customer relationships and interactions to monitor and improve your business' reputation or understand how it's perceived.

Track demographics and align with purchase trends, touchpoints and build up a picture of the indicators of success.



Drive higher levels of customer understanding and engagement, whilst building a solid contact database where you have meaningful conversations, as well as putting yourself in a position where you can analyse live market data to proactively respond in line with customer needs and requirements.



WHY

Transforming the way you communicate, and how you record daily insights, gives you the ability to harness data and market intelligence gathered from interactions, helping you to create long term demand driven plans.

“We now look forward to the future with real confidence”

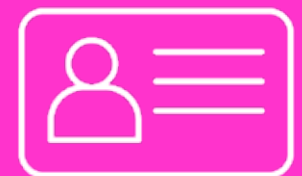
GAIN

A platform enabling you to control and manage the quality of the data being put into your system

- Create targeted audience segments
- Understand how prospects and customers behave in the run up to making a purchase
- Improve customer service and value
- Monitor market penetration to inform product development strategies
- Identify problems and opportunities

Make the collaborative efforts of analysing, cleaning, forecasting and reporting marketing and sales data easier.

Build relationships



Store critical information



Update on the go



Reporting and Data

FEATURE

Covering all the basics and more, access both standard and customisable reporting which can be fed into dashboards or embedded as widgets in your home screens, tailored by department or users to suit your information sharing strategies.



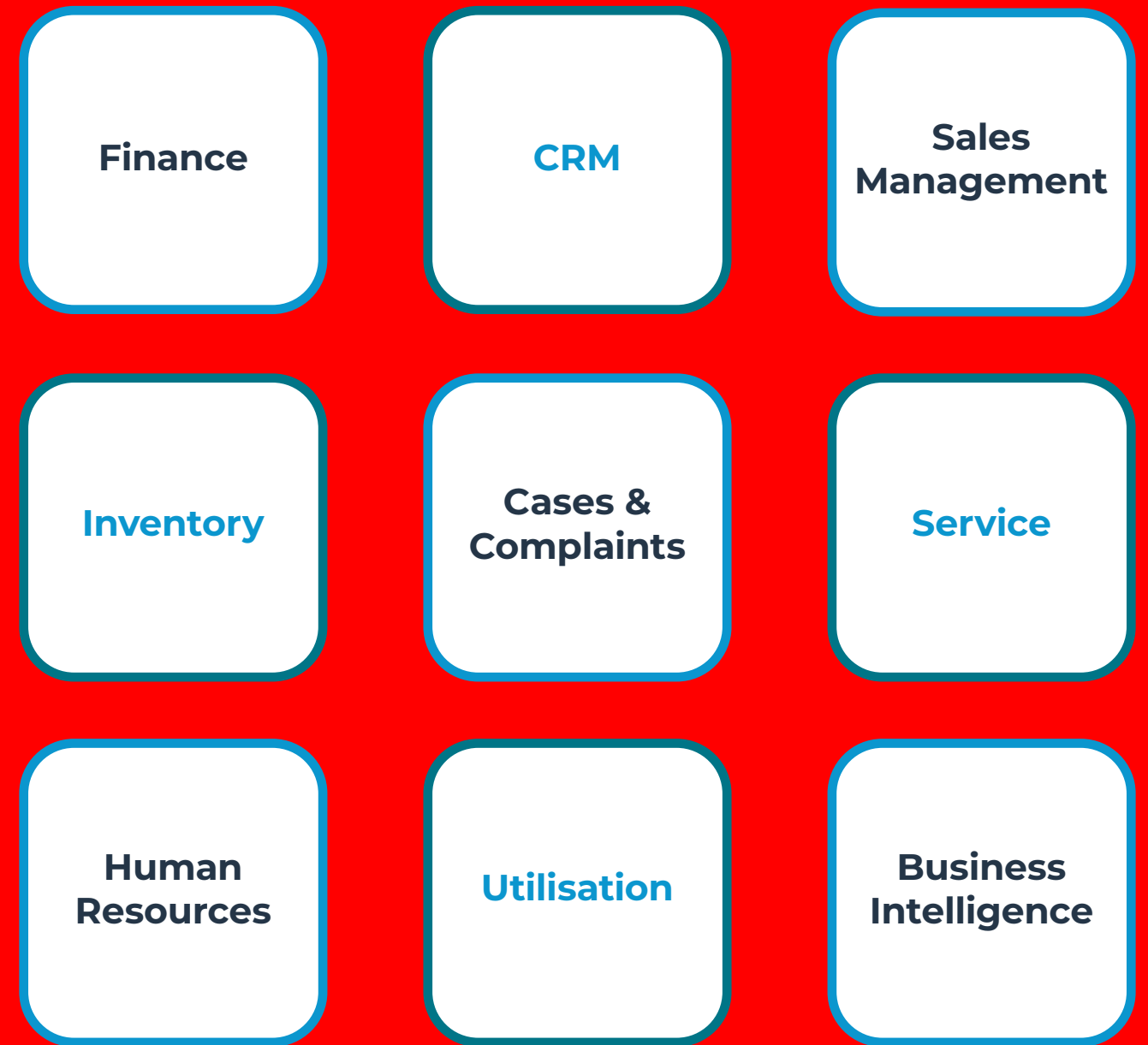
WHY

Make connecting the dots or moving the needle on important projects and targets easier – build-in automated workflows, triggers or tolerances to keep your teams on track to meet and exceed performance metrics.

Monitor the planned vs the actual, project rolling forecasts and track budgets, speed up reconciliations, plan capacities and resources, understand product availability, assess customer accounts, score suppliers based on quality, breakdown costings and so much more.

DASHBOARDS

Configure and arrange your data to provide you with easy to digest insights, that quickly update you on performance, impact and highlight the areas that need your attention most.



B2B and B2C e-Commerce Integration

FEATURE

Integrate your business management solution with your e-Commerce channels to create a free-flow of data including both product specification data and incoming sales orders.

A system that gives you the vehicle to scale your distribution business online.



Propel your business forward with a core system that you can build tailored integrations into, connect your online sales channels, including but not limited to: Shopify, Evolution X, Red Technology, Amazon, eBay, ShipStation, Magento and others.

Continuous product development and new integrations being added all the time.

WHY

Methods for ordering and purchasing online continue to grow and become the norm, as traditional approaches to buying and selling shift with technological advances. Being present in places where your ideal customers are researching, or shopping puts your offering on the table for consideration.

“Our online orders are updated in real time - from live and available stock”

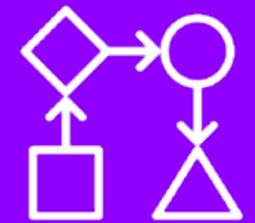
GAIN

Access to a tool that helps you to link the online with the physical production required to deliver order fulfilment

- Track online buying habits
- Customise or recommend products
- Lower long-term costs
- Unlock 24-7 channels
- Build customer data
- Enable more accurate, real-time data

Futureproof your operations to drive higher levels of awareness, growth and measurement to help you make informed decisions based on your data.

Configurable integrations



Automatic order updates



Scale for growth



Inventory Management

FEATURE

Complete management of your stock from component level, right through to fully assembled products. Inventory management allows you to control your incoming purchased goods, storage sites and monitor everything from materials to shelf life, sales demand, and orders shipped.



Setup a range of counting, classification or coding criteria in your system. Enable faulty or returned stocks to be processed through your business management tool, triggering alerts or inputs to ensure the data that matters to you is recorded and linked to your financials. Record and monitor every item in your inventory, tracking their every movement from your batch or lot identifiers from inventory trace and review modules.

WHY

Lengthy, manual processes full of errors and great difficulty in finding the root cause are often the reason an integrated inventory management tool is deployed. Helping you to free up time to focus on output or high priority tasks.

“We’re now able to rotate stock automatically and stay lean”

GAIN

Greater levels of stock visibility, on the where, what and when it should be used by, or how long it’s been in your inventory with:

- Full product and inventory traceability
- Batch management
- Control stock moves, usage, packing through to shipping
- Ability to create stock locations and zones
- Speed up product recall activities
- Satisfy audit trails to meet regulations or certifications

Gain complete control over every process needed to distribute your products, all within a single system.

End-to-end stock control



Quality control



Manage stock locations



Product Data Management

FEATURE

Store data, specifications, and related information for each of your products across a suite of tools designed to help you monitor control and report on your products. Linking all areas of your business from suppliers to configurations, dates and more.

WHY

Complex product builds require tools to match the job in hand. Many businesses experiencing periods of high demand and growth, unlock higher levels of potential when their systems and processes align.

“We can now deliver the millions of combinations back-to-back”

GAIN

Product hubs and configuration tools that speed up your process, take into consideration your customer requirements, what's available or when it will be, create product variations as well as the ability to feed in important commercial import or export data.



Colours and Sizes

Dynamic Pricing



Attributes and Measures

Alternative Parts



Commodity Codes



Warranty Management



Shipping and Logistics



Automate process



Create estimates



Ship on time

FEATURE

Speed up the planning of all outbound, and if required inbound, shipments. Aligning each part of your processes through seamless workflows that keep all of your teams up-to-date.

Do everything from selecting shipment methods, to connecting with carrier networks such as UPS, FedEx, Royal Mail, DPD, Parcel Hub and more, as well as the creation of cost estimates and export documentation.

GAIN

An all-encompassing system to deliver your every need, with the option to plug-in and connect with external suppliers to link up your complete shipping operation

- In-built cost calculators
- Pre-set multiple delivery addresses
- Proforma shipment alerts and sales schedules
- Recommendations on where multiple orders could be consolidated
- In-system tracking code creation and bolt-on printing tools
- Picking and packing lists – also available via the WinMan Go apps
- Transport route management

“99% accuracy of on-time deliveries due to accurate stock information”



WHY

Supply chain management can be a tricky business, especially with lots of moving parts that sit in different systems. If business is booming but something in your shipping and logistics always lets you down, it's time for a new strategy.



Marketing Integrations



Integrated data



Capture and report on insights



Automate workflow

FEATURE

Track campaigns, apply system-wide promotional pricing and integrate your third-party marketing tools to feed insights, performance and more into your centralised business management system. Setup and see how lead sources, the opportunities, and their pipeline value, combined with the ability to log notes and information in their CRM records helps you add value to both prospects and existing customers.

GAIN

A system that gives you all of your operational data in one system, so you can connect the dots and link it through to your analytics tools to measure

- CRM - record the number of touchpoints or attribution over a contact's journey
- Set task classifications to monitor communication types or activities
- Track conversion rates from opportunity to win and loss rates
- Setup campaign projects and feed in external marketing email provider's open or click rate data
- Tag accounts and contacts to segment and deliver tailored content based on past purchases, industry sector and more
- A system you can truly tailor to align with your needs

“It’s the best CRM functionality in the ERP systems we reviewed - tracking business opportunities, campaigns and customer interactions”



WHY

If you can't track your audience segments, record insights, or understand market demands to create content that inspires them to take action, then you're ready to start talking about WinMan ERP with integrations to your marketing tools. Coherent communication, with consistent branding, that keeps both your internal and external stakeholders informed sits at the heart of your marketing strategy.

Supply Chain Management

FEATURE

Centralised management of information critical to supplier relations and supply chain efficiency. Allows you to put a microscope over your supplier agreements, terms, communications and more.



Supplier Specifics

Automate Processes

Alternative Providers



Currency Variations

Import and Export

Stage Tracking



WHY

With increased supply chain complexities, geopolitical and pricing pressures, having a firm handle on your end-to-end supply chain is key. Modern manufacturers often struggle to obtain accurate information about the status of their operations, leading to the tough decision to find a tool that can give you a better and longer-term picture of performance.

“We are successfully managing stocks and bought-in costs... equally obtaining far more accurate measures of supplier performance”

GAIN

The ability to drill down on the what, the how and the why suppliers impact your business operations. Take the opportunity to:

- Consolidate your processes
- Create clarity and collaboration
- Improve supplier performance
- Maximise inventory yield
- Record meaningful data
- Identify cost savings

Labelling and Printing



Automate process



Waste management



Create and send

FEATURE

Imagine a system where labels and prints pre-populate and can be sent to your devices ready to stick on, send or email at the push of a button – in the final steps of completing your processes.

Satisfying the creation of everything from invoices, orders, pick and pack lists, dispatch notes, your carrier's shipment labels, barcodes and more.

GAIN

Customised solutions that help you link manual processes through a series of in-system and automated workflows which make sure you don't miss a step

- Setup your templated brand colours, logos and fonts
- Create PDFs or Excel files that can be printed or emailed directly from the system
- Link the files created to your CRM contacts or accounts
- Automate processing at set times
- Enable batch labelling or as orders come in
- Create your own standardised EAN barcodes

“When preparing a delivery, we scan the boxes onto the carrier to confirm that the load includes everything that’s expected”



WHY

The creation of labels and matching paper inserts to fit a range of sizes, shipping methods and materials can be laborious, especially if your team is used to handwriting, adjusting font sizes for visibility or cutting down to fit awkward spaces. Reduce wasted time, resources, materials and money in the long term, by taking the leap to automate and digitalise your printing operations.

Sales Management



Monitor pipeline



Learn success factors



Build relationships

FEATURE

Bring together all the stages that are critical to your sales management processes. Digitalise your checklist to track everything from lead qualification, opportunities and order, through to feeding orders through your production process, invoicing and more.

Upload product pricing, set promotional time-bound pricing or bulk order price breaks to automatically apply as you prepare proposals and quotations.

GAIN

End-to-end, fully auditable workflow and management of your entire sales processes

- Centralise pricing and record customer or supplier specific rates
- Create invoices and credit notes at the click of a button
- Manage and pay sales commissions
- Track returns, repairs and replacements, plus the cost of poor quality to you
- Record shipping terms, currencies, exchange or tax rates, warranties, set default ledgers and more
- Allocate stock to a sales order
- Feed-in sales data to picking and packing processes

“There’s no guesswork, we match sales orders to manufacturing capacities as soon as they come in”



WHY

Getting to the heart of why your sales are rocketing, or why your most successful channels are your most successful, starts with your data.

ERP systems enable you to free-up time by automating manual processes so that you and your teams can focus on building lasting relationships with your prospects and customers or on trend-led innovations.

Human Resources



Resources and recruitment



Learning and development



Time management

FEATURE

Align resources, skills and availability with tasks and projects that allow those most capable, within your teams, to perform, control and deliver on time.

Facilitate onboarding schedules, meetings and create centrally accessible skills matrixes to allow you to build, grow, train and develop your valuable human resource.

GAIN

Closer relationships with both established individuals, and new recruits or candidates as they navigate through the hiring phases, settling into their roles and continued professional development

- Digitalise your induction checklist
- Log time and attendance via the app
- Record performance and personal records in the manager hub
- Empower learning and time spent on training or upskilling
- Monitor leave and any associated trends

See it all - everything from people, the financials, to the time taken in production and onward delivery to your end customer.

“Our onboarding checklist is now completely in WinMan, with inductions tasked directly on those responsible”



WHY

Keeping track of production or distribution outputs may be your focus, but in today's climate having teams who are both knowledgeable and skilled in their areas of expertise is a key priority to talent management and retention.

Make sure no one factor gets left out, by doing it all in one system.



WinMan Go



Quick data entry



Reduce IT equipment



Report in real-time

FEATURE

Streamline your IT requirements with the WinMan Go App, a fully integrated suite of applets designed to help you input and view data from anywhere through a range of handheld devices.

Reduce manual data entry and time spent with tools down.

GAIN

Greater levels of mobility both in and out of your warehouse

- Direct data entry to key modules, such as CRM, barcode scanning and more
- Stock checks, takes and moves
- Labour recording and booking onto or off jobs and tasks
- Record inspection and test results
- Enter expenses and time and attendance
- Pick, pack and ship
- Proof of delivery and goods receipt

Access secure user identification to monitor performance, control your process with drop down filters and structured process flows, utilising geolocation technology, image capture and document upload functionality.

“Our warehouse is now 100% paperless with all of our data logged via the Apps”



WHY

Save time and money in the long run by using one app that can provide you with the tools to digitalise data entry, whilst also reducing your carbon footprint and eliminating double entry in multiple systems or formats.



Warehouse Management



Control and review inventory



Store test results



Inspect imports and exports

FEATURE

Accurately manage stocks and supplies, as well as your distribution logistics and shipping operations.

Hold all the information you need to match your available inventory with your customer demand, plus the ability to integrate third-party tools that are critical to your processes.

GAIN

Higher levels of control enabling you to quickly organise busy warehouse spaces

- Fully integrated inventory review
- View centralised summaries of your purchase orders, goods receipted and system-generated recommended actions
- Organise stock scans, moves and counts, automate alerts based on your frequency requirements
- Create storage types, areas and locations, capacities and classifications
- Apply fastest or slowest moving logic
- Enable put away logic, sequence available locations – to help your teams correctly setup pick faces and automate replenishment trigger points
- Ring-fence pre-allocated stock and speed up the packing process
- Access and record test results

“We’ve eradicated all those trips into the warehouse to manually double check the availability of a product”



WHY

Take the stress out of complex stock deliveries, raw material storage, order processing and more. Access intuitive software designed with your distribution operations in mind, your extra layer of support which automates reminders and keeps control of stock levels.

Giving you both the freedom to focus on the activities that matter most to your business and speed up the decision making processes on whether, or not, to reshuffle your storage areas.



Governance, Risk and Compliance



Regulatory standards



Quality management



Sustainability and environment

FEATURE

Meet industry requirements effortlessly with a fully audited business management system. Store or link copies of your regulations and certifications, as well as monitor your overall compliance with them.

Record related tasks, monitor quality by operator or set your system to notify you when you're close to limits.

GAIN

Fully traceable and end-to-end visibility of each part of your operation – complete control

- Every action recorded
- Time and date stamping
- User identification
- Prove compliance
- The ability to retrace your steps, if a part of your process falls short
- Set a range of parameters to ensure and manage quality
- Manage risks ahead of time with forecasting
- Confidently pass certifications or accreditations
- Control use and sell-by dates

Drive your business to meet health and safety, environmental, quality and energy standards.

“Minimise the risk of using out-of-date raw materials and reduce the cost of wastage”



WHY

If every audit is a huge undertaking that just never seems to get better, it may be time to re-evaluate your governance strategies. Taking advantage of digital systems, which help you to consolidate the everyday steps to compliance, and accommodate the instances where a deeper dive is required, could be the exact solution you need.

System Options

FEATURE

Your key to unlocking, enabling and configuring all the functionality you need, or want, to access to help you run your business through an all-encompassing, cutting-edge ERP software.



Global and Local

Customer or Supplier



Site Specific



Module Specific



Integrate APIs and Plugins



User Specific



WHY

Restricted by your current software solutions or processes? Unable to trace if someone makes a change?

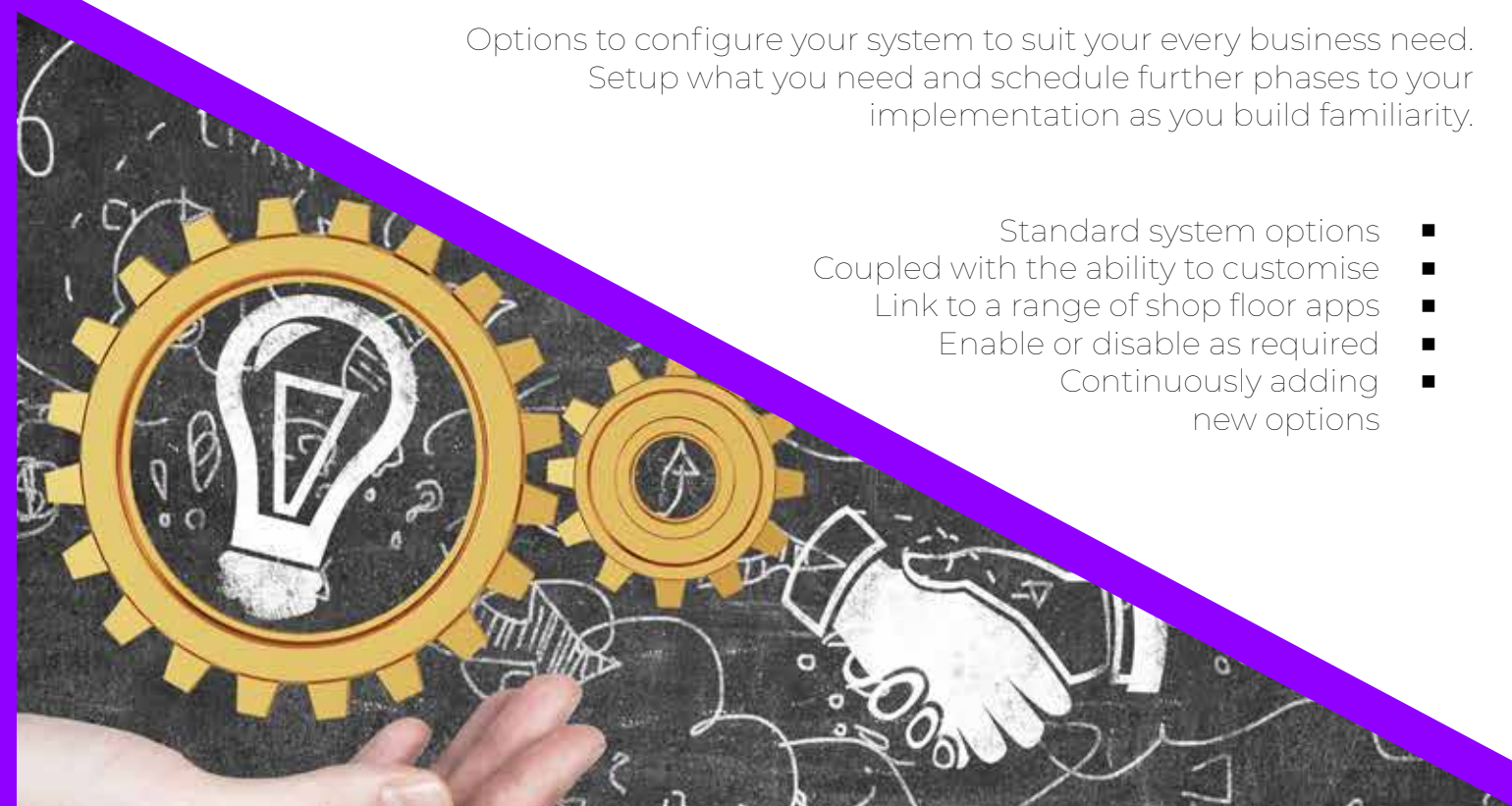
Systems that give you higher levels of flexibility to wrap functional features around you, allow you to put your best foot forward. Put a stop to the struggle - match your processes and digital systems with your true day-to-day activity.

“Some of the most comprehensive system options I’ve ever seen - an option for everything you could want your system to do”

GAIN

Options to configure your system to suit your every business need. Setup what you need and schedule further phases to your implementation as you build familiarity.

- Standard system options
- Coupled with the ability to customise
- Link to a range of shop floor apps
- Enable or disable as required
- Continuously adding new options



Universal Functionality

FEATURE

Functionality that sits in every module - store the same types of information in any place across your system, with familiar areas readily accessible by all your team members, and cross-departmentally.

Tools designed to put your data at the very heart of your system.

“The underlying advantage of WinMan for us was its flexibility and the ease with which it could be tailored to suit our specific needs”

WHY

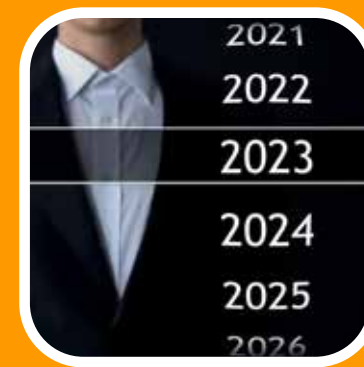
Move away from the fragmented and into a digitalised world, which enables you to organise, store, locate and follow process, without the physical burdens often found in office spaces.

Never forget, or lose, any of your most important information ever again, with a fully Integrated ERP solution – connecting every part of your business together.



GAIN

Consistency that runs through your system, making it easy for new users to get the hang of quickly. Take advantage of universal functionality to keep everyone on the same page.



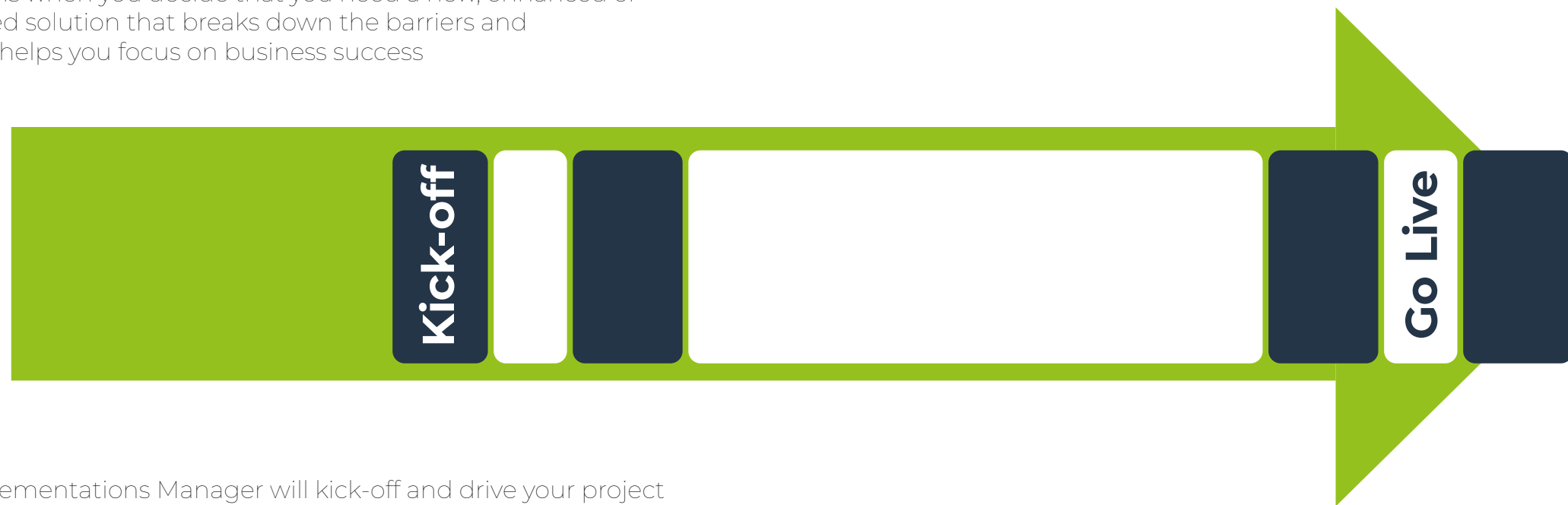
The Journey



Continuous improvement.

Lasting partnerships with the WinMan team, helping you build bigger, better systems, processes and businesses in the long term

Your journey begins when you decide that you need a new, enhanced or integrated solution that breaks down the barriers and helps you focus on business success



With in-house support, development and quality teams working to enhance solutions as technologies advance

Your dedicated Implementations Manager will kick-off and drive your project throughout - working very closely with your teams to understand their processes and to develop your new solution to wrap around best practices for your operations



Contracted maintenance.



Where It Started

1994

Systemware incorporated as a reseller of WinMan for TTW

2000

V6 launched

1995

V5 launched

2005

V7 launched
SQL NET

2008

Management buy-out

2015

Systemware WinMan LLC launched

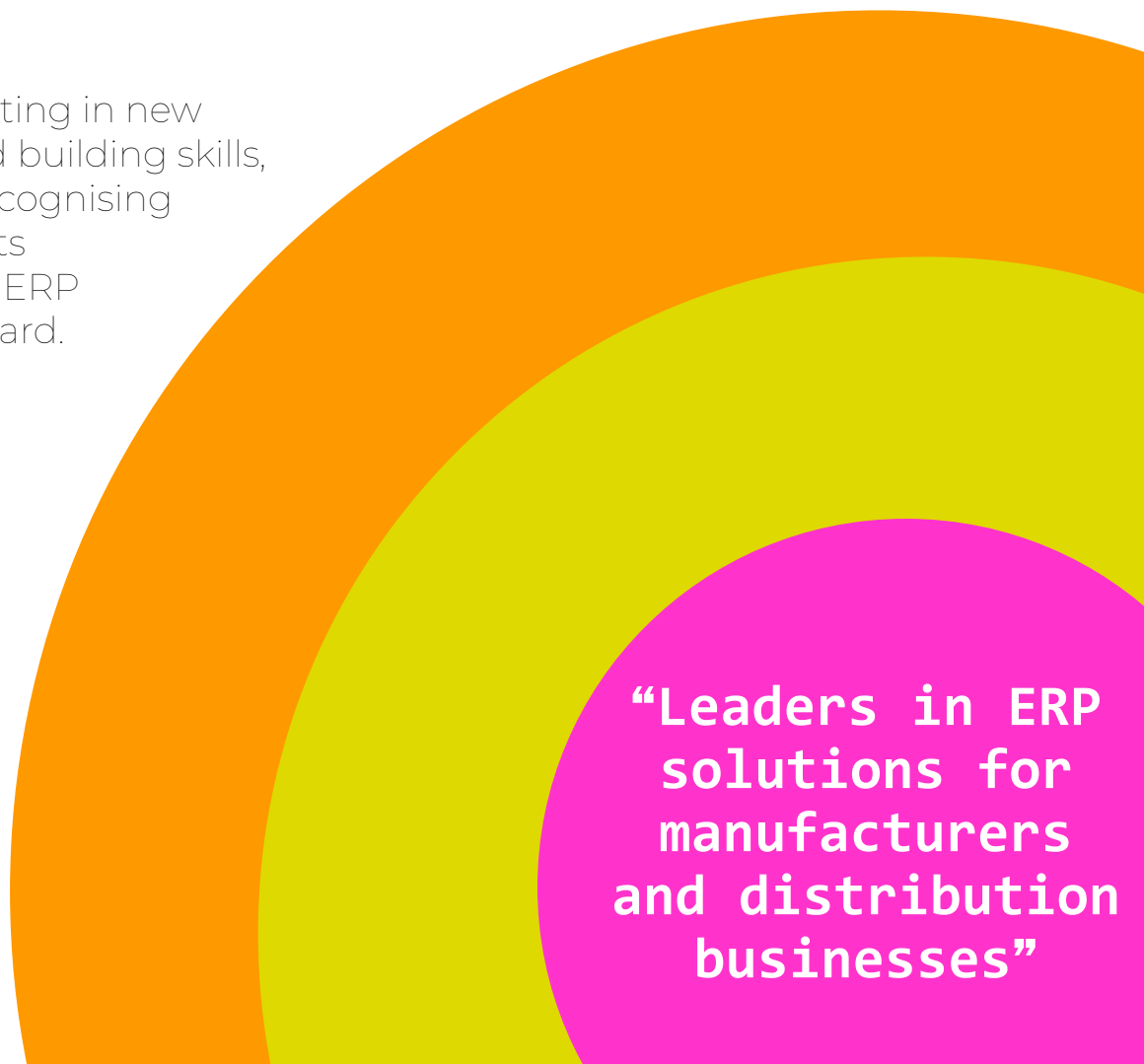
2013

Systemware acquires majority share of TTW

2020

V8 and WinMan Cloud launched

Continually investing in new technologies and building skills, nurturing and recognising key developments to keep WinMan ERP progressing forward.



“Leaders in ERP solutions for manufacturers and distribution businesses”

Birmingham, UK



Sales, Implementations, Development and Support

Rockford IL, US



Sales, Implementations and Support

Brighton, UK



Development Team

Experience.
Quality.
Value.
Collaboration.

The WinMan team is made up of talented individuals, from in-house software developers focused on the latest technology, to enterprise resource planning experts and implementations consultants.

Our solutions enable you to undertake a digital transformation of the way you run your business. Delivering process improvements and optimisations along the way, designed to support your growth.

We deliver tailored ERP solutions that optimise operations, empower distributors, to drive excellence through innovation and exceptional service.

Start your [discovery](#) journey today.

Contact us now to discuss.

**All-in-one
ERP software
solutions.**

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