

# INNOVATION

SOFTWARE FOR FLEXIBLE PACKAGING

## THE IMPORTANCE OF MANAGEMENT SOFTWARE!

- SAVE TIME ←
- REDUCE COSTS ←
- BE MORE EFFICIENT ←
- PRODUCE BETTER ←
- STAY AHEAD OF COMPETITORS ←

## SOFTWARE NEWS

Customers who invest in  
their future!

**FLEXIBLE PACKAGING**  
IMPROVEMENTS AND DEVELOPMENTS!



# WHO IS SISTRADE?

SISTRADE – SOFTWARE CONSULTING, S.A. IS A GLOBAL COMPANY SPECIALISED IN SOFTWARE DEVELOPMENT AND CONSULTING SERVICES FOR DIFFERENT ACTIVITY AREAS, PARTICULARLY FOR INDUSTRY AND SERVICES.

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ISTRADE aims to provide information technology solutions based on the latest technologies for organizations, so that they take advantage of innovative management solutions, allowing the organizations not only good internal management, but also a growing connection with partners through e-commerce and online collaboration tools. The company with a team specialised in developing web based software, and knowledge of different business processes is based in the north of Portugal, in Oporto, and is currently a leading provider of management software for industry and services. The skills conceived and developed by SISTRADE allow implementing solutions in organizations with real added value.

## Solutions

Among MIS|ERP Sistrade® Print solutions one can find estimating, commercial management, financial management, human resource management, fixed asset management, research, development and innovation management, stocks & purchases, production management, SCADA & shop floor control, scheduling, mobile picking, Ebusiness, JDF, balanced scorecard, equipment maintenance, quality control, mobile business, project management; that are designed for such markets as offset printing industry, newspaper printing industry, label printing industry, rigid packaging printing industry, flexible packaging printing industry, digital printing industry, form printing industry,

envelopes printing industry, woven labels, publishing industry, plastic extrusion industry, metalworking industry, textile industry, food industry and services.

## Research, Development and Innovation

SISTRADE is a company certified by Portuguese Institute for Accreditation (IPAC) in NP 4457 : 2007 Portuguese standard. With the implementation of the standard, it was possible to systematize the innovation, research and business development processes.

Since its founding, SISTRADE has participated in research projects with many entities of the national scientific system, such as INESC (The Institute for Systems and Computer Engineering) and FEUP

(Faculty of Engineering, University of Porto), looking for synergies arising from the exchange of knowledge between academia and business.

## Quality Certification ISO 9001: 2008

The objective to provide the customers products and services of the highest quality, to increase customer satisfaction and to work on a path of continuous improvement has led the company to implement ISO 9001: 2008 standard.

## Values that drive SISTRADE

At SISTRADE, as an information technology company, the contact with the most recent and up-to-date technologies is constant, and there is no difference, at a technological level, between managers and the remaining staff. Thanks to the operational proximity between human resources, the transmission of company values is multi-directional. Values, such as innovation, help and team spirit, clearly influence the company's organization and functioning. The company's growth is due to implicitly developed important values, such as: innovation capacity; team spirit; continuous improvement; creativity; quality; transparency; responsibility; flexibility; professional ethics; humbleness and availability. It is also intended to promote in the company the values of social nature, where solidarity plays an important role. Cultural values and aspects such as harmony, environ-

## SOLUTIONS

MIS|ERP SISTRADE® PRINT

- Estimating
- Commercial Management
- Financial Management
- Human Resource Management
- Fixed Asset Management
- Research Development and Innovation Management
- Stock & Purchases
- Production Management
- SCADA & Shop Floor Control
- Energy management
- Scheduling
- Mobile Picking
- Ebusiness
- JDF
- Balanced Scorecard
- Equipment Management
- Quality Control
- Mobile Business
- Project Management

mental concern and excellence in the developed processes are also a future challenge to our company.

## Mission

SISTRADE seeks to establish partnership relations with the customers, in order to obtain concrete results, innovate and add value through joint decisions in ever more competitive electronic market. The company emphasizes a business growth by using innovative technologies, totally satisfying our customers and fulfilling and valuing our staff. These aspects will become added value for our customers, for our human resources and for our shareholders.

## Technology Partners

Since its founding, SISTRADE sought to establish partnership with various entities whenever the company believes that there is a potential synergy, therefore SISTRADE keeps its doors open to strategic partners that can bring a breath of fresh air to technological development. ←

## MARKETS

WHERE YOU CAN FIND SISTRADE

### PRINTING INDUSTRY

- Offset Printing
- Newspaper Printing
- Label Printing
- Rigid Packaging Printing
- Flexible Packaging Printing
- Digital Printing
- Form Printing
- Envelopes Printing
- Publishing

### OTHER INDUSTRIES

- Metalworking Industry
- Textile Industry
- Woven Labels
- Plastic Extrusion Industry
- Food Industry
- Services

## CUSTOMERS

# FLEXIBLE PACKAGING INDUSTRY COMPANIES

## THAT USE ERP SISTRADÉ® PRINT

THERE ARE MANY PRINTING COMPANIES WORKING IN THE AREA OF FLEXIBLE PACKAGING PRINTING IN PORTUGAL AND WORLDWIDE THAT USE INTEGRATED MANAGEMENT SYSTEM SISTRADÉ® PRINT.

SISTRADÉ has been able to show its full potential at the international level, there are currently many companies from various countries and continents that have acquired and are working with this management system. In general, companies feel the need to be able to integrate the entire production process within a program that guarantees effective results and SISTRADÉ is able to meet this requirement by participating actively in the resolution of specific situations and adding continuous improvements to Sistrade® Print.

### Monteiro Ribas - Embalagens Flexíveis, S.A.

Monteiro Ribas - Embalagens Flexíveis, S.A. a company based in Oporto, is a leader in Portuguese market since 1950. The company specializes in flexible packaging printing for food and pharmaceuticals, production of rubber for shoe soles and synthetic leather. It acquired from SISTRADÉ an integrated business management system Sistrade® Print in order to manage the entire business process, namely estimating, job order planning, stocks and purchase management, as well as control, supervision and production monitoring and other features.

[www.mri.pt](http://www.mri.pt)

### AMBA CO. d.o.o.

AMBA co. is a Slovenian printing and packaging industry company producing flexible packaging using flexography technology and printing packaging for food, pharmaceutical, tobacco companies as well as chemical industries. There were many reasons that led AMBA to the purchase of Sistrade® Print, first of which was the fact that Sistrade® Print is an integrated management system specifically designed for the companies that print flexible packaging. Second, Slovenian company considers it important that the technology used by Sistrade® Print is 100% WEB, which allows using application from anywhere, with Internet access.

[www.amba-tc.si](http://www.amba-tc.si)

### Iberflex Papéis Transformados, Lda.

Finnco Iberflex started its activity 15 years ago in the field of flexography and rotogravure printing, and currently is one of the largest converters of wrapping and packaging industries in Portugal. The main areas of activity are the wrapping for the paper industry, printed paper for sugar, flour and rice bags, as well as other flexible packaging products. Iberflex ordered Sistrade® Print after a nationwide search, in order to

In Portugal, companies such as Formato, Sogapal, Gráfica Calipolense, Eikon, Ondagrafe, Sobralense and many others decided to start using Sistrade® Print. The company has also been very successful internationally.

find the best integrated business management system for the flexography and rotogravure areas.

[www.finnco.pt](http://www.finnco.pt)

### Alsecus Comércio e Indústria, SA GRUPO POLIVOUGA

Alsecus – Comércio e Indústria, SA. is a private company of printing and packaging industry, producing flexible packaging based on flexography techniques, such as film or sleeve. Alsecus revealed that one of the main reasons that led to the purchase of integrated business management system Sistrade® Print is related to the system's ability of managing all the business and production of the company, in particular, estimating, supply and stocks management, as well as sensing, control, production supervision and monitoring, and many other features.

### Prepack Thailand Co., Ltd.

Thai company PREPACK THAILAND CO., LTD, contacted SISTRADÉ and immediately has shown a clear interest in Sistrade® Print system. Founded in 1977 to produce a multi-layer film for pasteurized milk industry, this company has been progressively increasing its know-how in this area, becoming an expert in co-extrusion of blown film. Focused on innovation, Thai company felt the need to invest in an integrated business management system, vertical to the Flexible Packaging Industry, enabling management and control of the business process (technical data-sheets, estimates, invoicing, CRM, etc.) and production

production supervision, cost control through comparative reports that allow detailed comparison of estimated costs and times versus produced quantities in real time." The know-how in this area thus ensures an offer of a completely configurable ERP|MIS, making it very flexible for incorporation of new specificities, therefore differentiating it within this technical sector, in particular, by the technical definition of the product, which is supported by technical data sheets and graphical process, with specific estimating.

[www.proempaques.com](http://www.proempaques.com)



process, such as the issuance of job orders, online production collection in all the sectors of the company, production supervision, cost control through comparative reports that allow detailed comparison of estimated costs and times versus produced quantities in real time.

[www.prepack.co.th](http://www.prepack.co.th)

### Proempaques Ltda.

Proempaques Ltda is one of the largest industrial companies in the area of flexible packaging printing in Colombia. With the headquarters in Bogota and with over 35 years of experience in production of self-adhesive labels and flexible packaging for food, cosmetics, agrochemical and pharmaceutical industry, Proempaques was looking on the market for the technologically updated solution that would provide the automation of the business processes and internal organization, adjusting itself to the specific needs. The management of the company considered that "Sistrade® Print was the only solution which was able to incorporate all types of jobs, enabling management and control of the business process (technical data-sheets, estimates, invoicing, CRM, etc.) and production process, such as the issuance of job orders, online production collection in all the sectors of the company,

### Rot o pac del Golfo S.A. de C.V.

Rot o pac del Golfo S.A. de C.V. a Mexican company, specializing in the area printing of flexible packaging, acquired Portuguese integrated business management system - ERP|MIS Sistrade® Print – for company management. ERP|MIS Sistrade® Print is a vertical solution specialized for the companies in the area of flexible packaging, that will allow Rot o pac del Golfo S.A. de C.V. to complete management of all departments, from the specific estimating (parameterized) according to the product type (film and bags), invoicing, supplier purchases, stocks management, job order management until the manufacturing data collection, and other processes. ←

# SISTRADÉ® PRINT

ERP | MIS 100% WEB BASED



## STOCKS AND PURCHASES MANAGEMENT



### PURCHASES

- Management of suppliers
- Price lists by material rules and by supplier
- Internal requests and purchase needs
- Workflow of requests approval
- Preparation of purchase order to supplier and its delivery and distribution plan
- Registration of supplier invoice for accounting
- Outsourcing management

### STOCKS MANAGEMENT

- Reception of purchases from the supplier
- Management of the various movements of materials
- Attribution of materials to job order
- Multi-warehouse
- Real-time perpetual inventory
- Complete traceability by material

## ADMINISTRATIVE AND FINANCIAL AREA



### GENERAL LEDGER

- General and analytical accounting
- International Accounting Standards
- Legal reports
- Automatic launches

### HUMAN RESOURCES

- Register of employees
- Payroll
- Performance appraisal

### TREASURY

- Management of banks and control of bills of exchange
- Customer/supplier current accounts
- Management of payments and receipts

### FIXED ASSETS

- Individual record of assets
- Revaluations, disposals, allocations
- Legal reports

## COMMERCIAL MANAGEMENT AND ESTIMATING

### ESTIMATING

- Request for quotation
- Details of job
- Detailed calculation of job
- Application of margins
- Simulation of other quantities
- Approval workflow
- Send to customer by e-mail

### CUSTOMER ORDERS

- General customer data
- Confirmation of estimate
- Definition of delivery plan in different physical and temporal spaces
- Approval workflow
- Automatic generation of job order
- Order confirmation to the customer

### SHIPMENT

- Elaboration of shipment plan
- Automatic issuing of delivery notes based on shipment plan
- Creation of Packing List
- Issuing of identification labels
- Automatic generation of stock movements

### INVOICING

- Preparation of invoices, credit notes, debit notes, proforma invoices
- List of delivery notes pending for invoicing
- Certified software
- Electronic invoicing
- Batch invoicing

### CRM

- Forward sales plan
- Scheduling activities of sales team
- Communication, requests, sales opportunities log
- After-sales service
- Dashboard with performance information

## PRODUCTION

### JOB ORDERS MANAGEMENT

- Organizing production methods
- Planning and controlling various manufacturing stages
- Monitoring of orders in production, scheduling deliveries and launching materials in stock
- Settling production costs
- Analysis of efficiencies by line, section, machine and employee
- Reduction of production costs
- Information maintenance

### SCHEDULING & MRP

- Gantt scheduling of job orders
- Sequencing of operations by drag & drop or in tabular format
- Assisted employee scheduling
- Matrix-based scheduling of operations by employee
- Real-time indexing of the beginning and end of production
- Load analysis and resource/machine availability
- MRP – Material Requirement Planning
- Multi-user scheduling

### SCADA

- Local or remote supervision and multi-factory
- Real-time information about the functional status of the machine
- Identification of employees who are working on the machine
- Produced and rejected quantities
- Events and occurrences per machine and per job order
- Display of speed per machine in real-time
- Register of automatic downtimes and their reasons



### DATA COLLECTION AND COSTING

- Data collection via touch screens
- Data collection via PLC
- Process quality control
- Traceability
- OEE – Overall Equipment Effectiveness
- Analysis of income, productivity

### EQUIPMENT MAINTENANCE

- Preventive and corrective maintenance
- Management of maintenance costs
- Maintenance plans
- Management of spares

### QUALITY CONTROL

- Inspection and testing
- Technical datasheets of control
- Costs and management of non-conformities

### MOBILE PICKING

- Wireless and online device (PDA / mobile phone)
- Inventory and materials management
- Creating documents of input and output of materials

### MOBILE BUSINESS

- Wireless and online device (PDA / mobile phone)
- CRM in the pocket

### E-BUSINESS / WEBPORTAL

- Customer perspective
- Supplier perspective
- Online information

### JDF/CIP4

- Integration with pre-press
- Integration via JMF with printing machines
- Two-way communication

### BSC – BALANCED SCORECARD

- Integrated management of the company
- Management from the customer, financial, processes, innovation and growth perspectives

### ENERGY MANAGEMENT

- Monitoring of energy consumption
- Load shedding
- Real cost control

## → FLEXIBLE PACKAGING

# Software for the printing industry of flexible packaging

→ Sistrade® Print solution was designed from scratch for the flexible packaging printing, with its best example in the food industry. This solution can be applied in the flexible packaging printing industries.

→ Taking into account all the peculiarities of each stage, this is very effective software, in addition to all this, it is also possible to estimate and manage the production of various packaging models and estimate in a fast and effective way, providing values for different quantities and allowing the user and the customer to discuss the new values over the phone.



## Graphical process management

→ Management of graphical process allows the user to control the production status, analyse, create graphical elements, control graphical processes that are pending reception of clichés, set font type and size and even set colours and cylinders with measurements and tolerances.



## ERP|MIS Sistrade® Print system features

### → MIS|ERP SISTRADE

- Estimating
- Commercial Management
- Financial Management
- Human Resource Management
- Fixed Asset Management
- Research Development and Innovation Management
- Stocks & Purchases
- Production Management
- Energy Management
- MES & SCADA
- Scheduling
- Mobile Picking
- Ebusiness
- JDF
- Balanced Scorecard
- Equipment Management
- Quality Control
- Mobile Business
- Project Management

## General estimate data

→ To make an estimate of flexible packaging, the user has access to a "document" which includes a header where are registered all the customer data, such as name, address, vendor, payment terms, shipping data, quantity, estimate description, delivery date and many other. Once these data are complete the workflow is created, as the user will be issuing orders of approval to predefined parameters. After completing this part, a job order is created, whenever the estimate is approved. However, the job order has to integrate very important data such as general estimate elements. Among these elements there can be found CRM

data, which register monthly consumption, information related to the estimate request and general features of the estimate work, data on the electronic management of all documents that may be related to a given process, the management of multiple versions and links between estimates, data-sheets and customer orders, and even technical data-sheet support exposing the kind of production, articles and special features of the machines.



## What are Technical Data-Sheets?

→ A technical data-sheet is a place where the user can store all the information related to the estimate elaboration which was previously registered and subsequently approved. Basically, it is a kind of description of all the details that requires a pre-established workflow whenever the user wants to change anything. These technical data-sheets contain various chapters with information about raw materials, printing, assembly, control, laminating, rewinding, confection, filter application and packaging. The ability to specify and provide details is such that the technical data-sheet can contain the information such as rewinding direction taking into account whether the product is printed, laminated (duplex, triplex, ...), rewind.

## How are print parameters set?

→ First, it is necessary to assign printing machine with all the features, taking into account the detailed register of all manufacturing stages, ranging from the stage of printing, off-line varnish, laminating, cutting, graphic design, until the final result with the total costs, production time setting, subcontracting management and the possibility to edit types of estimate attachment.



## Key points of flexible packaging process

→ For the ones who think about buying SISTRADE estimation software, it is necessary to bear in mind the area of rotogravure and flexography. Some points of interest of this tool are related to the inclusion of the Photopolymer-plate tool



which is a new addition in this version. Among many advantages, the user can see on the screen the layout and layout overlay with the pictures. Another important detail are flexible packaging technical data-sheets that allow including various screens and providing an overview of the main aspects of the process. As for extrusion process technical data-sheets, the advantage is the specification of all the data, where there is an interface/display of data collection during each month.

## → FLEXIBLE PACKAGING

### Calculate estimate costs

→ When one intends to analyse estimate costs it is necessary to take into account general aspects of the components and their preparation, printing costs, evaluation of measurements in the plan, tracks, ink area, time, etc.; as well as off-line varnishing, with the corresponding preparation time, printing types, lamination stage value, with setup of resource costs, preparation time, print run, glue areas and corresponding needs. The detailed cost



analyses cutting and confection stage operations, subcontracted stages and graphic design, exhaustive summaries of costs for each version, the overall cost identifying cost/profit, application of financial margins, with margin rates, commissions, administrative costs, fixed costs, rappel, etc.; Finally and very importantly, the system makes a presentation of financial indicators essential.



### Cliché management tool in flexography

→ The Photopolymer plate process is undoubtedly an important process that requires advanced software technology in terms of management and industrial control. The purpose of this is to make the production process more efficient and increase the quality. But what is at the core of this process? Basically, a preparation of clichés (forms) requested by job orders is made, the process, which starts after the job orders approval for production. Sistrade® Print information system, developed a complete tool for clichés production process, providing now a new feature that allows management of clichés creation, clichés imposition definition and at the same time, plate stock control. The great advantage is that the system can automatically generate requests for the creation of new clichés based on job orders (after production approval), making a distinction between the old and new clichés, and this way generating order only for the new ones. The pre-press department has therefore an access to all the detailed information necessary for correct develop-

ment. These data include dimensions of clichés, quantities, job order, plate family, articles etc. The system provides a flexible graphical tool to make the imposition plan of the clichés (forms), allowing grouping of clichés of different manufacturing orders on the same photopolymer plate. The setting of imposition plan is completed, a job order is generated which gives the possibility to collect production data by the means of Shop floor Control (see box at the end). The system also generates a specification file for ESKO ARTWORK program, or other flexo cutting machine, thus avoiding duplication of work. In addition, the system has features related to the management of plates cutting, where new plates are created and managed correctly and leftover material (plates) can be reused for other jobs.

### Main features of cliché management

→ Cliché management allows the user to generate automatically requests for new clichés creation, make imposition plan and its manual handling, register imposition simulation, associate real images to the imposition plan, define damaged areas, search plates (new or used) in stock that are best suited to the imposition plan, associate images to clichés and manage plate cutting. But there are even more features such as a tool that gives access to stock control of created clichés and leftover materials. Basically, this MIS system is fully integrated to ensure a complete company management.



### Advantages of flexible packaging estimating process

- Management of various quantities is a useful tool, since this way the user can make an automatic calculation of other quantities, obtain margins depending on the quantities and have access to a different view of these quantities.
- The clichés management allows the user to create clichés based on job orders and then automatically generate imposition plan associating images with clichés.
- The overview of costs and margins is a very important item to the user of the system, given that among other arguments, it can keep abreast of additional cost per unit or per thousand produced, as well as financial margin value, commissions, fixed costs and rappel.
- The production of bags and plan calculation basically integrates the production process definition and automatic calculation by product specification.
- Detailed technical data-sheet, as its name indicates, records all the aspects of multi-process technique of bags, foil, sleeves and manages the entire graphical process.
- The simulation of other quantities allows the user to apply margin for each quantity and register details of different machines involved, as well as the value of operation and materials.
- The quick elaboration of estimates is one of the biggest advantages of this system. The user can talk over the phone with the customer and at the same time elaborate and send various versions of an estimate. This option is very practical and useful if the customer wants to have access to different estimates, with different amounts.



### MIS|ERP Sistrade Print news available in 2012

→ One of the strongest Sistrade® Print arguments is the fact that the customers know they continue having access to improvements and developments, mainly due to constant updates. Thus, in the case of management software for flexible packaging printing area, there are some decisive improvements such as:

#### FLEXIBLE PACKAGING TECHNICAL DATA-SHEETS

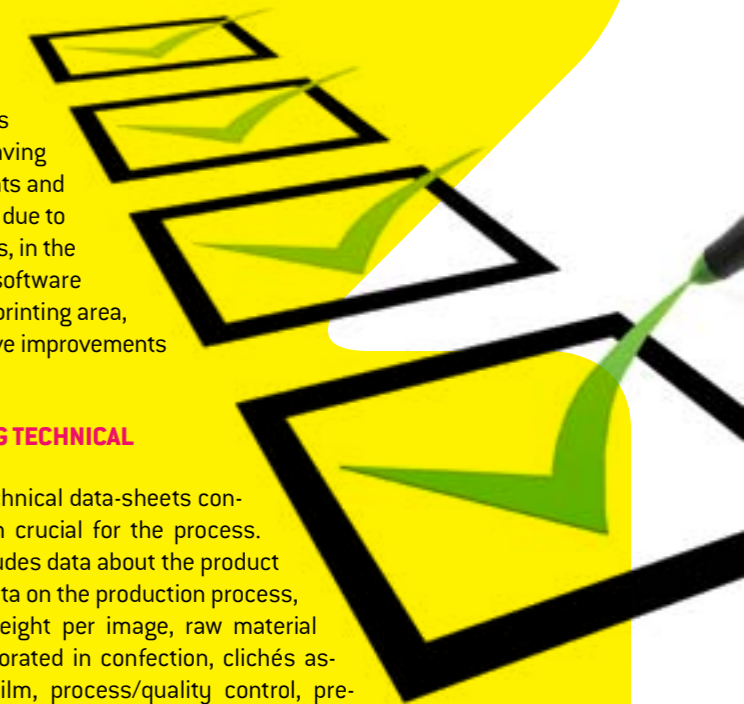
Flexible packaging technical data-sheets contain more information crucial for the process. Such information includes data about the product and the customers, data on the production process, product measures, weight per image, raw material type, products incorporated in confection, clichés assembly, print, tube film, process/quality control, pre-lamination rewinding, lamination, rewinding, foil sealing, rewinding pre-application of sidebands, application of sidebands, rewinding pre-confection, confection, rewinding post-confection, filter application and packaging, definition of products to be incorporated in confection process, application of gusset (side/bottom) and bag handle. In addition to this, the existence of technical approval based on signature permission level is also very important.

#### EXTRUSION TECHNICAL DATA-SHEET

In this part of estimate the user will add technical information related with extrusion process, detailing type of extrusion - cast or blow, machine speed, corona treatment, blow moulding, blow head temperature and formulation by extruder. Here, it is possible to enter wide range of detailed information about packaging process providing restriction on weight, diameter or meters to produce per reel. Apart from this, and equally important is the fact that the system controls who registers and who changes technical data-sheet, identifying the user, what and when was changed. The system is so reliable that even technical approval is made based on a signature permission level.

#### RESIN MIXTURE TECHNICAL DATA-SHEET

This technical data-sheet refers to information related to the resin mixture process, detailing machine speed and formulation by extruder. This detailed information of the formulation that will be produced should specify the exact materials to be incorporated.





## SCHEDULING & INDUSTRIAL MANAGEMENT

# PRODUCTION MANAGEMENT

## WHAT IS IT ALL ABOUT?

AS THE NAME IMPLIES, PRODUCTION MANAGEMENT HAS TO CONTEMPLATE PLANNING CRITERIA, INDUSTRIAL COST CONTROL CROSSED WITH THE INFORMATION ACQUIRED FROM MANUFACTURING PROCESSES AND PROCESSES RELATED TO THE ORGANIZATION.

# B

asically, all the actions related to the production management aim to improve organization and contribute to a performance by optimizing the entire manufacturing process. Taking all these criteria into account, SISTRADE developed this management solution which allows the user to control production process and facilitates all the practical control of operations. This solution has some features that immediately draw the attention of customers, since it is a tool that aims to structure production methods, to plan and control the various manufacturing stages. But the solution goes further and gives the possibility to monitor orders that are being produced, forecasting delivery date and managing used products removing them from stock. It is very important for all the users to have access to the clearance of production costs and to view production efficiency, if it

is divided by lines, sections or even by machines, making a complete analysis. Being in possession of these data, the user is able to understand and make decisions that otherwise would not be made, as for example, decide on the reduction of production costs at certain points of the process. All this information turns out to be valuable in the production planning and ensures that, if the user wants, one can make a kind of production planning simulation in order to check behaviour of some variables. Among the key points of this solution is the control of manufacturing execution, cost control, estimating, updating the time of production and general specifications.

### Job order management

With Sistrade® Print the user can create a new job order manually or input a job order created by MRP, after the requirement calculation is confirmed. In Production Pre-

paration feature there is a whole follow-up and setup process before any job order is created. This follow-up begins right after the creation of a job order. This way, the user can select all the planned jobs and send them to production. In order to have a real follow-up at manufacturing stage, the application automatically issues bar codes of the machines, materials, employees and subcontracts. The user can group job orders enabling optimization and decreasing the damage, allowing control of production movements, closing and reopening job and production orders, all this permits a graphic monitoring of the whole plant layout. And thus the user, from an interactive and intuitive screen knows the current state of the industrial park.

### How much does it cost?

**» Industrial production cost**  
The module of industrial costs offers the user a possibility to consult the real cost of a job order or a project at any time. The cost calculation is the result of variables such as the workforce, materials consumed, operations, machine cost, other (electricity, gas, water, administrative) costs and eventual failures in the production. The user can also generate a comparative report analyzing the estimated job orders or associated orders and analyse the difference between what was estimated and what actually happened both, at the level of time of production and in terms of cost, which is a real advantage.

- » Production reports: an added value!**  
The possibility to view various production reports is in itself a guarantee of efficiency. Through the course of production the user is able to analyse and see the job orders through the production reports. With production reports one can:
- See works in progress;
  - Analyse the production time;
  - Analyse workforce;
  - Consult events;
  - Consult material waste;
  - See output
  - See the productivity of machines;
  - See the productivity of employees;
  - See the profitability of work in progress;



The user can group the job orders enabling optimization and decreasing the damage, allowing control of production movements and access to the whole plant layout.

The reports can also be exported to another required format (Excel, Word, PDF, etc.). The reports can reflect loads, weekly planning, industrial costs or compare estimated and actual production costs.

**» Workflow**  
This approval may be internal or interact with external entities through e-mail and may be total or only partial. Once a job order is made and approved, it can be planned or sent directly to production. Please note



that the whole process only takes a few seconds. ←

**The user can analyse the difference between what was estimated and what actually happened, both in terms of production and cost.**

## WHAT IS SISTRADE PRINT?

### SISTRADE MIS|ERP SOFTWARE

- Flexible Packaging Printing Industries
- Software for printing industry in the area of flexible packaging printing

Sistrade® Print is 100% web based ERP|MIS developed by SISTRADE, established using the most recent IT tools, such as Microsoft SQL Server and Microsoft SQL Server Reporting Services (MSSRS).

Sistrade® Print provides a range of vertical solutions for the printing and packaging industry, as it is a vertical solution for printing and packaging companies operating in the area of flexible packaging printing, including flexo and rotogravure. This is a fully configurable application, and therefore very flexible since it can incorporate new specificities. Flexible packaging sector is very specific within printing industry, mainly due to the associated output format, and an increased emphasis on the technical sector, particularly on the technical definition of the product, which is supported by technical data-sheets and graphical process, combined with specific estimating, parameterized, according to the product type (flexible packaging) versus the production control in real time. These features improve the information system, enhancing the control and inspection of the product, which guarantees quality of the service and manufactured goods, allowing a single continuous and consistent information flow throughout the company.



## What is SCADA: Industrial supervision?

→ SCADA (Supervision Control and Data Acquisition) of Sistrade® ERP software is a completely customizable tool. This means, it can be made and adjusted to the needs of each customer, each factory or production line. Basically, SCADA graphically monitor the entire production status and the functioning of each element separately. Imagine that this way one can ask SISTRADE to make a layout as well as the operating status of each resource. Thus, through synoptic panels, each of the processes can be monitored. These panels are designed using Sistrade® Layout and then run on Sistrade® Supervision.

The results can be displayed with icons and colour effect, and their representation is in agreement with the data collection on the shop floor.

In terms of features stand out, for example, the possibility of local or remote supervision and multi-factory, actual information of the operation status of a

particular machine, identification of employees who are working on the machine, production order that is in progress, produced and rejected quantities, operations carried out per job order, events and occurrences per machine and per job order, display of speed per machine in real-time, graphical consultation of speed history, register of automatic downtimes and their reasons, real time of adjustment and production, analysis of profitability, occupancy rates, analysis of productive versus unproductive time and efficiency per machine.



To know more about SCADA & SHOP FLOOR CONTROL go to [www.sistrade.com/en/Solutions/mis-erp-sistrade-scada-sfc.htm](http://www.sistrade.com/en/Solutions/mis-erp-sistrade-scada-sfc.htm).

## SECTOR SPECIFICITY

People working in flexible packaging printing area know that this is a very specific industry sector, especially due to the output format. The technical component, particularly technical definition of the product is supported by technical data-sheets and graphical process, combined with the specific estimating, parameterized according to product type (flexible packaging) versus the production control in real time, distinguishes this industry sector from the other. In fact, the system features are thought to detail and make the information consistent because they allow control and inspection of the product which guarantees quality of the service and manufactured goods. The user of a system such as Sistrade® Print has access to a single continuous and consistent information flow throughout the company. There are many different features that influence and ultimately determine the acquisition of this

system by the company responsible for printing flexible packaging, but in general they can be summed up to eight key points. These key points are estimation of any type of work, the possibility to manage cylinders and clichés, detailed cost calculation of an estimate, management of technical data-sheets of the products, simulation of other amounts, workflow for quick estimate approval, application of margins and economic and financial analysis of an estimate and even the fact that the estimate can be sent by e-mail, these facts are impossible to disregard when choosing an integrated management system for flexible packaging printing industry. Therefore, Sistrade® Print is a vertical solution for industries which operate in the area of flexible packaging printing, particularly in flexo and rotogravure. One particular aspect of this application is related to the possibility to configure this application, and therefore make it very flexible for incorporation of new specificities.



## SISTRADE STRATEGY

→ SISTRADE - Software Consulting, S.A. is a Portuguese systems engineering and consulting company, with offices in Lisbon, Oporto, Madrid, Warsaw, Frankfurt, Milan, Paris, Abu Dhabi, Istanbul and Ljubljana. The company has a strong international presence and offers innovative software solutions for vertical markets such as packaging and printing industry. The company has customers and partners in countries like Portugal, Spain, Slovenia, Poland, Ecuador, Colombia, the Netherlands, Lithuania, Turkey, Tunisia and Thailand. Its internationalization and recognition comes from a planned strategy of participation in events and fairs dedicated to specific areas of the printing industry, and constant participation in some of the largest and most important fairs worldwide. Sistrade is a company certified by IAP-MEI as SME Leader, and in ISO 9001 and NP 4457 standards.

## FAIRS 2014

FAIRS IN 2014 WHERE YOU CAN FIND SISTRADE:

### HIGH SECURITY PRINTING

17 - 19 February 2014  
Milan, Italy

### ID WORLD ABU DHABI 2014 SUMMIT

24 - 25 February 2014  
Abu Dhabi

### IPEX

24 - 29 March 2014  
London, UK

### IPACK CASPIAN

22 - 24 May 2014  
Baku, Azerbaijan

### FEST. A CROPACK

29 - 31 May 2014  
Croatia

### ROSUPACK

17 - 20 June 2014  
Moscow, Russia

### EURASIA PACKAGING

18 - 21 September 2014  
Istanbul, Turkey

### GRAFIMA

15 - 18 October 2014  
Belgrade, Serbia

### ASPACK

23 - 26 October 2014  
Seville, Spain

### EMBALLAGE

17 - 20 November 2014  
Paris, France

### PLASTIMAGEN

18 - 21 November 2014  
Mexico City



### WHERE WE ARE:

#### → SISTRADE PORTO

Rua Manuel Pinto de Azevedo, 64B  
4100-320 Porto, Portugal  
T.: +351 226 153 600 F.: +351 226 153 699  
 Call to Sistrade  
[porto@sistrade.com](mailto:porto@sistrade.com)

#### → SISTRADE LISBON

Av António Augusto de Aguiar nº148, 4º C.  
1050-021 Lisbon, Portugal  
T.: +351 213 805 082  
[lisboa@sistrade.com](mailto:lisboa@sistrade.com)

#### → SISTRADE MADRID

Ribera del Loira, 46 - Bloque 2, Planta 0  
28042 Madrid, Spain  
T.: +34 91 503 0083  
[madrid@sistrade.com](mailto:madrid@sistrade.com)

#### → SISTRADE FRANKFURT

Platz der Einheit 1  
60327 Frankfurt am Main, Germany  
T.: +49 (0) 69 97503 419  
[frankfurt@sistrade.com](mailto:frankfurt@sistrade.com)

#### → SISTRADE WARSAW

Al. Niepodleglosci 69, 1st floor  
02-626, Warsaw, Poland  
T.: +48 606 744 996  
[warsaw@sistrade.com](mailto:warsaw@sistrade.com)

#### → SISTRADE LJUBLJANA

Šmartinska 152, Hala 9, 1000  
Ljubljana, Slovenia  
T.: +386 40 646 753  
[ljubljana@sistrade.com](mailto:ljubljana@sistrade.com)

#### → SISTRADE ABU DHABI

Al Hilal Bank Building - Falah Street,  
PO Box 129 354, Abu Dhabi, UAE  
T. + 971 (0) 249 30297  
[abudhabi@sistrade.com](mailto:abudhabi@sistrade.com)

#### → SISTRADE MEXICO

Av. Insurgentes Sur #1898, piso 12  
Colonia Florida C.P. 01020  
Distrito Federal, Mexico  
T. + 52 (55) 9171 1156

#### → SISTRADE ISTANBUL

Buyukdere Caddesi, Levent No:193 Binası  
K:2, 34394, Istanbul, Turkey  
T.: +90 212 371 47 29  
[istanbul@sistrade.com](mailto:istanbul@sistrade.com)

#### → SISTRADE PARIS

57, rue d' Amsterdam,  
Paris, 75008, France  
T. + 33 (0) 1 81 50 45 06  
[paris@sistrade.com](mailto:paris@sistrade.com)

#### → SISTRADE MILAN

Viale Abruzzi, 13/A  
20131 Milan, Italy  
T.: +39 02954205376  
[milan@sistrade.com](mailto:milan@sistrade.com)