



eWorkplace Apps

Acumatica 2023  
**SUMMIT**

# Process Manufacturing Suite for Acumatica

January 31st, 2023



# Agenda

- Introduction
- Who is EWPA
- What is Process Manufacturing
- Demo
- End user experience
- Q & A



# Speakers

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Ralph Kubek

Director of Sales & Services



Abhilash Nair

Director of Product Management



Surrendra Dudani

Vice President of Professional Services



# Who is in the room

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- Partners
  - Sales
  - Implementors
- End users
  - General users
  - Process Team



# eWorkplace Apps

*Bringing 30 Years of Industry Leadership to Acumatica*

- ✓ A spinoff of eWorkplace Manufacturing, a 30-year global market leader in manufacturing, distribution, and quality management software
- ✓ Innovating best-in-class, industry-specific solutions for 30+ years
- ✓ 30-member team of Acumatica experts with deep industry expertise

## Acumatica Center of Excellence

Software and Services Exclusively for Acumatica

Products & Applications

Implementation & System Integration

Development Services

Business Process Consulting

Full-Service Team of Acumatica Experts

Developers & Solution Architects

Business Process Consultants

Implementation Consultants

Business & System Analysts

*Industry-specific innovation. Best-in-class solutions.  
Exclusively for Acumatica.*

# Who is eWorkplace Apps

*Bringing 30 Years of Industry Leadership to Acumatica*



## Manufacturing & Distribution ERP Solutions and Expertise



Manufacturing & Distribution ERP & IP Solutions



ERP Solution Tailoring



Full-Service Deployment & Support



Software Validation Services



Cloud & IT Services



System Integration



eWorkplace Apps

## Manufacturing & Distribution Solutions for Acumatica



Process Manufacturing Suite for Acumatica



Quality Management Suite for Acumatica



Acumatica Center of Excellence





# Process Manufacturing Suite for Acumatica

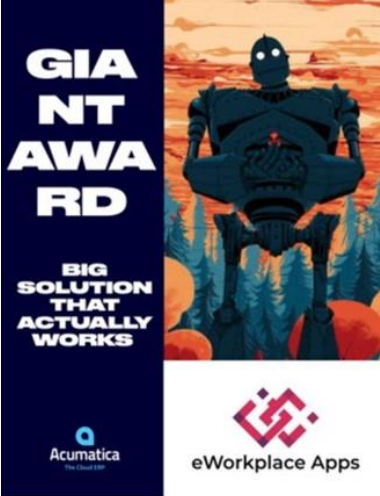
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## Natively Built within Acumatica:

- Developed using Acumatica toolset
- Same Acumatica database
- Fully integrated with Acumatica ERP



# Awards & Certifications






# Focused Industries

## Process Manufacturing

- Food & Beverages
- Pharmaceuticals
- Personal Care & Cosmetics
- Paint & Coatings
- Specialty Chemicals
- Foundry
- Nutraceuticals
- Hemp/ CBD
- Supplements

## Discrete Manufacturing

- Automobile
- Electronic Equipment
- Apparel
- Communication Equipment
- Electrical Equipment
- Medical Devices



# Comparing Acumatica Process Manufacturing System with Typical Discrete Manufacturing System

## Acumatica Process Manufacturing System

## Typical Discrete Manufacturing System

Physical/ chemical property analysis of key materials by many process manufacturers- labeling

Does not have the concept

Uses formulas/ recipes, uses both weight, and volume units of measure, and density/ viscosity is needed

Does not have the concept

Formula/ recipes can use weight %, volume % and discrete unit of measure

Use fixed units not percentage/ ratio

Formula/ recipes can be used to create an unlimited number of sellable items

Has the concept of assemblies

Losses can be defined at the ingredient level, order level or can be constant quantity

Has the concept of scrapping for raw materials

Raw material planning considering the various losses (line level, constant, and loss %)

Does not have the concept

Complex sizing rules are required for example by weight and potency

Uniform and linear sizing

Once mixing and blending operations are done, it cannot be undone

Item can be disassembled

Provides yield %

Has a concept of scrap

Key KPI related to total weight or volume

Does not have the concept

Production orders (batch tickets) involve weight, volume and discrete

Production orders focus only units

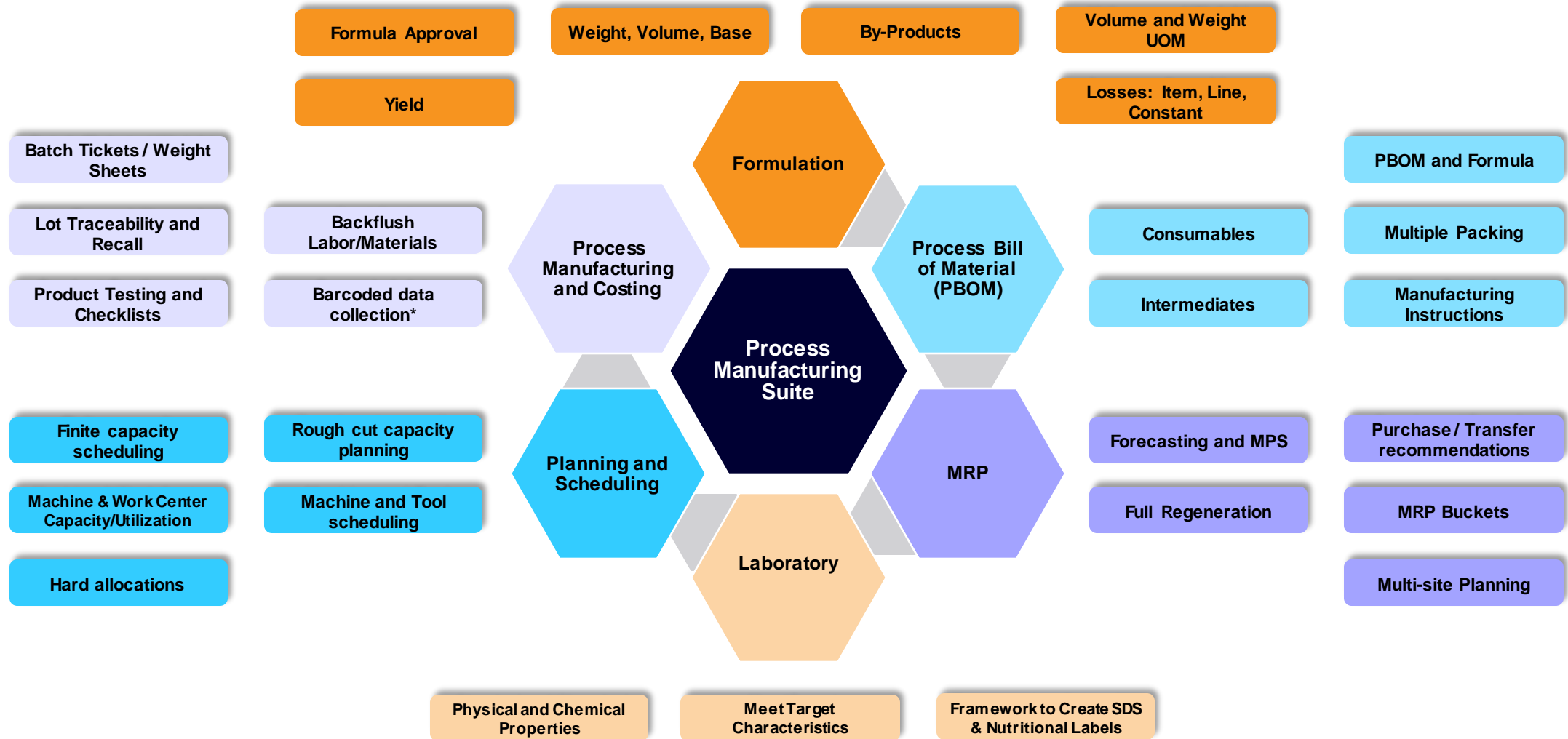


# When Process Manufacturing Suite?

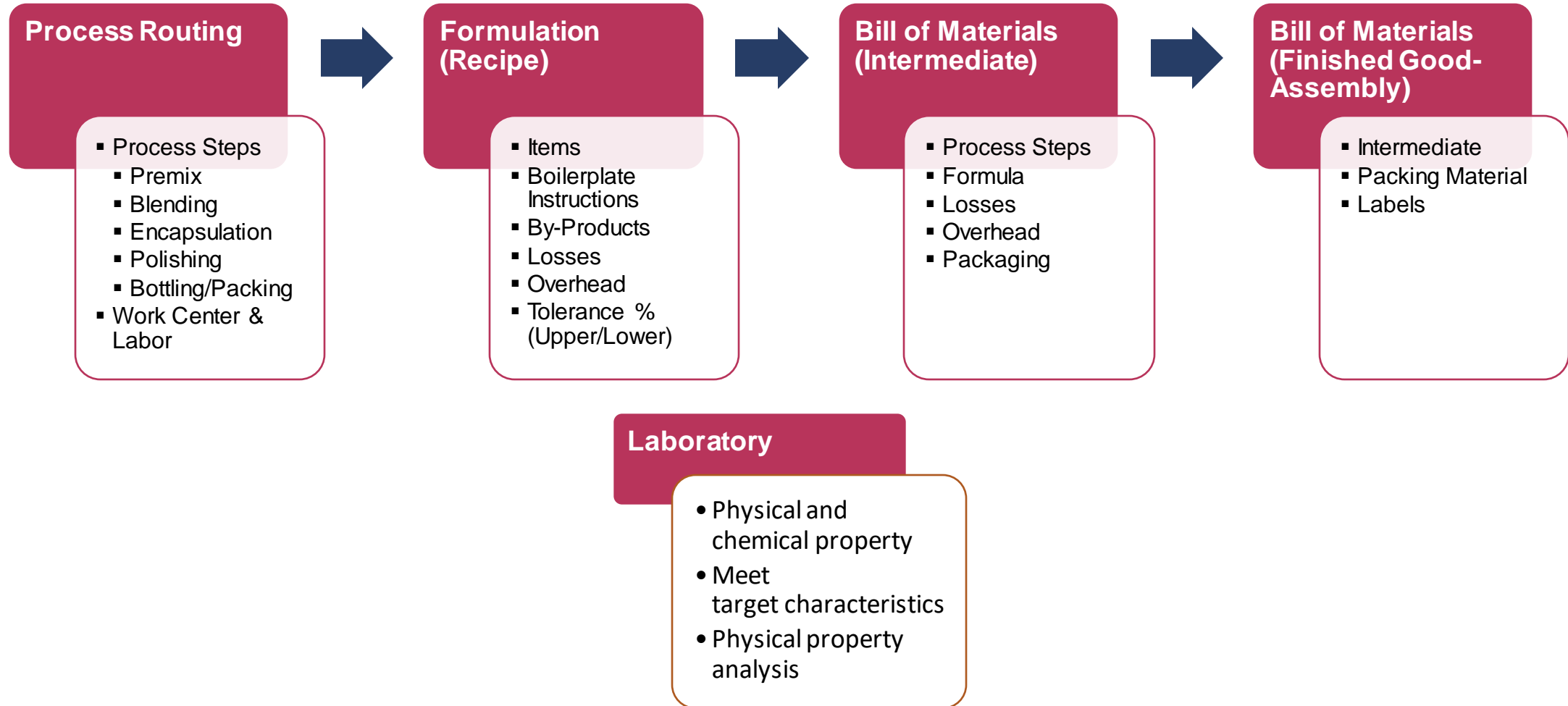
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- Track and analyze physical and chemical properties
- Refer BOM and Formula/ Recipe as-
  - ✓ Weight
  - ✓ Volume
  - ✓ Density
- Batch production and optimization
- Need to manage-
  - ✓ Yield
  - ✓ Line level losses
  - ✓ Loss factor
  - ✓ Loss constant
  - ✓ Need to size batch to end product
  - ✓ Batches with runs
- Lot traceability and recall

# Process Manufacturing Suite for Acumatica

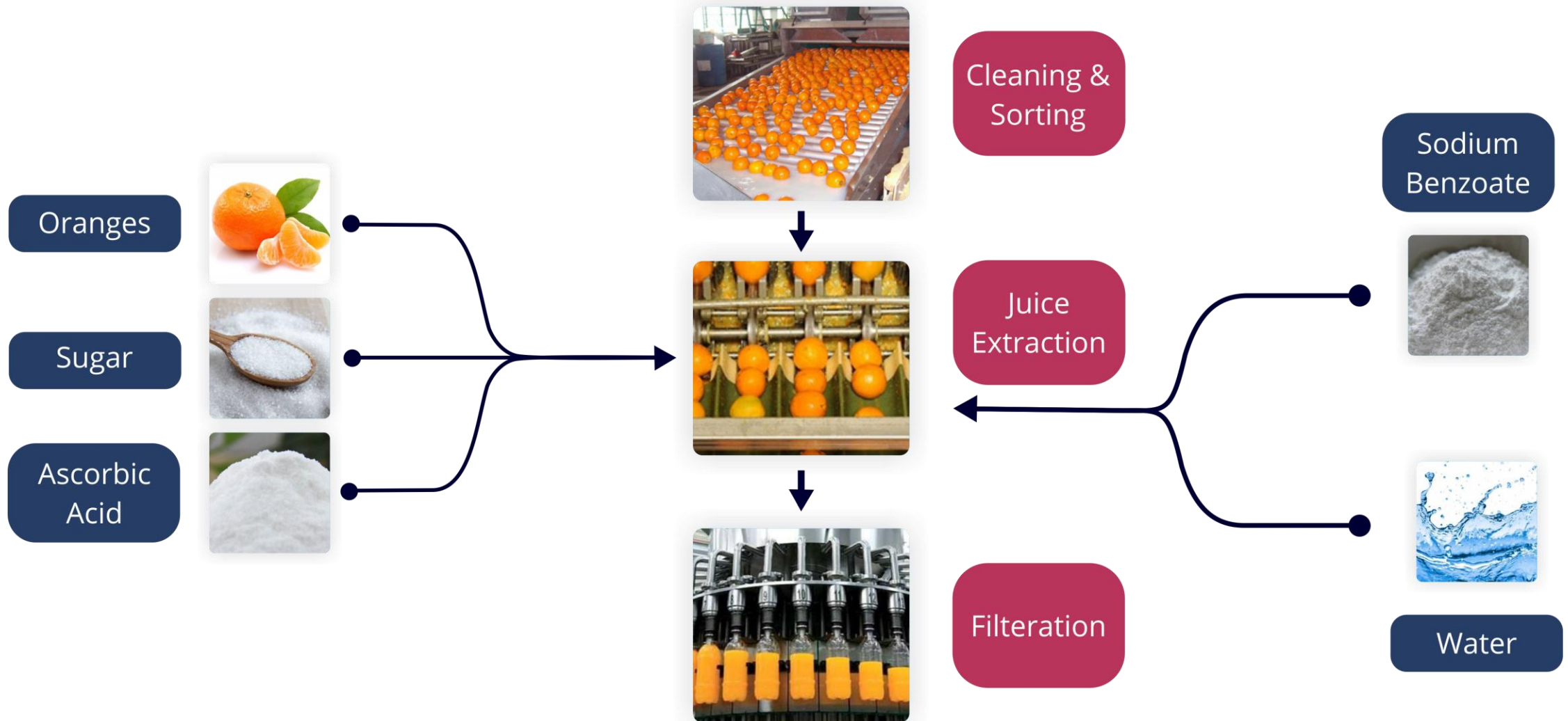


# Process Manufacturing Suite – High Level Design





# Process Steps



# Process Steps

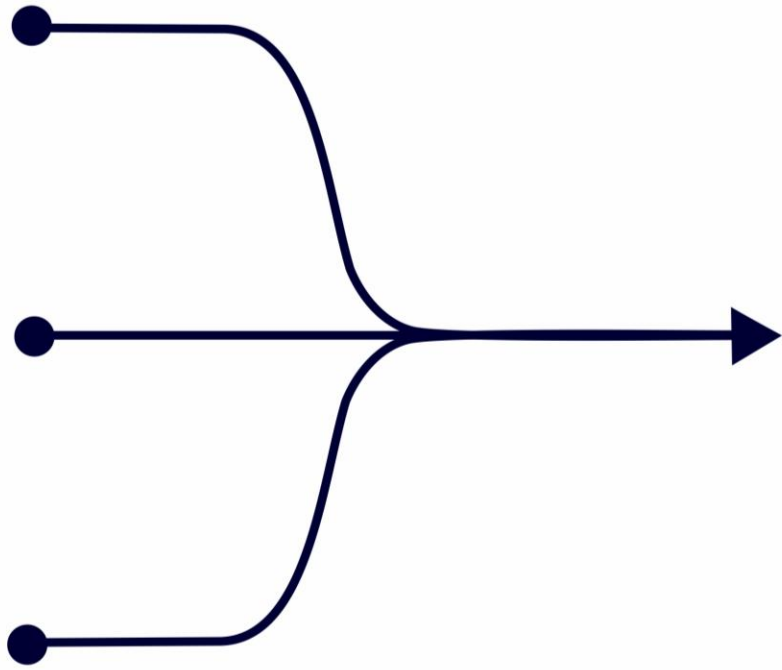
Orange Juice Intermediate



Bottle 1 Liter



Bottle 2 Liter



Filling

# Process Steps

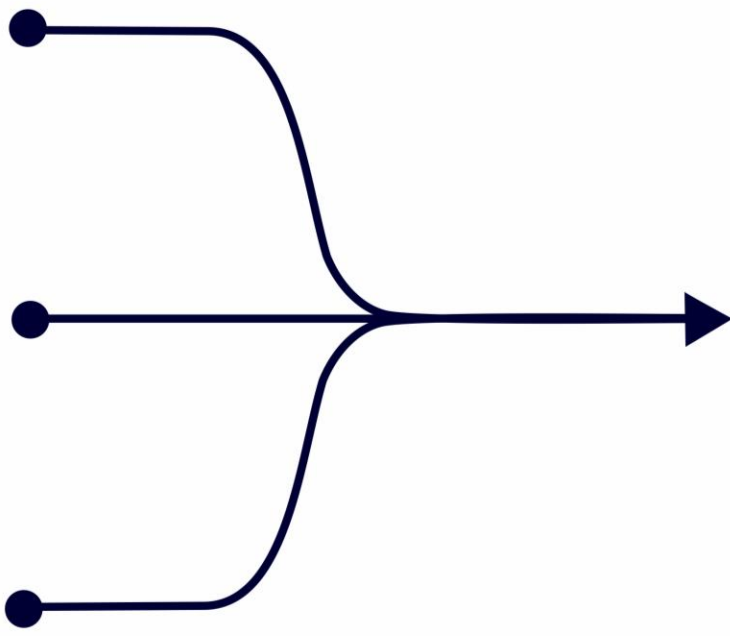
Orange Juice  
Bottle



Box



Label



Packaging  
Assembly



**Now the Product...**



# Process Manufacturing Suite – Functional Highlights

## Formulation & Packaging

- Formula version control
- Packaging version control
- Ingredient costs, weights, volumes, counts and multiple UOM's
- Embedded QC tests and SOP's
- Product costing
- By-products
- Losses & gains adjustments
- Workflow approvals
- Definition of Labor / Overhead

## Batch Production

- Batch job formulation adjustments
- Batch job dependencies and linkages
- Consolidate and optimize batch jobs based upon item and/or order attributes
- Batch job scaling & sizing
- Equipment & labor assignments
- Inventory allocation criteria & order reservations
- Bulk inventory pulls & staging
- Lot number auto generation
- Partial batch job closures
- Automatic inventory backflushing
- Theoretical vs Actual Cost analysis
- Mobile Task execution

## Quality Management

- QC tests & SOPs embedded within specifications
- Item inspection plans & checklists
- Order type inspection plans & checklists
- Inventory stability tests
- Vendor/Customer inspection plans & checklists
- Deviation management
- Customer complaints & adverse event management
- Nonconformance & CAPA
- Audit history
- COA generation
- AQL & RQL
- Sampling plan
- Mobile Task execution

## Compliance & Traceability

- Lot Traceability & Recall
- Version control
- Certificate of Analysis

## Inventory Management

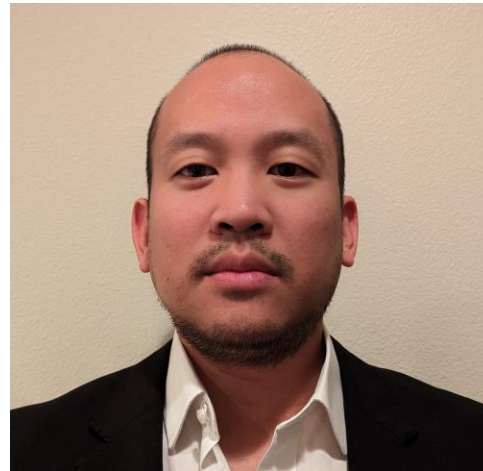
- Multiple SKU UOM tracking & conversions
- Item Master industry specific attributes
- Expiration date tracking

## Mobile Task Execution

- Warehousing Execution: Receiving, Putaway, Physicals, Cycle Counting, Transfers, Adjustments, Picking, Shipping
- Manufacturing Tasks: Weighing, Issuing
- Quality Tasks: Inspections, Checklists, QC Tests
- Labor
- Role-Based Menus/Task Assignments

# Customers

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**Jeff Hsu**

**eCommerce Supervisor, Sun Ten Laboratories**





eWorkplace Apps

# Questions

# Customer Testimonials

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*Since 1972, Trace Mineral's branded products have been recognized around the world as a pioneer of ionic trace mineral products that have supported consumers in living healthy lives.*

“Trace’s implementation of eWorkplace Apps integrated process and quality management solution into its current Acumatica accounting and distribution systems will provide Trace with a complete ERP system that will allow it to continue to meet and surpass its goals in manufacturing and quality. This will be accomplished by using a quality system to quarantine and test items throughout the receiving, production and shipping process and ensure tight control of production via a formula module that supports both powder and liquid formulas and bill of materials that supports multiple pack sizes.”

**-- Kelly Jones, Director of Quality and Purchasing, Trace Minerals**

# Customer Testimonials

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*Sun Ten founder Dr. Hong-yen Hsu was recognized as the “Father of Scientific Chinese Herbal Extraction” and over the last 70 years Sun Ten has grown into a pharmaceutical grade manufacture with facilities and exports to more than 20 countries including United States, England, Canada, Japan, Malaysia. Singapore, Australia, and Switzerland.*

“Sun Ten’s acquisition and implementation of Acumatica and eWorkplace Apps integrated process and quality management solution with its ability to control both powder and liquid formula’s, handle multiple pack sizes and control the production of our products along with the ability to quarantine and test products will provide us an ERP solution that help ensure we meet our goals in the areas of safety, quality, efficacy, and consistency.”

**-- Jeff Hsu, eCommerce Supervisor, Sun Ten Laboratories**

# Resources

## Acumatica Marketplace


 **Mitchell, Valence**  
Blytheco

★★★★★ **QMS for Acumatica was outstanding**

May 23rd, 2022

I'm a senior project manager for ERP project implementations. Working with EWPA through this Acumatica project has been amazing. Their QMS implementation was great. At every turn, if there was a question from the client, their weekly working sessions allowed them to quickly address and resolve any items that arose. EWPA make the partnership effortless. Amazing work to all involved.

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 **Jones, Kelly**  
Trace Minerals Research

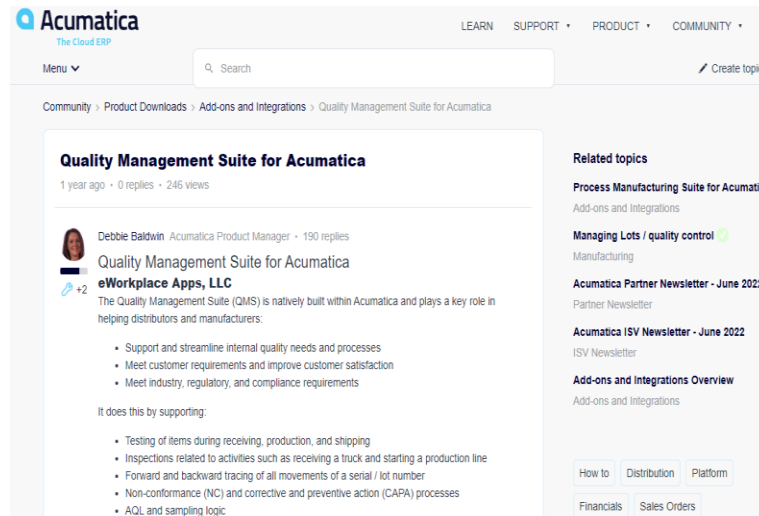
★★★★★ **Great for Managing Testing Plans**

February 10th, 2022

We were in need of a good QMS program to help us manage all the raw material and finished product testing we do. We also needed to be able to have a better database for that testing. This product has been great and has allowed us to build that database and also have Certificate of Analysis that look professional to provide to our customers. This has also been great for managing all of the calibration required for many of our tools and equipment. This solution is still missing some things that other popular QMS solutions offer, but I have been impressed on their plan for future releases that will include some of those items.

[LINK](#)

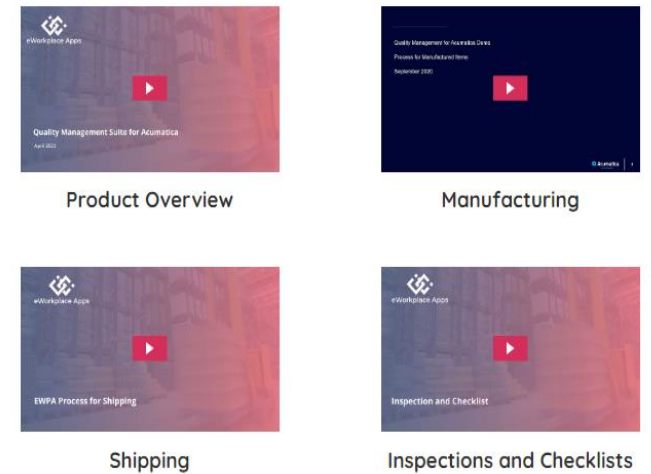
## Acumatica Community



The screenshot shows the Acumatica Community forum page. The main topic is "Quality Management Suite for Acumatica" by Debbie Baldwin, an Acumatica Product Manager. The post includes a detailed description of the QMS and a list of supported features. The right sidebar contains "Related topics" such as "Process Manufacturing Suite for Acumatica" and "Managing Lots / quality control".

[LINK](#)

## eWorkplace Apps Website



The image displays a grid of four video thumbnails from the eWorkplace Apps website. Each thumbnail features a play button icon and a title: "Quality Management Suite for Acumatica", "Process Manufacturing Suite for Acumatica", "EWPA Process for Shipping", and "Inspection and Checklist".

**Product Overview**

**Manufacturing**

**Shipping**

**Inspections and Checklists**

[LINK](#)

# Thank you for your time!



eWorkplace Apps

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