**SyteLineCon 2016  
Better Your Best Contest**

Preparation Questionnaire

**Background Information**

1. Company Name:
2. The Lake Companies Product(s) used:
3. Infrastructure:
   1. Number of sites in your organization and their geographic locations
   2. Number of sites using The Lake Companies products
   3. Number of users in total that are utilizing The Lake Companies products
4. Tell us about you and your company
   1. What is your industry and does your company do?
   2. What responsibilities do you have in your company?
   3. How long have you been in business?
   4. How long have you been using The Lake Companies products?
   5. When did you start seeing results from The Lake Companies products?
   6. What is your company size and/or number of employees?
   7. Has your company received any special recognition/awards or reached any significant milestones recently? Anything expected in the near future?

**The Solution(s)**

1. Tell us about your solution(s)…  
   1. What specific capabilities/features/functionality were you looking for?
   2. If The Lake Companies replaced an existing product/services, what was the prior solution? What were its limitations?

**The Challenge**

1. What was it like before implementing the products?
   1. What business problems, obstacles or old ways of doing business did your company eliminate with The Lake Companies product?
   2. What new opportunities or business solutions were you striving for or you able to create?

**The Benefits**

What is it like in your business today, after using our products?

1. What benefits, changes, improvements have you experienced since implementing this solution?
2. Which solution(s) have impacted your business the most, or was it a combination of solutions
3. Can you provide any tangible results/numbers, such as efficiency gains, cost savings, revenues increases (percentages only), productivity increases, reduced time to market, or reduced lead-times. Feel free to communicate these improvements in whatever way you feel comfortable, i.e. dollars (if it is not confidential), percentages, or averages.

**What’s Next**

What are your plans for the future with the solution(s)?

1. Implement other functionality?
2. Upgrade to a new version of The Lake Companies Product?

**Comments**

1. Do You have any further comments about The Lake Companies customer service, modifications, implementation, or training (OnTrak)?

**The following are areas to consider in finding value and improvements in your operations with The Lake Companies products. Use it as a checklist and feel free to add areas that we might have missed.**

1. Where You can Find Value in Shop-Trak
   1. Elimination of manual time tickets
   2. Timely Job / product costing
   3. Product cost variance analysis
   4. Product quality variance analysis
   5. More accurate inventory
   6. Less Work-In-Process inventory on the shop floor
   7. Better control of inventory allocation (FIFO LIFO)
   8. More visibility to the purchasing process
   9. More visibility to customer demand
   10. Better planning & scheduling in SyteLine due to timely production information
   11. Better customer service
   12. Greater shipping visibility
   13. More accurate estimates
   14. Real time data for operations management
   15. More timely monthly financial information
   16. More timely quality information (internal/external DPM)
   17. More accurate costing information by customer
   18. More accurate costing information by product line
   19. More accurate costing information by region or country
   20. Free up indirect labor
   21. Grow business with existing staff
   22. Better human resource allocation
   23. Better hard asset utilization
   24. Identifications of process bottle necks before they occur
   25. Implement KanBan replenishments for purchased and manufactured items
   26. Utilize label printing capabilities in unique ways to “customerize” your labels
2. Where You can Find Value in Doc-Trak
   1. Better control and easier access to process & procedure documentation
   2. Virtual Rules allowed quick, effortless access to office documents
   3. Faster access to shop documentation on the shop floor
   4. Easy distribution of MSDS
   5. Easier, faster and less labor intensive invoicing
   6. Eliminate invoicing errors
   7. Better access to quotations
   8. Reduction of ISO non-conformances
   9. More timely quality information (internal / external DPM)
   10. Free up indirect labor
   11. Grow business with existing staff
   12. Faster processing of paper-based documents via scanning
   13. Easier saving of emails and email attachments for use through the company
   14. Used outbound emailed documents to sell your company and products
   15. Simple bundling of various important documents
   16. Document traceability back to Lot and Serialized components
   17. Use of electronic documents in areas where paper static could impact product quality
   18. Unique industry requirements that were solved in an easier method
3. Where You can Find Value in Fact-Trak
   1. Product cost variance analysis
   2. Product quality variance analysis
   3. More visibility to the purchasing process
   4. Tracking vendor shipping performance
   5. Consolidating past purchases between vendors for negotiating better future pricing
   6. Tracking vendor price adherence and pricing fluctuations
   7. Analyzing vendor returns
   8. Creating vendor scorecards & dashboards
   9. Monitoring item purchasing trends over time to reduce stocking levels
   10. Put in place a vendor stocking program to reduce your inventory, yet have short replenishment cycles
   11. Greater operations management due to more accurate and real-time data
   12. More accurate individual product costing information
   13. Confidence in profits through better customer cost and price information
   14. More accurate costing information by product line
   15. More accurate costing information by state, region or country
   16. Greater confidence in material, labor, outside and overhead components of costing
   17. Easier job cost analysis as job is progressing and when complete
   18. Better benchmarks in costing for improved estimating
   19. Improved inventory analysis
   20. Inventory turns monitoring and improvements
   21. Implement strategies to focus on reducing inventory costs
   22. Any inventory reductions that were meaningful
   23. Monitor usable and turns on A or B items
   24. Sales analysis by customer, item, territory, region, state, country or any combination of these
   25. Profitability analysis and confidence in of any of the above
   26. Any unprofitable customers or products that needed to be retired
   27. Monitoring of product or product line sales growth from quarter to quarter over multiple years
   28. Use of near real-time, self-updating dashboards to visually show analysis
   29. Improvements due to monitoring of labor efficiency by shifts, departments or staff
   30. Monitoring of efficiency or utilization of labor by day of the week
   31. Tracking scrap percentages by shift, department or employee
   32. Analysis of labor utilization
   33. Analysis of Indirect Labor by individual code
   34. Any unique calculations, views, reports or dashboards that you have created
   35. Any other analysis or reporting tools that you have used against the Fact-Trak database