Orvec International selects an ERP system incorporating a product configurator from Lilly Software Associates

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PRESS RELEASE

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Royston, Hertfordshire UK – May 17, 2004 – For immediate release:

A product configurator, part of a fully integrated Lilly Software enterprise resource planning (ERP) system, will play a key role in helping a British manufacturer, Orvec International, to streamline sales quotation, sales order processing (SOP) and delivery of finished goods. The configurator will make sure that every order can be made profitably and on time at the company's factories in Kingston-upon-Hull, UK and Xiamen, China.

Based in Kingston-upon-Hull Orvec International is a leading manufacturer and supplier of hazard protective workwear and passenger care products to customers around the world. Global demand for products has increased and to support the streamlining of the company's business processes and supply chain management it is implementing a VISUAL Enterprise ERP system from Lilly Software Associates.

John Hunter, the project manager at Orvec International responsible for finding, selecting and implementing an appropriate ERP system said he recommended purchasing VISUAL Enterprise because: "The Lilly Software system has the necessary flexibility, range of functions and scalability that we will need as the business expands. It will allow us to compete in an aggressive world market and make sure customers receive the high level of service they expect.

"The strength of VISUAL Enterprise lies in its ability to fully integrate all the functions of a manufacturing enterprise from quote configuration, sales, manufacture and distribution to after sales services." He and his team were also influenced by the fact that most of the suite's applications have been developed in-house by Lilly Software Associates, instead of being gained through acquisition, or reliance on third-party partners. He said "it is a significant differentiator in the areas of product consistency and interdependent integration."

Other reasons included Lilly Software Associates' product being a simpler solution, which could merge seamlessly with the manufacturer's existing shopfloor data collection (SFDC) system. The ERP software's graphical interface will mean new users will be able to achieve results quickly and return

on investment (RoI) will be faster. Another advantageous feature was Lilly Software Associates' active support for Microsoft .NET technology.

Orvec International believes that as Lilly Software Associates is a privately owned company, it has the advantage of not being driven by short-term market expectations, and being capable of riding through any economic fluctuations.

Advanced abilities, valuable benefits

The Lilly Software Associates ERP system will replace an ageing DOS-based financial and operations package and a multitude of Word and Excel documents, currently being used to manage the business.

Featuring a central database and a comprehensive range of fully integrated supply chain management functions, including a product configurator, financial accounting and related applications, the ERP system will provide Orvec International with many additional benefits such as breaking down inter-departmental barriers and improving communications. Personnel will be able to access and exchange data and information more easily and make decisions on a more informed basis.

In particular, the VISUAL Enterprise system will enable the sales and planning departments to operate more efficiently. The configurator module will allow the sales department to automate quotation and sales order processes. In preparing a quotation, the configurator software will check the rules that govern what can be made in relation to available production capacity. It will ensure that a quotation is valid and that if placed, the order may be made profitably and delivered on time.

The ERP system will provide the planning department with an advanced scheduling function linked to other systems in the factory. In addition, due to the graphical requirements of the Passenger Care Products (PCP) division the new system will have the ability to associate to the bill of materials (BOM) a CAD drawing, a picture of the finished product, and a specification drawing.

The ERP system is also expected to reduce warehouse-stocking density by at least twenty per cent and remove the need to subcontract additional warehouse space. The implementation of an Advanced Material Planning (AMP) module will aim to make this feasible, by reducing component stocking density.

Information about Lilly Software Associates

Lilly Software Associates (LSA) provides a complete line of enterprise and supply chain management solutions for manufacturers and distributors. With its easy-to-use graphical nature, the VISUAL suite of products helps companies

capture accurate, real-time data about their business processes using Enterprise Resource Planning (ERP), Advanced Planning and Scheduling (APS), Manufacturing Execution System (MES), Quality Management, Customer Relationship Management (CRM), E-Business and Warehouse Management System (WMS) capabilities.

Most VISUAL applications run on Windows NT, UNIX, LINUX, VMS, Novell or OS400. They can use SQLBase, Microsoft SQLServer, ORACLE or IBM DB2/400 relational databases and are certified for both IBM iSeries and Netfinity servers.

Lilly Software's European headquarters are based in Royston, Hertfordshire, from where the company manages a full range of sales and technical support services throughout the United Kingdom, Ireland and continental Europe. The supplier is a founding member of the ERP Vendors Forum, a group of leading software vendors that address the needs of the manufacturing industry in the UK.

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