CAPSTONE

MISSING A PIECE?

Great software, designed for your industry could be it.

Introduction

When we sat down to write this brochure, we agreed to leave the buzzwords out. We wanted to convey honest information about our software and our company in plain, concise English, free of hyperbole and jargon.

We hope this proves to be a breath of fresh air for you.

Bayern Software

Bayern was founded in 1985, in Arizona, by Greg Bayer. We still have employees in Arizona, but we're now headquartered in Carmel, Indiana, just north of Indianapolis.

We released our first application—Steel Plus—in 1986. The applications we develop used to be called integrated order entry, inventory control, and accounting systems. Today, they're known as enterprise resource planning (ERP) applications.

For close to 35 years, we've been developing software for companies like yours, and we've grown side-by-side with them. We've helped several of our customers grow from single-branch startups (our bread and butter) to become large, multi-state operations.

Hundreds of service centers in the United States and Canada use our software to process more than three million sales orders a year.

Steel Plus—our legacy application—remains a true workhorse that does what it was built to do, day in and day out. That may sound boring, but in the software world, boring is usually a good thing.

We no longer actively market Steel Plus to new customers. The torch has been passed, so let's talk about Capstone.

Capstone

You should understand that Capstone isn't a finished product. It will be a work in progress for several years. Capstone was officially released in 2015. The second major release will be available in 2019. After that, we'll begin working on the third major release, and this cycle will continue into the 2020's and beyond.

Capstone will do just about everything you can imagine—accounting, inventory control, demand forecasting, purchasing, quoting, sales, and optional customer relationship management (CRM).

About the only thing that Capstone won't do is payroll and human resources, but you probably use a service like ADP for that anyway.

Currently, at least 50% of what most people think of as "accounting" is done directly in Capstone. However, Capstone relies on QuickBooks—either the online or desktop version—for certain accounting functions including paying vendors and printing financial statements. We're rounding out our accounting functionality so that you won't have to deal with a third-party system if you don't want to. That project will be complete by mid-2019. If you prefer QuickBooks, don't worry! After our accounting functionality is complete, we'll continue to support our QuickBooks integration.

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Capstone (continued)

Capstone offers an optional suite of warehouse-floor applications that run on handheld scanners and tablets, and we're developing a work distribution kiosk that will change the way your warehouse employees do their jobs.

Capstone is integrated with internet services developed by companies you know. For example, Capstone uses Google's geocoding service to validate, format, and complete* delivery addresses, and it uses Google's mapping service to display delivery addresses on a map.

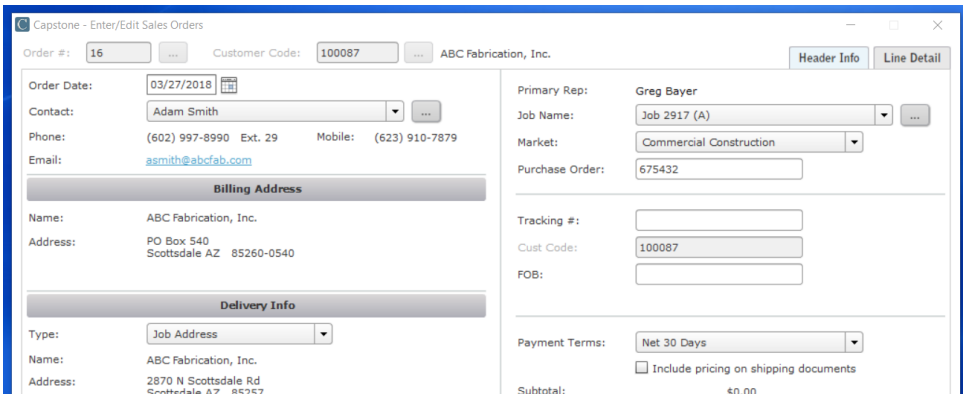
* Google's geocoding service returns the latitude and longitude of the address as well as the county it resides in. Capstone uses the county for sales tax calculations and the latitude and longitude to calculate the straight-line distance between your warehouse and the address. The straight-line distance comes in handy when calculating delivery cost and revenue.

Technologies

Capstone is comprised of three well separated layers. In the software world, the separation of layers is a big deal. People in our industry will tell you that it's the only way to build great software. We tend to agree.

Layer 1 – The User Interface

Capstone's user interface is written in Adobe AIR. The snippet below is from Capstone's Enter/Edit Sales Orders screen.



Layer 2 – Communications

This layer handles all communications. Capstone's middle layer is composed of hundreds of web services written in Microsoft's C#.NET language.

Layer 3 – Database

This is where your data is stored. Capstone uses Microsoft's SQL Server relational database management system. We felt that if SQL Server is good enough for an operation the size of NASDAQ, it ought to work for just about any metal service center. SQL Server is available in what seems like a thousand different configurations (and corresponding costs), but for most service centers, the entry-level, Express edition will suffice. (The Express edition is free of charge.)

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Technologies (continued)

Capstone was designed with the cloud in mind, but it will run just as well on a server located in an equipment closet two doors down from your office.

We have several partners that provide cloud hosting services. Let us know if you're interested in moving to the cloud. All that's required is a robust internet connection and a secure, virtual private network (aka "VPN").

Features

We've listed some of Capstone's most popular features below. Please understand that this is not an exhaustive list by any stretch of the imagination.

Multiple Warehouses – Support for outside processor and consignment inventory warehouses. Warehouses can optionally be owned by a specific branch or shared.

Multiple Branches – There's no forced relationship between branches and warehouses. A warehouse can be owned by a specified branch or shared by all branches.

Detailed Inventory Hierarchy – Capstone tracks materials, categories, items, and standard sizes. For example: Material=Carbon Steel Plate, Category=A36 Plate, Item=1/4" A36 Plate, and Standard Sizes= 48" x 96", 48" x 120", 60" x 96", 60" x 120", 60" x 144", … 84" x 240"

Item Codes & Aliases – Capstone supports a 25-character item code that greatly speeds data entry. Intuitive item codes such as CSPL14-A36 representing 1/4" A36 Plate and CSAN33316-A36 representing 3" x 3" x 3/16" A36 Angle are most common. Aliases are used to link the Capstone item code with the UPC. This comes in handy when scanning prepackaged products at your counter.

Tagged & Location-Only Inventory Tracking – Each Capstone inventory category can be configured as either tagged or what we call "location-only" inventory. Location-only inventory doesn't support heat traceability. With location-only inventory, all that Capstone can tell you is the quantity on hand in one or more locations in your warehouse(s).

Labels – Capstone is integrated with BarTender label design and printing software. Capstone produces both stock and shipping labels, with or without barcodes. BarTender allows you (or us) to design custom labels. For example, you may have a customer that requires something special on their shipping labels. An inventory category setting determines whether a stock label should be printed. Whether a shipping label should be printed is a customer setting.

Remnant Tracking – Capstone allows you to track remnants of any size. You decide what gets restocked and what gets scrapped. If the scrap quantity is too large, you'll be warned and given the opportunity to rethink and edit your entries as necessary. Capstone capitalizes scrap loss.

Random Lengths – Capstone supports random-length items.

Customer Parts – Capstone allows you to store customer part information including the production drawing file and the file your customer sent you.

Customer Pricing – Flexible customer pricing, including the option to calculate the base price based on replacement cost or a specified, discrete cost.

Attachments – Capstone stores a wide variety of attachments. Customer resale certificates can be attached to the customer's account, customer purchase orders can be attached to sales orders, etc.

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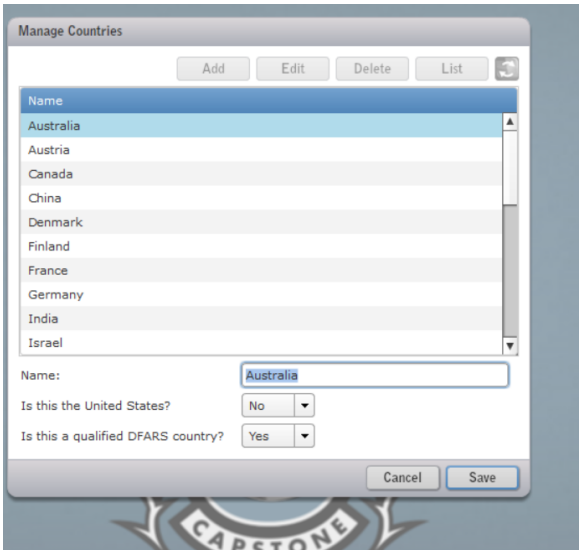
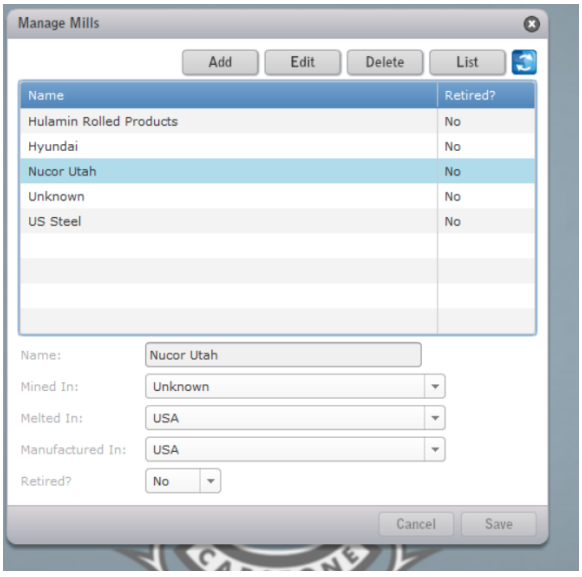
Features (continued)

Country Tracking – Capstone tracks the countries that the material was mined in, melted in, manufactured in, and fabricated in. As shown below, Capstone supports special designations used to filter certain inventory out.



Mill Traceability – Capstone's smart enough to know that you don't always buy from the mill, so it tracks both the vendor and the mill. Notice below that you can associate countries with mills. This speeds data entry.



Heat Traceability – This is a category level setting in Capstone, and that's nice if you don't need heat traceability for everything you sell. Capstone stores test reports*. Capstone can be configured to deliver a copy of the applicable test report(s) with shipment, via email, and/or via traditional mail.

* Capstone stores the original test report as well as an optional, redacted copy.

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Features (continued)

Revenue Schedules – Capstone provides schedules for delivery, processing, and skid revenue. Capstone will also allow you to manually add revenue for packaging, handling, etc. Additional revenue is transparently folded into the price quoted to your customer.

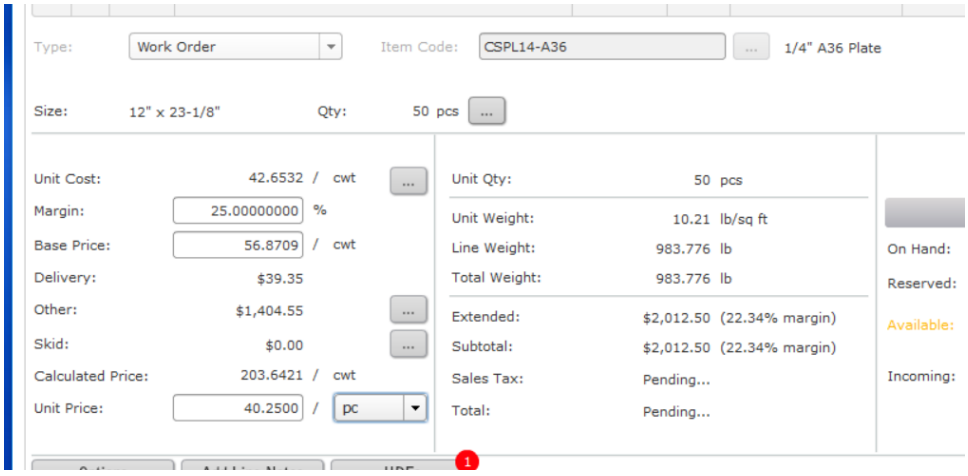
Demand Forecasting – Capstone includes tools that give your purchasing department a better shot at ordering the right quantity the first time. Capstone's demand forecasting system identifies transactions that may qualify as a spike and allows your purchasing department to decide whether to include those transactions in the forecast. Capstone also supports traditional minimum and maximum quantity levels. In fact, you can configure some items to use minimum and maximum quantity levels and other items to use the more sophisticated demand forecasting system.

Reporting – Capstone includes standard reports delivered on screen in portable document format and produces a wide variety of Microsoft Excel exports as well. Microsoft SQL Server is open to external queries, so you can produce your own reports and/or exports using off-the-shelf tools like Microsoft's SQL Server Reporting Services (aka "SSRS") and Crystal Reports. You can also build your own dashboards or hire a developer to extend Capstone in any way you see fit.

Order Entry

The example below is A36 plate, but Capstone supports all materials—from commercial quality carbon steel to the most exotic material you carry. Capstone also supports all shapes, so please don't get hung up on this example. We'll be more than happy to show you examples that better align with what you do.

The snippet below is from Capstone's Enter/Edit Sales Orders screen.



Capstone supports multiple sales order line types. Available line types include: straight pull, buyout, special order, non-inventory, standard work order, and single-size work order.

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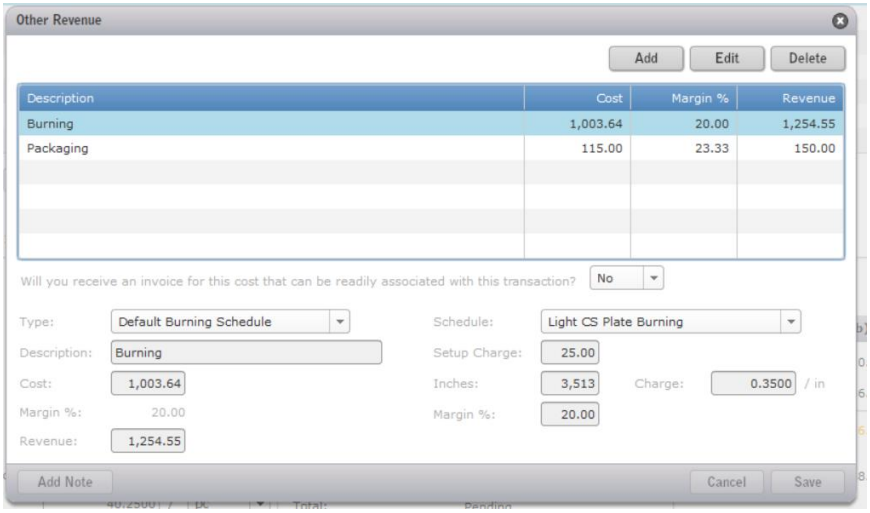
Order Entry (continued)

The example above is a single-size work order line. A work order, linked to the sales order line, will be generated. The output of that work order will be 50 pieces of 1/4" A36 plate cut to 12" x 23.125". (Capstone is accurate to up to six (6) decimal places or 1/64th of an inch.)

Notice the components of the price in the bottom-left corner of the screen on the previous page. There's the price of the metal itself which was calculated based on a cost of $45.3562/cwt and additional revenue which has been folded in. There's also delivery revenue of $39.35. (There's no skid revenue because a skid revenue schedule isn't associated with the item.)

There's also "other revenue" of $1,404.55. As shown below, there's both burning and packaging revenue. The burning revenue comes from a pre-defined schedule linked to the item. (Capstone also supports shearing schedules for sheet and plate items and saw cutting schedules for structural items like angle and channel.) The packaging revenue was manually added.



Coming Soon

The second major release of Capstone will include many new features/capabilities including:

- Complete Accounting
- Production Orders (designed for producing weldments, etc.)
- Multi-Level Bills of Material (designed for metal building kits, etc.)
- Foreign Currency Purchase Orders and Sales Orders
- Limited Foreign Language Support (Spanish and French documents)
- Metric Warehouses
- FastCAM Interface

Conclusion

The best way to get a true feel for Capstone is to see a demonstration. We host online webinars on a regular basis. Let us know if you'd like to attend one of them.

Visit our website or contact Greg Bayer directly at gbayer@bayernsoftware.com or (317) 723-6688.

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