bayern

CAPSTONE

MISSING A PIECE?

BAYERN SOFTWARE

Bayern Software was founded in 1985. Our office is in Carmel, Indiana—just north of Indianapolis.

For more than 35 years, we've been developing ERP applications for your industry.

Each year, hundreds of companies use our applications to process more than three million sales orders.

Steel Plus is our legacy application. Like every good workhorse, Steel Plus does what it was designed to do, day in and day out, but the torch is slowly being passed to Capstone.

CAPSTONE

Capstone is aptly named. It's our crowning achievement—the result of the experience we've accumulated over the past 35 years.

Capstone is as modern as any ERP system designed for metal service centers and fabricators.

Capstone handles inventory control, demand forecasting, purchasing, sales, a long list of accounting tasks[1], and even CRM via a tightly-integrated application developed by our partner, Dragones Software.

Capstone produces stock tags and shipping labels—with or without barcodes.

Capstone stores and can deliver test reports to your customers.

Capstone also offers an optional suite of applications that run on handheld scanners and tablets on your warehouse floor.

These applications allow your warehouse team to pull inventory, relocate inventory, and enter physical inventory counts.

Dragones Software is developing a warehouse-floor, work-retrieval system that will be available in early 2022. This kiosk-based system will fundamentally change the way warehouse employees perform many of their daily tasks.

Dragones is also building an advanced logistics manager for Capstone.

Capstone relies on Google's Address Geocoding service to validate, format, and complete[2] delivery addresses.

Capstone utilizes Google's Mapping service to display delivery addresses on a map.

---

[1] Approximately 60% of the tasks that most people think of when they hear the word "accounting" are performed in Capstone. Certain accounting tasks, including paying vendors and printing financial statements, are performed in either QuickBooks Online or one of the desktop versions of QuickBooks. (We are in the process of integrating Capstone with NetSuite Cloud Accounting.)

[2] Google's geocoding service returns the latitude and longitude of the address as well as the county. Capstone sometimes needs the county for sales tax calculations. Capstone uses the latitude and longitude to calculate the straight-line distance between your warehouse and the delivery address. The straight-line distance comes in handy when estimating delivery cost and transparently folding delivery revenue into customer pricing.

ARCHITECTURE

Capstone is what's known as a Rich Internet Application.
It's composed of **three distinct layers.**

Layer 1 — **The User Interface**
Capstone is not a browser-based application. Instead, its clean and easy-to-read screens are displayed in an Adobe AIR container.

Layer 2 — **Communications**
This layer is composed of hundreds of .NET web methods that run on a Microsoft Internet Information Services server. (A dedicated IIS server is not required.)

Layer 3 — **Database**
Capstone data is stored in a Microsoft SQL Server database. SQL Server is highly scalable and available in several configurations and corresponding price points. For most companies, the Express edition—which is free—should suffice.

CLOUD-BASED DESIGN

Capstone was designed with the cloud in mind, but it will run just as well on a server located on your premises.

Capstone will run in public cloud environments like Amazon's AWS and Microsoft's Azure. Of course, it will also run on a private cloud server.

Let us know if you're interested in running Capstone in the cloud. We've partnered with Infinitely Virtual, and we'd be happy to discuss the pros and cons of the cloud.

Capstone - Enter/Edit Sales Orders

Order #: 15490
Customer Code: 2035   ABC Fabrication, Inc.

Header Info | Line Detail

Order Date: 04/30/2021
Contact: Al Ford
Phone: (602) 643-3541   Mobile: (623) 910-6358
Email: aford@abcfab.com

Primary Rep: Greg Bayer
Job Name: Lowe's #18101
Market: Fabrication
Territory: Phoenix Metro
Purchase Order: 239157

Billing Address
Name: ABC Fabrication, Inc.
Address: PO Box 540
Scottsdale AZ   85260-0540

Tracking #: N/A

Delivery Info
Type: Stored Delivery Address
Name: ABC Fabrication, Inc.
Address: 7925 W Northern Ave
Glendale AZ   85303

Payment Terms: Net 30 Days
Subtotal: $59,919.36
Sales Tax: $0.00
Total: $59,919.36

Distance: 10.30 mi   Directions
Contact: John Smith
Deliver Via: Our Truck
Route: West Valley

Delivery Date Range: 05/05/2021   Thru: 05/07/2021
Targeted Delivery Date: 05/05/2021   Time: 2:00 PM
Ready Date: 05/04/2021   Time: 11:45 PM

Options | Edit Order Notes | Edit Delivery Note

Clear | Documents | Convert to Quote

Warehouse: Phoenix   Change

Branch: Phoenix   User: ADMIN

FEATURES

Reporting
Capstone includes standard reports delivered on screen in portable document format (PDF) and produces a wide variety of Microsoft Excel extracts. Capstone's database—Microsoft SQL Server—is open to external queries, so you can produce your own dashboards, reports, and extracts using off-the-shelf applications like Microsoft's Power BI or SQL Server Reporting Services (SSRS) and SAP's Crystal Server.

Country Tracking
Capstone tracks the country that the material was mined, melted, manufactured, and fabricated in. If you don't know where the material was mined or melted, you can select the fictitious country "Unknown". If the material has never been fabricated, Capstone allows you to bypass the "Fabricated-In Country" field.

Unit Costs & Prices
Capstone supports unit costs and prices accurate to four decimal places.

Demand Forecasting
Capstone includes a demand forecasting system that will give your purchasing department a better shot at ordering the right quantity the first time. Capstone also supports simple minimum and maximum quantity levels.

Mill Traceability
Capstone's smart enough to know that you don't always buy from the mill, so it tracks both the vendor that the material was purchased from and the mill that produced it. To speed data entry, you can associate countries with mills and mills with vendors.

Detailed Inventory Hierarchy
Capstone tracks materials, categories, items, and standard sizes. Below is an example we often see.

Material: Carbon Steel
Category: A36 Plate
Item: 1/4" A36 Plate
Standard Sizes:
48" x 96", 48" x 120", 60" x 120", etc.

Heat Traceability
This is a category-level setting in Capstone, which is nice if you don't need heat traceability for everything you sell. Customers can be configured to receive 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. Customers can be configured to receive redacted or original test reports.

Location-Only Inventory
If you don't require heat traceability for all of your inventory, Capstone supports what we call "location-only inventory". All that Capstone can tell you about an item configured this way is the quantity on hand and the quantity available, after reservations, in one or more warehouse locations.

Attachments
Capstone stores a wide variety of attachments. Resale certificates can be attached to customer accounts, customer purchase orders can be attached to sales orders, etc.

FEATURES

Multiple Warehouses
Support for standard and outside processor warehouses.

Customer Pricing
Flexible customer pricing, including the option to calculate the unit cost using the current average cost, replacement cost, or a discrete cost.

Multiple Branches
There's no forced relationship between branches and warehouses. Warehouses can be owned by a branch or shared.

Customer Parts
Capstone supports both simple and complex customer parts. Capstone allows you to store the drawing file as well as the file that your customer sent you.

Remnant Tracking
Capstone allows you to track remnants. You decide what gets restocked and what gets scrapped. If the scrap quantity is large, you'll be warned so that you can correct any data entry errors. Capstone capitalizes scrap loss.

Branch Ownership of Customers
Customers can be owned by a branch or shared.

Item Codes & Aliases
Capstone supports a 25-character item code that 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 common. Aliases link the Capstone item code with the applicable UPC. This comes in handy when scanning prepackaged products such as grinding wheels at your counter.

Material Labeling
Capstone is integrated with BarTender label design and printing software. Capstone produces both stock and shipping labels, with or without barcodes. BarTender allows you to design custom labels.

Random-Length Inventory
Capstone includes full support for random-length inventory. For example, Capstone will track the number of pieces and total number of feet in a random-length bundle of oilfield pipe.

Revenue Schedules
Capstone supports pre-defined schedules for delivery, processing, and skid revenue. Of course, Capstone also allows you to add revenue for special packaging, handling, etc. Additional revenue is transparently folded into the price that you quote your customer.

bayern

ORDER ENTRY

Capstone's sales order entry system includes a variety of innovative features. For example, sales order line types which bring structure to the order-fulfillment process. The screenshot to the right shows four of the seven available line types. Capstone also supports line types of "Entire Tag", "Non-Inventory", and "Quick Cut".

Notice the breakdown of the unit price in the lower-left corner of the larger of the two screens on the right. The base price of $91.25/cwt covers only the metal. Delivery revenue of $1.89 and other revenue totaling $20.59 have been folded into the unit price. The unit price was automatically rounded. In this example, the rule on file calls for per-piece unit prices to be rounded up to the next nickel.

The smaller of the screens on the right provides a breakdown of the "other" revenue included in the unit price. As you can see, revenue that covers three feet of material at the base price of $91.25/cwt (this material will be restocked or scrapped) and revenue that covers cutting are included in that amount.

COMING SOON

FABRICATION

The next major release of Capstone will include a Fabrication Order system that will significantly extend the capabilities of Capstone's Work Order system.

Fabrication orders will support multiple input items. The input of a fabrication order can be pulled from stock and/or procured from multiple suppliers. Input can also flow into a fabrication order from one or more work orders and/or fabrication orders.

The bill of materials for an item can be stored and reused as needed. Of course, Capstone's Fabrication Order system will support one-off transactions as well.

The output of a fabrication order can replenish stock and/or flow into one or more sales orders and/or transfer orders. The output of a fabrication order can also flow into another fabrication order, providing full support for indented (AKA "multi-level") bills of material.

Capstone fabrication orders will support multiple processing steps and allow the work associated with any given step to be performed in multiple warehouses and/or work centers. In addition, work can be performed by one or more vendors.

Work in progress and/or raw materials can be associated with Transportation type production steps. When WIP is being transported, its description and weight are listed on the paperwork that accompanies the material in transit.

Of course, a historical fabrication order can be used as boilerplate for a new fabrication order, and you can make changes to the production steps as needed. For example, some of the processing work may have to be performed in a different warehouse, in a different work center, or by a different outside processor.

bayern

The best way to get a true feel for Capstone is to see it in action.

Contact us today to schedule a demonstration.

🌐 www.bayernsoftware.com

✉ sales@bayernsoftware.com

📞 (317) 723-5458