

# Software for Glass



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## JoTiKa (Midlands) Software Ltd Glass Software Developers

### A bit of Background

We have been developing software for the glass and window industries for over 25 years, and have a reputation for pioneering glass software technology. Our customers range from medium to large sized manufacturers of IGUs, Glass Processors, Tougheners, Glaziers and Merchants. Our offices are situated in the heart of England in the scenic village of Inkberrow, with easy access to Wales, Scotland, South and North England via major Motorways.



### Why choose JoTiKa?

JoTiKa are the UK's leading developer of business and production control software for flat glass processing. By delivering a unique level of commitment and service, JoTiKa have built an expanding and loyal customer base. Services provided include design, implementation and support of industry specific software and office automation, backed by experienced manufacturing and IT consultants recruited from within the industry.



"I started developing software solutions for the glass and window industry in 1979. It was my passion for problem solving that attracted me to software and especially the glass and window industry, because of the problems it presents in the way of material optimisation. My focus has always been to deliver effective software solutions; and I take a personal interest in the welfare of all my customers. This is why JoTiKa is the UK's leading developer of software solutions in the glass industry today".

Foreword by John Gold - Managing Director

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# Gtrak3 Sales Order Processing Software

## General

### Create an order

Gtrak order entry is fast, reliable and easy-to-use. It supports Singles, IGUs, TGUs, Stepped, Multi Layered Laminates, Stock & Sundry sales. Orders are priced on entry using any one of a number of different pricing methods. Unique on-screen views of current pricing allows instant comparison between Customers. Orders from key accounts can be received electronically and imported, which dramatically reduces processing time and input errors. Purchase orders are raised for bought out items such as toughened glass and sent electronically, if required.

### Customer Service

In a competitive market good customer service can be the edge you need to keep your customers loyal. This is why Gtrak offers tools to help enhance customer service levels. Fast order searching and sorting helps operators handle calls more efficiently. Gtrak CRM allows users to log notes and attach files against orders and customers so everybody is aware of communications history. Personalised graphical views of daily capacities help operators give more realistic delivery dates and help spread daily workloads.

### Shape Design

Gtrak comes with a standard shape library that satisfies the needs of most IGU manufacturers. For bespoke shapes Gtrak supports manual shape design as well as importing DXFs (from CAD software or shape digitizers) and Bottero DAT files. Users can easily apply stepped edges for IGU shapes. Intricate processes such as bevelled & polished edges, holes and notches can be applied using the visual editor.

### Documentation

Gtrak prints all customer facing documentation including Order Confirmations, Delivery Notes, Invoices and Glass Labels. Documentation is designed to your specification, incorporating a style that promotes your particular brand message - including company colours, logos & fonts. The information presented is also customised. Shape thumbnail diagrams are printed to scale on all documentation, with the option of printing a more detailed shape summary. Documents can be faxed, emailed or printed on plain/NCR paper, from multiple trays.

### Accounting & Credit Control

Gtrak integrates with accounting software, posting to sales ledgers and providing credit checking facilities. Customer's are put "on hold" automatically when they go over their credit limit. All credit control notes and correspondence can be logged against customer records. Original purchase orders and signed delivery notes can also be stored and accessed quickly to further aid the credit control process. Single and multi-company accounting and multi-currency operation for EEC countries is supported.

### Costing & Sales Analysis

Gtrak has a powerful costing system designed to take all elements of a product into consideration. Labour rate tables and material costs can be attached to glass & spacer along with processes (such as Lead, Georgian, Sandblasting & Polishing) to make up the final cost. Comprehensive Sales and Profit Analysis by Product, Customer and Company is then used to present profit analysis.



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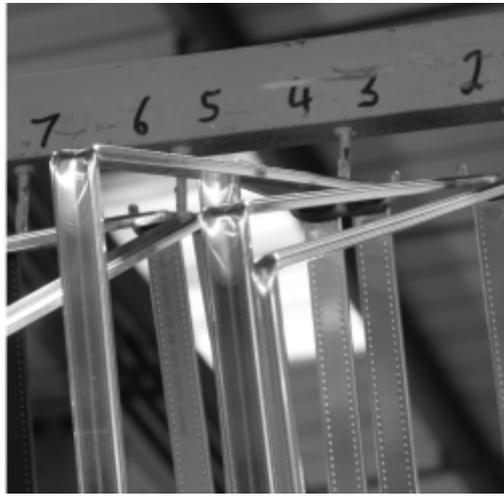
## Gtrak3 Sales Order Processing Software Features List

### Office



- ▶ Rapid order entry for units, cut sizes, stock & sundry.
- ▶ Personalised graphical displays of daily capacities helps to provide customers with accurate delivery dates.
- ▶ Easily create & store customer quotations. Instantly convert quotations to live orders.
- ▶ Import and export glass orders electronically for key accounts and suppliers.
- ▶ Visual editor for shapes: stepped, bevelled & polished edges, holes and notches.
- ▶ Run instant order searches and sorts to locate current & archived orders in seconds, with limited information.
- ▶ Send order confirmations and order summary reports via fax or email.
- ▶ Pricing & costing is made easy for units, cut sizes & intricate process work.
- ▶ Comprehensive sales and profit analysis by product, customer and company.
- ▶ Online Credit Checking, posting to sales ledgers. Single and multi-company accounting. Multi-Currency operation for EEC countries.
- ▶ Custom designed documentation and glass labels to promote your particular brand message.
- ▶ Record notes, important communications, images & documents against customers and individual orders.





## Gtrak3 Production Control & Sequencing General

### OPTIMISER X<sup>UK</sup> Shop Floor

► A wide range of batch selection strategies, allowing the precise sequencing of products from cutting to loading at despatch. Loading to vehicles is just one of the selections provided. As Production uses the same data as Sales Order Processing, urgent Orders can be entered and added to a batch immediately.

► Factory layouts demand different product handling and sorting, depending on machinery, storage methods, and available space.

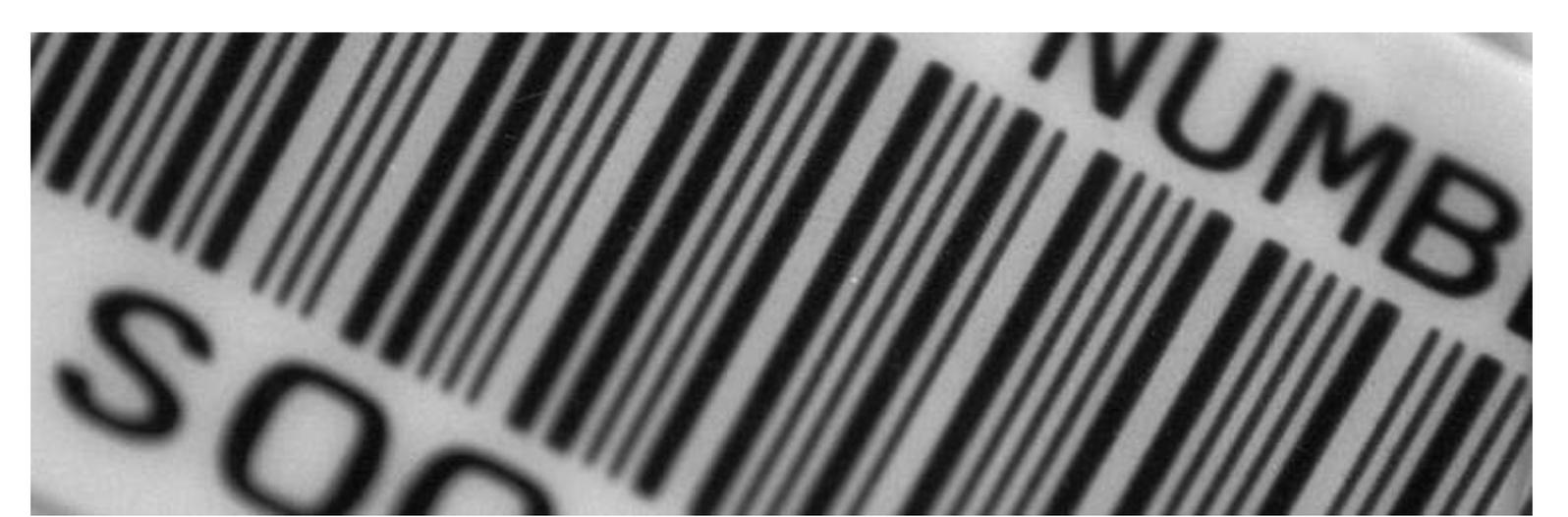
► Uniquely, Gtrak allows for the creation of multiple racking strategies to be used for particular batch runs at any stage in production. For example, an annealed glass batch could be slot racked at cutting, the toughened batch cut randomly on to A-frames and slot racked after toughening.

► Selection and sorting strategies allow ten different levels, to handle processes such as spacer bending, and for optimising stillage loading.

► Production labour costs are reduced by removing handling operations, and by developing higher operator productivity.

► The optimisation process can select by glass, process such as leading, and create a single batch, using multiple optimisation rules, to handle all products for a single shift sequenced to meet despatch demands. All cutting tables are supported, including auto loading and auto breakout.





# Gtrak3 Barcode Tracking & Production Monitoring

## General

### Design & Implementation

We supply a comprehensive range of barcode scanning equipment from single keyboard scanners to high speed, modular, Multi-Drop networks, connecting a combination of hand held and fixed position readers together on a single host/control system. With many years experience we are specialists in industrial scanning solutions and can support the design and implementation of entire scanning networks. Our experienced team will work with you to develop a tracking / monitoring solution that satisfies your individual business requirements.

### Monitoring & Capacity Planning

Users are presented with a real time view of Order progress, current and spare capacity. Full drill down to component level is available to investigate potential bottlenecks, meaning small production problems can be identified earlier, avoiding costly downtime. Up to four views per screen with each PC set up with different default views, which can be modified during operation. Production and Despatch views aid planning and provide users with up to the minute Order progress. Customer selection allows continuous monitoring of major accounts.

### Furnace Performance Monitoring

This tool provides an onscreen view outlining the performance for a given shift or time period, based upon information collected by the barcode readers. The view includes detailed information on downtime, work time, number of cycles, area, leaves, bed loading and 4mm equivalencies for thicker glass. Labels are scanned as work is passed to the furnace. Reading can be done by batch or by piece which is changeable at any time to suit.

### Stillage Loading

Gtrak can use barcode scanning to allocate Order items to a particular stillage for delivery. Orders can then be grouped for delivery by stillage, which will only allocate completed product items that have been scanned onto the stillage. The Delivery Note will be adjusted to only include items from within an order that are being delivered. Once complete, the remaining items are allocated to a stillage at a later time or date and will have a separate Delivery Note.

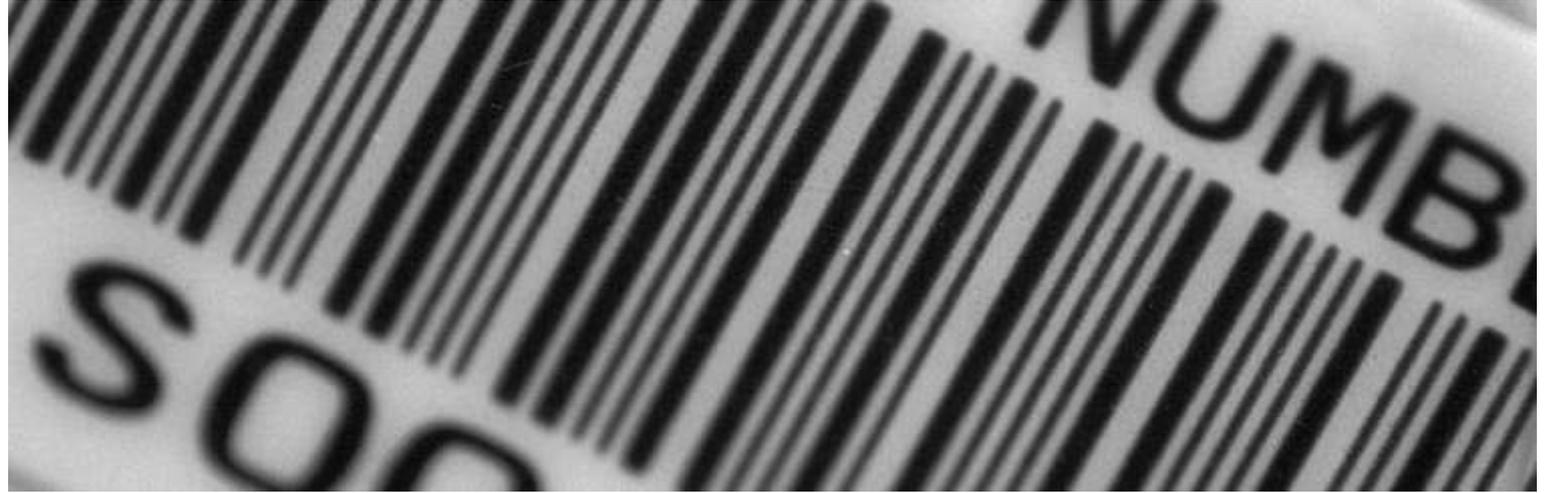
### Machinery Loading

Processing instructions for machinery such as Spacer Saws, Benders and Sealing Lines can be loaded manually using a hand held barcode reader. This saves inputting time whilst offering maximum flexibility on the shop floor.

A barcode is printed on the glass label or works order and can be scanned into a batch. Gtrak then outputs a file in the correct format for the machine to read.

### Staff Performance Monitoring

The Gtrak monitoring system is designed to be completely flexible. User configurable processes can be set up to monitor any manufacturing process or individual members of production staff. A member of staff can be setup with daily targets and the 'real time' graphical view will display targets against throughput.



## Gtrak3 Barcode Tracking & Production Monitoring Features List

### Barcode Tracking

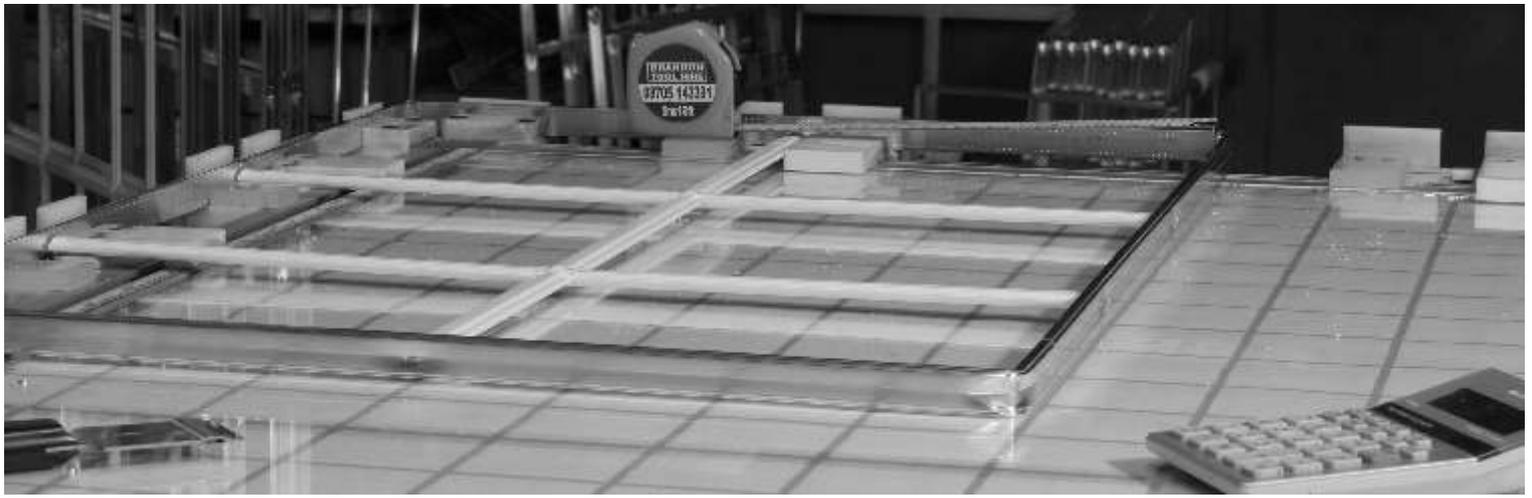


- ▶ Ability to track Orders throughout the manufacturing process
- ▶ Monitors the performance of key processes such as toughening
- ▶ Works with a wide range of bar code scanners, including RF, fixed, and hand held.
- ▶ Produces Quality Control information to help meet BS EN1279 and other standards.
- ▶ Provides the gateway to data transfer for shop floor machine control. The list includes spacer saws, benders, sealing lines, arissing, bevelling, polishing and drilling.
- ▶ Allows rapid response to Customer Order progress queries.

### Production Monitoring



- ▶ Provides users with real time view of Order progress, current and spare capacity
- ▶ Full drill down to component level to investigate potential bottlenecks. Small production problems can be identified earlier, avoiding costly downtime.
- ▶ Interactive views for production and despatch planning
- ▶ Allows users to provide Customers with up to the minute Order progress.
- ▶ Customer selection allows continuous monitoring of major accounts
- ▶ Up to four views per screen. Each PC can be set up with different default views, which can be modified during operation.



## Georgian & Lead Design Software Features List

### Georgian Bar & Lead Design



- ▶ All essential information for the creation of a Georgian or Lead window, such as frame specifications, unit sizes, order details and customer references are imported from Gtrak order entry.
- ▶ A wide range of frame layouts are available with the ability to store any number of different profile dimensions.
- ▶ The Frame Layout Manager offers a view of glass-to-glass distances, which highlights discrepancies between frame and unit sizes and can be edited to create frame layouts with little profile information.
- ▶ The GBar wizard feature automatically applies Georgian Bar grids to frames on import, by a set of rules defined by the user.
- ▶ Georgian grids can be quickly designed on complex frames. A default Georgian size is applied to the master unit and lines through with adjacent units instantly. Individual horizontal and vertical bar positions can also be applied for replacement units to match an existing window.
- ▶ Diamond, Rectangle & Queen Anne Lead can be designed via an easy to use design screen.
- ▶ Users can view bar lengths and staple positions on screen and make quick adjustments using the Georgian toolbox.
- ▶ A4 illustrations can be printed for customer approval or sent electronically via messaging software such as Tobit Faxware.
- ▶ A selection of production reports are available including cutting and assembly instructions, full scale stencils and lead positioning prints.



## Consultancy Services & Support

### Helping your business grow

### Software Support

- ▶ Our software installations are carried out to fit in with your schedule. We aim to install with minimal disruption to office procedures and factory workflow. Planned changes are implemented in stages to make the transition as seamless as possible.
- ▶ We are well known for providing a personal level of commitment to the support of all our sites. Our software maintenance package is comprehensive and covers you for all telephone support calls and remote control software support without any hidden costs.
- ▶ We actively encourage customers to use our Help Desk Service for advice on getting the most out of their Gtrak system; and often receive calls unrelated to Gtrak, as customers know they will get an immediate answer.

### Consultancy Services

- ▶ Business Needs Analysis prior to action, whether adding new software, new machinery such as spacer benders, toughening plants, or moving to new premises.
- ▶ Written proposal on implementation plan to meet business needs.
- ▶ Comprehensive classroom training at JoTiKa, prior to a major change.
- ▶ Onsite support by Glass Industry Consultants, when needed. Training Seminars are held at JoTiKa on issues of particular interest, such as Optimisation, Materials handling, Production Sequencing, and Product Cost of Sales Analysis.

### Authorised Resellers

- ▶ Tobit InfoCentre - Emailing and Faxing Software
- ▶ Document Management Software
- ▶ Advantage Database Solutions



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# Gtrak3 "Software for Glass"

## Overview

### Order Entry

- :: Pricing & Costing
- :: Quotations
- :: Orders
- :: Shape & Process Design, DXF Imports
- :: Order Checking
- :: Trade Counter Transactions
- :: Order Confirmations / Receipts
- :: Print, Fax or Email Purchase Orders
- :: Order Searching
- :: CRM & Order History
- :: Daily Transaction Reports
- :: Order Intake Reports

### Production

- :: Georgian & Lead Design
- :: Forward Planning Reports
- :: Interactive Production Scheduling
- :: Advanced Glass Optimisation
- :: Furnace Bed Optimisation
- :: Machinery Control
- :: Barcode Tracking
- :: Production Monitoring
- :: Capacity Planning
- :: Lean Manufacturing Consultancy
- :: Custom Designed Glass Labels
- :: Waste Analysis Reports

### Despatch

- :: Delivery Planning Reports
- :: Interactive Delivery Scheduling
- :: Stillage Monitoring
- :: Stillage Loading by Barcode
- :: Detailed & Summary Loading Lists
- :: Custom Designed Delivery Notes
- :: Summary Receipt of Goods
- :: Plain and NCR Paper
- :: COD Lists

### Accounting & Credit Control

- :: Custom Designed Invoices
- :: Consolidated Invoices
- :: Print, Fax or Email Invoices
- :: Integrates with accounts software
- :: Credit Checking Facilities
- :: Sales Analysis Reports
- :: Document Scanning & Storage
- :: Order Archiving for Warranty