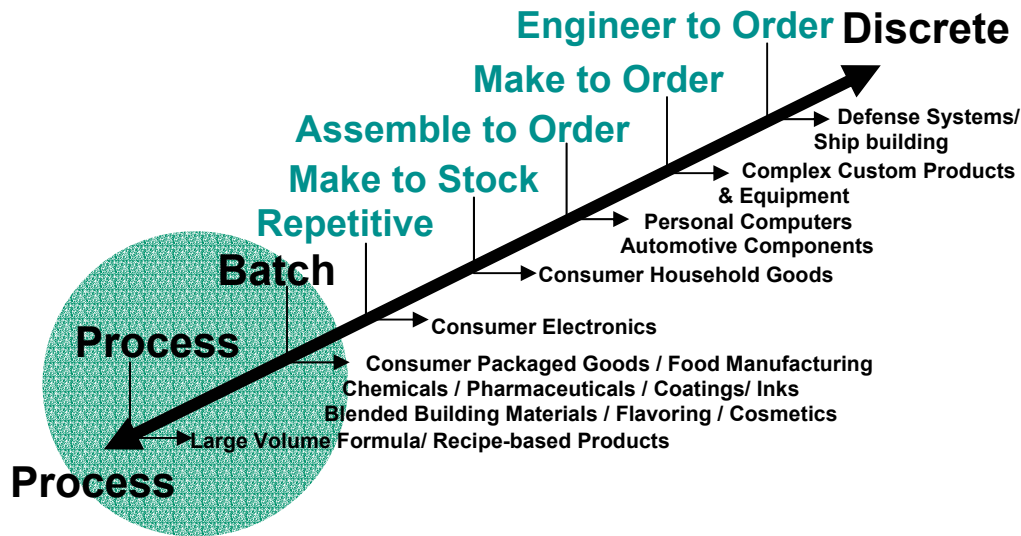


## BatchMasterPFW for Process Manufacturing vs. Discrete Packages



**BatchMasterPFW (BM):** Formula driven with containerized Bill of Material that allows infinite number of finished goods from same formula/recipe

**Discrete Package (DP):** BOM builds a part; any variation of end product usually requires new BOM

**BM:** All inventory items can be tracked in wet and dry units of measure such as pounds, gallons, grams, liters, etc.

**DP:** Typically inventory items are limited to linear or weight units of measure and changing units on the fly is not easily accomplished.

**BM:** Built in Material Safety Data Sheets (MSDS), regulatory reporting, Laboratory and Nutrient Analysis, and Costing functions built around the formula, raw material properties, and inventory costing methods allow BatchMasterPFW users perform many of their daily functions within a single package.

**DP:** Will have to rely on third party add-ons to handle simple laboratory functions and will have to develop integration to MSDS reporting package or keep separate. Discrete packages are not written for chemical, paint, or food type companies and do not hold information inherent to these types of operations.

**BM:** Production allows for many variations of the initial formula including: material substitutions, various batch sizing, fill & pour tickets, and QC reporting while maintaining Batch History and yield analysis.

**DP:** Production will create work order based on whole number increments of BOM. Production history is not as specific to formula alterations or substitutions and difficult to combine production history by formula class or finished good category.

**BM:** Formula module keeps track of detailed revision history. Every time a formula entry is changed in any way a full detailed record of the prior version is saved into history with a date and time stamp allowing users to view, compare prior to present, and revert back to older versions of formulas.

**DP:** Discrete BOM may have feature called Engineer Change Order which keeps track of a revision like number. It is not easy to revert back to old versions or do a side by side comparison.

**BM:** Originally written for process manufacturer and developed over the last 20 years specifically for that industry. BatchMasterPFW would be out of place at a manufacturing site that was a discrete manufacturer just as discrete packages are at process sites.

**DP:** The numerous packages for discrete manufacturers can be forced into a process site, but are not a good fit. They lack true process features and rely mostly on third party add-ons to satisfy the day to day operations normally found inside of BatchMasterPFW. The cumbersome system that gets created is usually a mismatch of unintegrated systems that leaves the client no better off than they were originally.