



# PORTACLOUD

*Cloud Software for Your Business and Beyond...*

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## Window Factory ERP/Enterprise Resource Planning

*PortaCloud Inc. is an innovative software developer focused on cloud based computing solutions for the modern dynamic businesses. The company's product line covers most critical business activities and is constantly evolving.*

PortaCloud Inc. has been providing cost effective solutions for various businesses since its inception. It provides proven, full featured solutions for cloud data management. PortaCloud Inc. enables midrange enterprises to efficiently manage critical business information resources.

### **Access from Anywhere**

You can access and manage your critical business information from your laptop, notepad or cell phone. No local servers or installations are needed.

### **Cloud Software**

Our stack of cloud based solutions for small businesses include ERP, CRM, HR Management, Products Catalog and Inventory, Appointment System, Order Management, Online Store, Tablet Restaurant Menu, Condo Information Booth, Tickets and Service Calls Support and constantly expanding.

### **Production Support**

Development and Implementation of the Full cycle production support systems for the small and medium size enterprises

### **Secure and Reliable**

Our cloud based solutions are hosted on highly available, fully redundant and secure data centers.

## Window Factory Control System

There are dozens of window and door manufacturers who are receiving orders for customized products and are designing and producing these products in a manner that includes a lot of manual operations even when some level of automation is used. However, the process of adoption of complete factory automation already started and it is fundamentally changing industry economics.

Here we will describe the new approach PortaCloud Inc. is bringing to achieve maximized automation path for fenestration businesses.



***To achieve our goals we use the PortaCloud Factory ERP software system to tie together and automate the processes of order entry, design, and invoicing.***

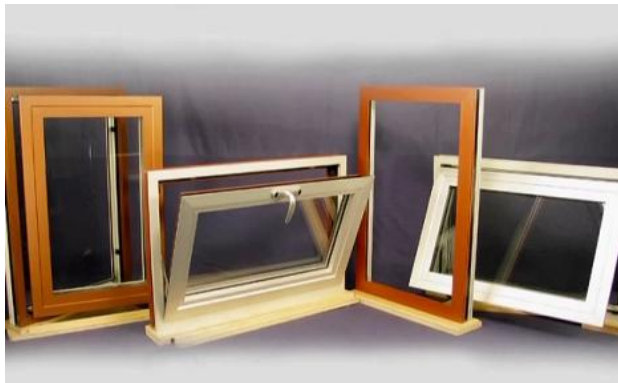
This ERP system can be pre-configured with specific designs chosen by manufacturers. With material choices and costs and other overhead all tied to the custom designs, this software can play an important role in generating estimates and/or proposals. Once a job is won and completed, the software can generate and support invoices, etc.

## Typical Case

Window Factory gets an inquiry for a proposal for a replacement of energy efficient windows for an apartment complex. Company estimator visits the complex and takes all necessary pictures and measurements which he enters into the ERP system using mobile device.



Factory designers, using the design module of the ERP software, work on the design of the window packages that fit the dimensions required. They can work on several different design options, and the costs of their customized designs are compiled automatically in the software. The Factory ERP system quickly and accurately generates estimates for the custom job – including all of the design options.



Once the order is finalized, Company designers instruct the software to release the order to production while the ERP software confirms raw material supplies and alerts purchasers to order more, if needed. The ERP software then provides the factory with assembly and sub assembly drawings for the custom order – and production begins. Finally, with production done and windows ready to ship, Factory ERP software automatically invoices the customer and tracks payment. So, the ERP software at Window Factory plays a significant role in design, estimating, production initiation, and billing – and for big

custom jobs, this automation is the enabler. Think of the productivity gains and the accuracy improvements.

Design, Estimating, Purchasing, Billing, etc. can all be automated with fewer manual handoffs. That means much greater accuracy and less time spent.

Our company's strong business sector expertise ensures cost-efficient solutions for our customers. We are very familiar with window and door factory working environments. We are also well aware of the challenges of installing and initializing a new enterprise resource planning system.

We always ensure that the cloud ERP system is configured properly and we train customer representatives to use it. During and after the initialization process, our expert customer service staff helps customers to learn how to use the all the modules of the system.

Our consultation and training services are also available after the initialization process. We also customize our software to specific customer needs. Customization is usually based on the customer's unique business needs, for which we work with the customer to determine the most efficient solutions.

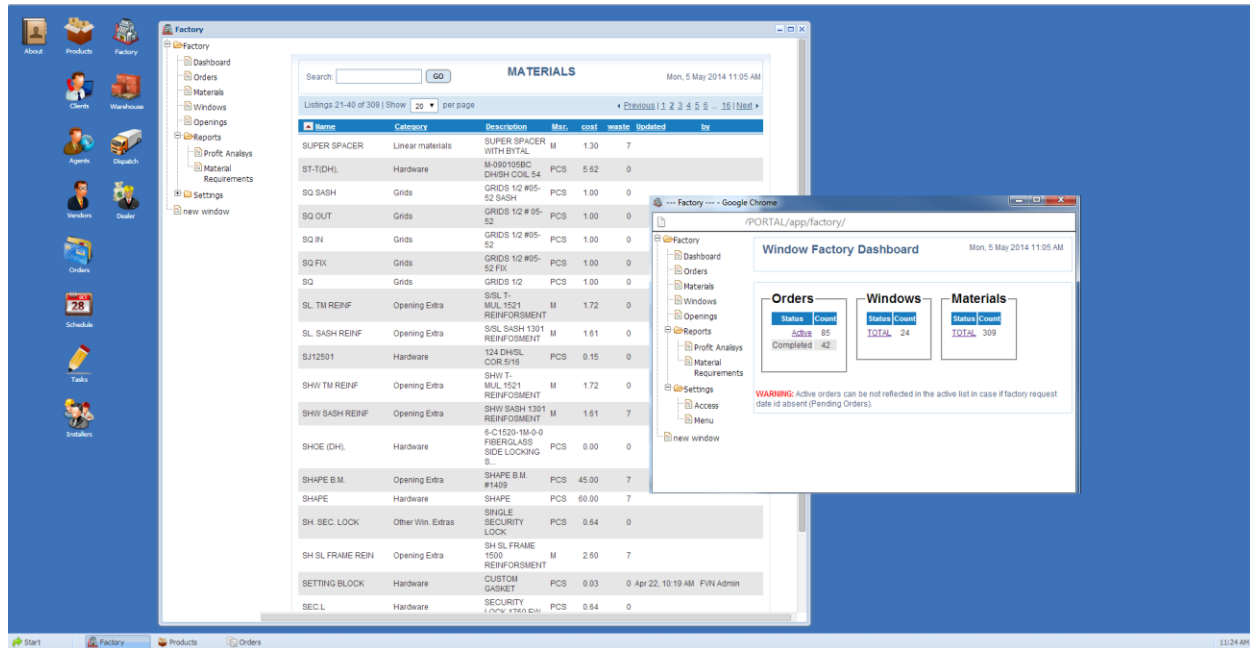
PortaCloud Factory ERP optimizes a company's activities, reduces human errors and improves management of the flow of materials. This way, your company gets more time to devote to running and developing its core business activities.

***With Factory ERP you can perform calculations, produce quotations and order confirmations for customers as well as manage the overall production, logistics, shipping, invoicing, reporting and orders to vendors.***



## PortaCloud Factory ERP - a Safe Choice

The product combines strong knowledge of the business sector with our company's comprehensive programming expertise. If you are seeking a long-term business cooperation, PortaCloud Inc. and Window Factory ERP are a secure choice.



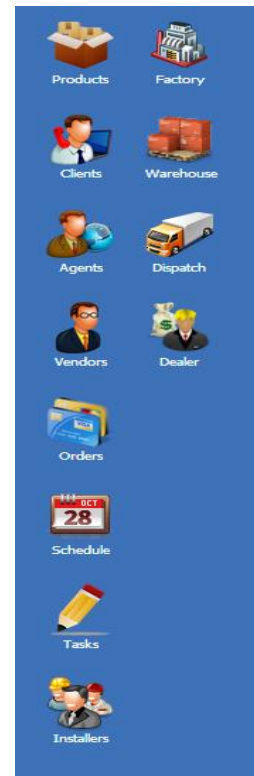
### Easy To Use

ERP system is logical and easy to use. It consists of a set of customizable modules presented on a screen as a set of icons. System supports multi windows environment with extensions and makes possible to use multiple displays. You don't need any installations on local computers, all you need is an internet connection. Think of an online business desktop!

### Dashboard

Window Factory Dashboard shows current state of the orders (active, completed and out of schedule), windows configurations and stock of materials (total items in inventory, out of stock, under low capacity).

For customized windows it shows list of materials (glass, hardware, linear, mesh, screen, type of gas used etc.). An operator is able to customize the list of materials used for any window.

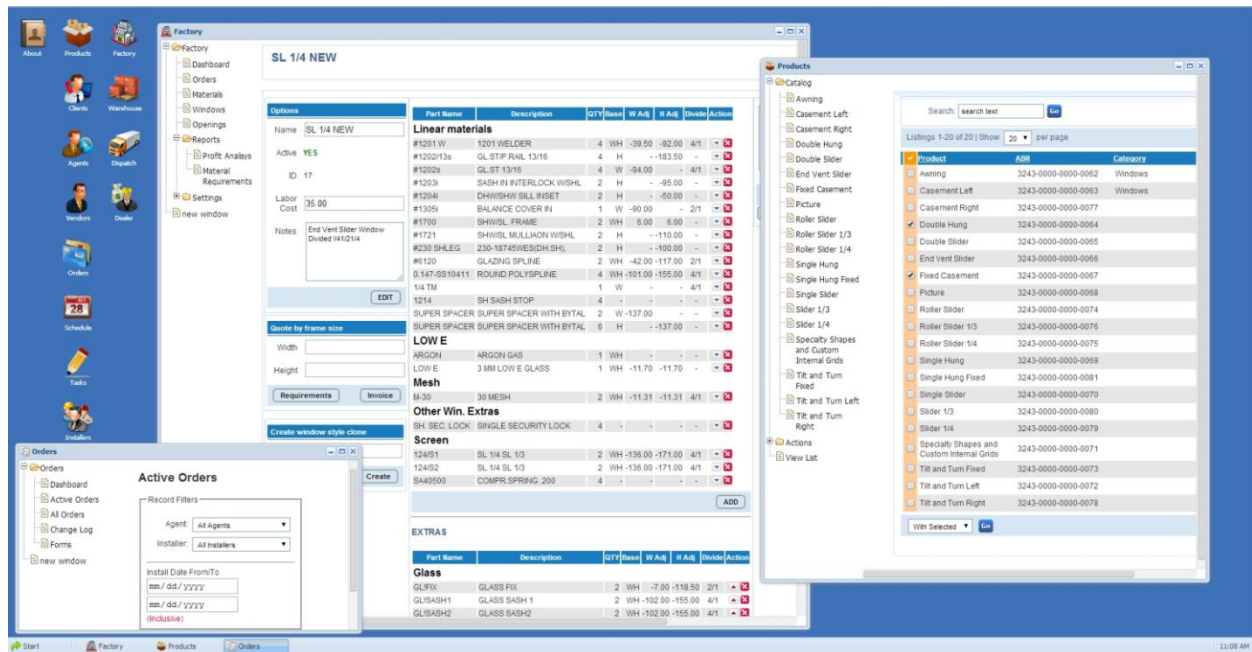


## Versatile and Scalable

With PortaCloud Factory ERP you can calculate quotations, produce order confirmations for customers, supervise sales, and supervise production and production load. You can also manage stock and purchase orders, logistics, billing, reporting and orders to parts manufacturers.

## PortaCloud Factory ERP for Mobile Salespeople

Factory ERP is a dealer's tool. The Dealer Module provides an easy access to the system. All you need is an internet connection to the factory's cloud ERP System. It is easy to send orders to the factory and to receive factory's updates.



PortaCloud ERP software is designed to be very easy to work with. Our user interface makes learning the program and working with it simple and intuitive.

*At PortaCloud, we provide customized products. New features are continuously integrated into the software, based upon client's needs and desires. Thus, each product is personalized to meet each client's requirements.*

## System Modules



### Client Management (CRM)

- Customer Relationship management
- Sales force automation.
- Opportunity management.
- Appointments support system



### Products Catalogue

- Available products detailed descriptions



### Vendors and Suppliers

- Inventory items manufactured by vendor
- Invoice control
- Purchase orders



### Dealer

- Distribution of factory products
- Price list, products, descriptions, orders status



### Quotation

A quotation module for dealers and sales agents enables users to create professional quotations quickly and accurately. Sales professionals are provided the opportunity to produce the correct balance of price, product and style for every client.

- Possibility of combination of several window types (for example, a fix window near a door with a different frame).
- Handling special-shape windows and lattice
- Defining structure of glass elements
- Reports on quotation and order stock and sales
- Quotations can be saved and printed in PDF format and sent by email

- Calculation: Project calculations can include user costs (production, packaging, transportation, installation, etc.), agent commissions, client discounts and taxes, as well as user profit parameters.
- Window and Door types: Fix, opening (single & double), tilt, tilt & turn (single and double); sliding (with fix, slide or tilt & slide sash panels), pocket (single & double different track and sash panel combinations), mosquito net (fix), double hung, rolling shutter, as well as various complex type combinations.

The screenshot displays the Window Factory ERP software interface. On the left, a sidebar shows navigation options: Quotation, Dashboard, Quotes List, In Process, Ready, Canceled, History, and new window. The main area shows a 'Quotation REF# 100007' with details for four openings. A 'Material Requirements' window is open on the right, showing a detailed list of materials and their quantities.

**Material Requirements REF# 100007**

Opening # 1 Type: Brick to Brick QTY: 1  
Opening size: 2108.20 x 1,041.40 mm (83 x 41 in)  
Frame size: 2,070.10 x 1,003.30 mm (81 1/2 x 39 1/2 in) 22 SQF  
Op.Extras: WOOD BBL #1409, WOOD ADD

**Opening Parts and Extras**

Part	Description	Usage	Cost	Waste	Size/Qty	Total
#1408	FLAT CONNECTOR	2.01 M	0.80	7%	2.15 M	0.97
#1409	BRICK MOLDING	3.07 M	5.35	7%	3.29 M	5.72
WOOD ADD	ADD PRICE	3.07 M	7.07	7%	3.29 M	7.56
WOOD BBL	BRIER LINEAR WOOD FOR WOOD PACKAGE	3.07 M	8.97	7%	3.29 M	9.90
SubTotal for Opening Parts and Extras: 23.85						9.90

Win #1 : CAS L NEW GL/SASH  
Frame size: 690.03 x 1,003.30 mm (27 3/16 x 39 1/2 in) 7 SQF

**Glass**

Part	Description	Usage	Cost	Waste	Size/Qty	Total
GL/CAS	3MM GLASS FOR CASEMENT	0.49 SQM	5.38	11%	0.54 SQM	5.98
SubTotal for Glass: 5.98						

**Hardware**

Part	Description	Usage	Cost	Waste	Size/Qty	Total
#11454	CAS OP HANDLE	1 PCS	1.90	-	1 PCS	1.90
15.63-001002	CAS OPER	1 PCS	7.96	-	1 PCS	7.96
2000 TA	CAS HINGE	2 PCS	3.20	-	2 PCS	3.20
6-C2506-00-0-2	CAS TRACK	1 PCS	0.62	-	1 PCS	0.62
6-C257-00-2	CAS OPER BRACKET SMALL SIZE	1 PCS	0.62	-	1 PCS	0.62
6-C2723-00-0-7	SHIMMER 1/2	4 PCS	1.32	-	4 PCS	1.32
CAS ROLL	CAS SASH ROLLER	1 PCS	0.30	-	1 PCS	0.30
HPL	HOLE PLUG	8 PCS	0.24	-	8 PCS	0.24
MULTI LOCK	CAS MULTI LOCK 54	1 PCS	0.90	-	1 PCS	0.90
S357P	130 CAS SCR CORNER	4 PCS	0.56	-	4 PCS	0.56
SETTING BLOCK	CUSTOM GASKET	8 PCS	0.24	-	8 PCS	0.24
SubTotal for Hardware: 27.06						

**Linear materials**

Part	Description	Usage	Cost	Waste	Size/Qty	Total
#100	CAS M FRAME	3.41 M	12.09	7%	3.65 M	12.93
#101	CAS SASH	3.25 M	3.33	7%	3.48 M	9.92
#1202s	GL ST 13/16	2.83 M	2.15	7%	3.03 M	2.30
0.147-SS10411	ROUND POLYSPUNE	2.75 M	0.11	5%	2.89 M	0.12
SUPER SPACER	SUPER SPACER WITH BYTAL	2.88 M	3.72	7%	3.07 M	3.98
SubTotal for Linear materials: 28.25						

**LOW E**

Part	Description	Usage	Cost	Waste	Size/Qty	Total
ARGON	ARGON GAS	1 PCS	0.50	-	1 PCS	0.50
LOW E	3 MM LOW E GLASS	0.67 SQM	4.83	11%	0.75 SQM	5.37
SubTotal for LOW E: 5.87						



## Order Management

System supports 2 types of orders:

- Work order
- Purchase order

### Work order

- Prepare a list of profile quantities and dimensions
- System Enables you to print a cut list with the information needed to produce the window



- System can calculate the cost of production

Source of orders:

- Customer self-care module/electronic shop
- Sales Agents/Dealers

Order Management includes:

- Centralized storage of all the information associated with a deal
- Order tracing showing all stages of the order
- Order timeframe showing alerts, time points
- Purchase order handling
- Identification/bar codes generation to mark all products for this order
- Contains references for all participants involved into business process: agents, installers etc.
- All fulfilled orders are kept in the system (warranty/service calls)



## **Warehouse/Material Management**

All information about material reservations and purchase orders is shown and compared against the stock balance. It is easy to overview stock situation for a certain period and order more items if these are falling below the minimum stock.

- Inventory handling tools
- Materials for production control/stock
- Materials for service calls/repair
- Sufficiency control overview
- Products for client delivery



## **Dispatch**

- Managing shipping functions
- Managing installation functions/Windows Delivery and installation
- Appointments/Confirmations
- Installers time planning
- Time Control/Rescheduling

### **Factory Reports**

- Materials usage
- Current state of the manufacturing project
- Products shipment/delivery
- Inventory
- Statistical/Analytic

### **Perspective developments**

- Factory load calculation
- Factory bottle-neck analytics
- Electronic purchase orders to materials suppliers
- Generation of the detailed products labels

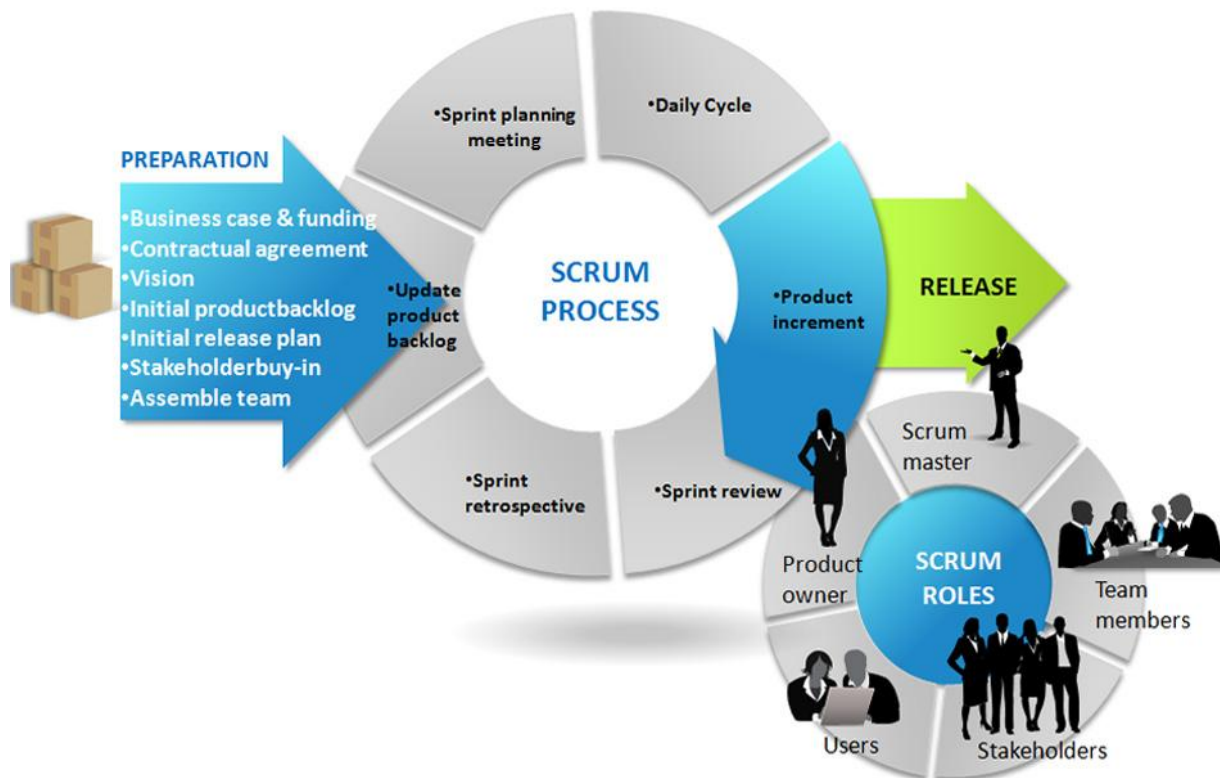
## Window Factory ERP System Implementation/Customization.

During the ERP System implementation in PortaCloud Inc. we are using an agile process most commonly used for product development.

***Scrum is a project management framework that is applicable to any project with aggressive deadlines and complex requirements.***

A key principle of Scrum is its recognition that during a project the customers can change their minds about what they want and need (often called requirements churn), and that unpredicted challenges cannot be easily addressed in a traditional predictive or planned manner. In Scrum, projects move forward via a series of iterations called sprints. Each sprint is typically two to four weeks long.

### SCRUM PROCESS



This graphic is an introduction to the essential elements of using Scrum for agile software development. On the left, we see the product backlog, which has been prioritized by the product owner and contains everything desired in the product that's known at the time. The two to four week sprints are shown by the larger circle.

At the start of each sprint, the team selects some amount of work from the product backlog and commits to completing that work during the sprint. Part of figuring out how much they can commit to is

creating the sprint backlog, which is the list of tasks (and an estimate of how long each will take) needed to deliver the selected set of product backlog items to be completed in the sprint.

At the end of each sprint, the team produces a potentially shippable product increment — i.e. working, high-quality software. Each day during the sprint, team members meet to discuss their progress and any impediments to completing the work for that sprint.

***Scrum provides a definite set of benefits over the traditional methods. For our client, the benefits of Scrum:***

- Scrum puts the control of the value stream back in the hands of the business
- Scrum delivers products more quickly
- Scrum allows clients to change priorities and requirements quickly

## **Conclusion**

The companies in the fenestration industry right now are in a position when they are able to truly achieve end-to-end factory and business automation.

And the best part is that this capability exists in the PortaCloud Inc. Factory ERP software. PortaCloud wants to help you make this happen. We want to bring full factory automation to every plant, big or small.

If you'd like to learn more about how PortaCloud can be part of your full factory automation solution, don't hesitate to give us a call or send us an email.

***We'll get right back to you and are happy to have an in depth technical discussion about how our ERP system may work in your environment and help you to significantly reduce cost, lost of materials and improve your company efficiency.***

**We work for your profit**



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