

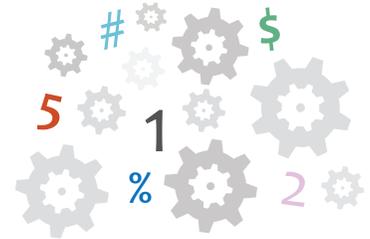


Plex by the Numbers Cutting Cost\$

Our Customers Talk About Cost Savings from the Plex Manufacturing Cloud

Want to cut costs and improve efficiency, all at the same time? Look at Plex by the numbers. They tell a story. Businesses are discovering how the Plex Cloud saves valuable resources, dollar by dollar. It's changing the way business gets done.

Once you see the numbers, dig a little deeper and hear what our customers say. That's the rest of the story.



1/3 less IT spending

80 percent of our IT team members today are business analysts...This has improved the overall alignment between the IT department and the rest of the business.

Dennis Hodges, CIO, Inteva Products LLC

\$200,000 saved in IT costs

Jagemann Stamping Company saved \$200,000 identified by IT staff and reduced IT costs by 15%

Plex replaced nearly a dozen systems with one fully integrated system, and its launch occurred without any disruptions to JSC's production.

Jagemann Stamping Company

30% reduced operating costs

Fluid Routing Solutions reduced ERP-related operating costs by 30%.

My feeling about ERP systems and their launches had always been that you can focus on either technology benefits or business benefits, but we didn't want to 'cheat' on either. With Plex, we didn't have to

Reconciliations that used to take a day or two for accounting to pull together are now completed in just minutes."

Mike Gerber, IT Director, Fluid Routing Solutions



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\$145,000

saved annually

Revstone/Vassar Foundry now saves \$145,000 annually due to the Plex Cloud, reducing operational labor by 1/2 and achieving ROI of 456%, their first profit in over a decade.

Other casting foundries have come in to study our processes... They look at the Plex Cloud's Router for instance, and they tell us they've never seen anything like it

Janice D'Amico, Business Application Manager, Revstone/Vassar Foundry



60% reduced scrap rate

Ralco Industries cut annual premium freight costs by more than 20 percent and reduced scrap rates by more than 60 percent. Improved efficiency saves about \$100 per purchase order processed.

The lack of accurate data from our systems was causing a number of expensive issues - quality problems, scrap, overtime, expedited shipments, etc. We had to get our systems to work for us

Jim Piper, President, Ralco Industries

0 upgrade costs, immediate ROI

Clips and Clamps saw an immediate ROI from not upgrading their existing system.

Not having to pay upgrade costs for our old systems made Plex a break-even investment. When balanced against our cost avoidance, the launch of the Plex Cloud cost us nothing and we had an immediate ROI. Who could argue with that?

Jeff Aznavorian, Vice President and General Manager, Clips and Clamps Industries

Our controller is our biggest cheerleader, and not just because the system is saving us so much money. He recently showed me a Pareto pie chart he developed in just a few minutes to analyze our scrap numbers. This was the kind of thing he would have had to invest hours in before to create manually.

When your controller is your biggest fan, you know you're doing something right.