# VISUAL
## Enterprise™

**COMMON SENSE SOLUTIONS IN A COMPLEX WORLD**

The strength of your company rests on many factors including a solid business plan, quality products, reliable resources, accurate communication, consistent service, and customer demand. Ideally, you need a system that can uphold your business goals and allow you to effectively balance all your operations. An enterprise solution that promotes fast information access and extensive operational control from your front-to back-office can help you lay down a rock-solid foundation for building your company and successfully weathering unexpected changes in the marketplace. VISUAL Enterprise is a system strong enough to support your unique needs.

You need a software solution that fits the way you do business. A solution designed by people who understand manufacturing and distribution; built by professionals that can address your needs, your business processes, your operations. Don't just choose a better system than what you're currently using, select a superior system that helps you control production for long-term, growth-oriented, satisfied-customer, bottom-line results.

### You need VISUAL Enterprise™ from Lilly Software Associates.

Discover the comprehensive end-to-end system that delivers proven results. When you select VISUAL Enterprise, you are choosing an integrated solution backed by an award-winning vendor with a reputation for excellence. With VISUAL®, you can:

- Implement proven technology and tools to help you successfully manage and automate your entire business process from order entry and sales to production and shipping.

- Ensure your employees access up-to-date information no matter what department they work in; from the shop floor to the warehouse, you gain visibility into inventory, materials, and resources across your supply chain.

- Make smarter decisions and deliver unsurpassed customer service based on accurate data.

- Improve on-time delivery, decrease capital expenses, and increase your company's overall profitability.

- Select the functionality your business requires and know that you can add additional tools to your solution as your company expands or your business practices evolve.

The VISUAL Enterprise suite of products appeals to manufacturers and distributors through a combination of **affordability**, **functional depth**, **flexibility**, and **ease-of-use**. Lilly Software offers applications that support a range of planning and production strategies, including custom, make-to-order, assemble-to-order, repetitive, make-to-stock, or mixed mode.

# WE'VE GOT YOUR BUSINESS COVERED

VISUAL Enterprise is an extended enterprise and supply chain management system that incorporates front office, back office, engineering, manufacturing, distribution, and business performance capabilities.

## FRONT OFFICE

Handle operations from the first customer contact through quotes, sales, order entry, production, pick-pack, shipping, and customer service. From wireless communication services to online ordering, VISUAL Enterprise has the right products for your business.

## BACK OFFICE

Fulfill all of your company's complete financial, payroll, and human resources requirements with integrated and comprehensive cost accounting, financial reporting, and employee management tools.

## MANUFACTURING

Automate and control production planning and execution, engineering, inventory, procurement, and costing with advanced tools that accommodate your operations whether you use lean manufacturing capabilities or have particular scheduling requirements.

## ENGINEERING

Link your engineering and manufacturing departments by tracking and maintaining design and quality control data for pre-production, production, and post-production activities.

## DISTRIBUTION

Integrate Warehouse Management System (WMS) capabilities to increase efficiency and expertly track parts and products from receipt and put-away through storage and shipping (available as a paper-based or Radio Frequency-enabled solution).

## BUSINESS PERFORMANCE MANAGEMENT

Use an extensive selection of reports and powerful tools to review and analyze business data for profitable and productive executive decision-making.

All your business requirements tracked and managed in a single, powerful, integrated system. A perfect fit.

# VISUAL
## *Enterprise*™

Lilly Software Associates presents VISUAL Enterprise™, a comprehensive system that addresses your company's front office, back office, manufacturing, distribution, engineering and business performance management needs. VISUAL Enterprise incorporates a suite of integrated products that enables you to move seamlessly between all facets of your business, from order management to the plant floor to distribution.

It is a complete end-to-end solution that includes Enterprise Resource Planning (ERP), Advanced Planning and Scheduling (APS), Manufacturing Execution System (MES), Quality Management, Customer Relationship Management (CRM), eBusiness, and Warehouse Management System (WMS) capabilities. VISUAL Enterprise is a scalable solution with powerful technology to deliver real-time information, streamline operations, and increase profitability and customer satisfaction.
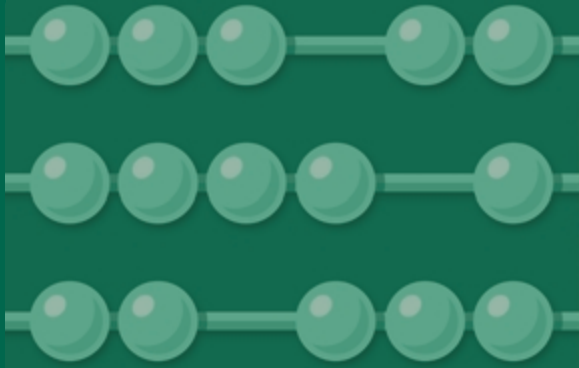
## FRONT OFFICE

Customer Relationship Management
Sales Forecasting
Product Configuration
Wireless Communications
Quoting & Estimating
Order Entry & Invoicing
Contact Center
Order Management
Return Material Authorization
eBusiness
Pricing & Commissions

## ENGINEERING

Quality Management
CAD Integration
Engineering Definition
Shop Floor Control
Engineering Change Notice

## BACK OFFICE

Financials
  General Ledger
  Accounts Payable
  Accounts Receivable
  Cash Management
  Vendor Management
Payroll
Human Resources
Purchasing
Cost Accounting
Time & Attendance

## MANUFACTURING

Master Production Schedule (MPS)
Material Requirements Planning (MRP)
Advanced Material Planning (AMP)
Lot and Serial Traceability
Dimensional Inventory
Plant & Equipment Maintenance
Labor & Material Barcoding
Project Management
Electronic Data Interchange
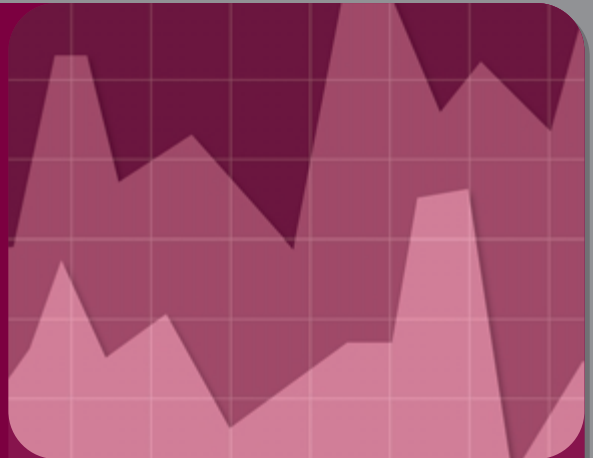Drum-Buffer-Rope
Kanban

## DISTRIBUTION

Shipping
Warehouse Management System
Rate Maintenance & Billing
Parcel Manifesting

## BUSINESS PERFORMANCE MANAGEMENT

Messaging/ Workflow
Management Reporting
Common Sense Throughput
Executive Information System (EIS)
Business Intelligence

VISUAL products have been the successful choice for companies in a range of industries, including precision machined parts, medical devices, automotive, consumer packaged goods, aerospace and defense, capital equipment, and more. Lilly Software takes the time to understand specific industries so we can pinpoint the critical operations where technology applications will provide the most benefit. As a result, we develop software features ranging from enhanced EDI integration, detailed project management capabilities, planning and scheduling tools, and first-rate quality control tools. Lilly Software is committed to helping you achieve the highest levels of productivity and profitability.

# From order entry to manufacturing to shipping, with VISUAL Enterprise you have access to critical information about customers, inventory, orders, vendors, labor, production, and so much more.

VISUAL Enterprise allows you to perform quoting and estimating and manage customer requests and customer contacts, whether you receive orders via phone, fax, or the Web. Choose from state-of-the-art scheduling and planning options, manage shop-floor activities for improved productivity, control product and process changes, take charge of inventory and Work In Process, and access a wealth of real-time information when you need it. VISUAL Enterprise contains detailed resource and material tracking features, as well as tools that help you develop optimal production schedules, ensure material availability, allocate resources efficiently, and schedule for on-time delivery. It offers functionality that helps your company manage supply and demand for higher throughput and increased cost savings.

VISUAL Enterprise can help you streamline every aspect of your business. With real-time, accurate data delivered at the push of a button, you can track orders and inventory, monitor production, and respond to customers with greater accuracy and precision than ever before.

Choose a solution that will work for you. Implement VISUAL Enterprise and you will be able to successfully execute your business strategy and continuously improve your operations.

## TECHNOLOGY OVERVIEW

Our technology approach enables our developers to design effective, integrated business solutions that accommodate a variety of network configurations and client/server models. Lilly Software designs its products to be scalable, useable, and sustainable. Most recently, we have been building products using the Microsoft .NET Framework. This framework incorporates development tools that promote tangible business benefits including seamless integration, easily customized applications, distributed database architecture, rapid application development, and easier implementation.

## COMMITMENT TO SERVICE

We value our strong commitment to service. Lilly Software Associates is represented by a worldwide network of distributors in more than 30 countries. The Associates include independent businesses selected and authorized to sell and support Lilly Software products on an exclusive basis. Associate support staff work together to deliver fast, low cost installation and implementation, as well as to provide you with complete services including support, training, consulting, software updates, and enhancements.

**Quality and service are all part of Lilly's commitment to supply long-term solutions to its customers. Helping you manage your business for success — that's Lilly Software.**

*"Their [Lilly Software's] solution is very much about bringing a cost-effective solution to a very big business problem. Rather than building software for the sake of software, LSA built software solutions for manufacturing people."*

**BUSINESS NOW**

*"Very few people have had their hands around the inner workings of manufacturing the way Dick Lilly has. He had the ability to internalize all the pieces and keep a clear vision all along. It's an example of pure integrity and stalwart belief in what you're doing. We're talking about something akin to building the pyramids rock by rock, and he built the first layer."*

**DAVID CARUSO,
VICE PRESIDENT
AMR Research, "Righting
Systemic Wrongs,"
MSI, December 2002**

# About Lilly Software Associates

Lilly Software Associates Inc. (LSA) provides a complete line of enterprise and supply chain management solutions for manufacturers and distributors. With its easy-to-use graphical nature, the VISUAL Enterprise suite of products helps companies capture accurate, real-time data about their business processes using ERP, APS, MES, Quality Management, CRM, eBusiness, and WMS capabilities.

Most VISUAL® applications run on Windows® 98, Windows NT®, Windows 2000, Windows XP, UNIX®, LINUX®, or Novell®. They use SQLBase®, Microsoft SQL Server®, or ORACLE®, relational databases.

Lilly Software has received many industry awards for its products, service, and financial growth. Most recently, the company has been voted one of the Top 10 Best of Breed solutions for manufacturing by readers of *Consumer Goods Technology*, listed in *Software Magazine's* Top 500, selected as a Top 100 Logistics Information Technology (LIT) Provider by *Inbound Logistics*, listed in the Top 100 Application Vendors by *Supply Chain e-Business*, included in *MSI's* Top 100 for its eighth year, and ranked as one of *Start* magazine's Hottest Companies for 2003.

More information about Lilly Software and its products is available on the Web at *www.lillysoftware.com*.

**We form relationships with leading solutions partners to ensure our applications keep you competitive.**

**LILLY SOFTWARE ASSOCIATES**

**www.lillysoftware.com**

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|---|---|
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| Australia | Italy |
| Canada | Korea |
| Chile | Mexico |
| China | Netherlands |
| Colombia | Peru |
| Czech Republic | Puerto Rico |
| Dominican Republic | Singapore |
| Ecuador | South Africa |
| El Salvador | Spain |
| Estonia | Taiwan |
| Germany | Venezuela |