

ALDATA Software's Guiding Principles

ALDATA Software's products are developed based on four principles. They are:

- The ability to make decisions with Real Time, Real Money information;
- Increase the accuracy of business data;
- Automate repetitive processes;
- The ability to mine data with powerful reporting tools.

Each principle, when incorporated into business systems, can help your forest company improve its fiber procurement process, weigh scale operations, environmental performance and ultimately your profitability.

REAL TIME, REAL MONEY

One of ALDATA Software's founding principles is to collect and report information on fiber procurement in Real Time, Real Money.

What is Real Time? Data collected are processed immediately and made available for reporting. For example, load data collected at the weigh scale are almost immediately available for reporting. ALDATA's software provides you with fiber and log management information at the click of a button. Therefore, Real Time information on fiber deliveries benefits your company by ensuring you have the raw materials in inventory to produce the end products your customers are demanding.

Information collected by ALDATA Software's products is reported in Real Money. Real Money refers to the actual - rather than the estimated costs - of fiber procurement. The software reports costs before accounting methodologies have been applied, enabling you to determine the actual costs of jobs being performed. Access to Real Money inventory and cost information benefits you by ensuring you are directing production to areas that yield the highest profit margins.

AUTOMATION

The Boss Line integrates with other timberlands software programs and technologies as well as with enterprise systems and accounting programs. Business rules tied to fiber procurement contracts have historically been paid outside companies' standard enterprise-wide accounting system. This practice translates into arduous and labour-intensive work involving dated mainframe systems and complicated spreadsheets. The Boss Line automates this process, reducing the countless hours spent on manual calculations.

INCREASED ACCURACY OF DATA

The forest industry's fiber procurement and contract management processes are complicated. The processes involve large amounts of information and complex business rules. The Boss Line helps automate this complex process thus increasing the accuracy and integrity of data. For example, if a haul rate changed retroactively, with one step the change can be made in the Yard Boss system. All relating payments and inventory costs are adjusted accordingly.

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Offices in Canada:
Hinton, Alberta - Edmonton, Alberta

Offices in USA:
Jacksonville, Florida - Tucson, Arizona

Toll Free: 1-800-575-6137
Fax: 780-817-4049
email: info@aldatasoftware.com
www.aldatasoftware.com





Accuracy and integrity of the data create a competitive advantage. Accurate, flexible contract management and vendor payment systems help improve your relationship with wood suppliers and your company's cash flow. With tighter fiber supplies and increasing customer demands, strong supplier relationships are of critical importance.

REPORTING

Business decisions are as good as the information used to make them. ALDATA Software's systems provide you with powerful reporting capabilities that provide access to Real Time inventory information and log cost data. ALDATA offers a variety of flexible tools that give access to valuable delivery, costing, inventory and quality data. At the click of a button, reports are generated that help you make better decisions about production, inventory and contracts. For example, inventory tracked in the system enables your company to match fiber attributes (i.e. chip quality) to production needs. Accurate cost data helps identify the lowest cost sources of fiber.

THE ALDATA APPROACH

At ALDATA Software, we view our clients as business partners. ALDATA understands that proper analysis of client needs, implementation, installation, training and ongoing support are necessary for business systems to meet their full potential. ALDATA's skilled and experienced team partners with you, the client, throughout the business relationship. A senior project manager is assigned to each account to ensure timely implementation and efficient use of resources. All systems are professionally installed and tested before they are released. Professionals deliver training using your own data. Once the product is customized, installed and operating, our Help Center staff is on call to address problems that may arise. User Conferences and other activities are delivered to provide opportunities for ongoing communication and feedback between our clients and us.

The starting point in ALDATA Software's relationships with you, the client, begins with a preliminary business analysis. A preliminary business analysis familiarizes ALDATA with your business, as well as introduces you to our systems. This analysis involves our development and client services teams to ensure consistency and continuity throughout the project, and to best ensure the system meets your needs.

Once you decide to proceed with an ALDATA Software system, a detailed fit analysis is performed and a detailed specification document is written. The detailed specification document determines system enhancements, a project timeline and cost estimates. Once agreement is reached on the detailed specification document, work begins. This part of the process provides an opportunity to identify challenges that may limit the success of the project. Granted this scenario is the exception, however when it occurs you can make an informed decision on whether or not to proceed with the project.

A senior project manager leads each project to ensure project timelines and budgets are met. The senior project manager is responsible for ensuring proper installation, implementation and training. Once the system is successfully operating, client services manage additional system enhancements and ALDATA Software's Help Center troubleshoots technical difficulties.

ALDATA Software is confident in its approach to working with our clients. Over time, ALDATA and the clients form valuable partnerships based on success. ALDATA is successful when the client is successful.