



SisTrade Software

# Packaging

MIS | ERP



# GET TO KNOW SISTRADE

SISTRADE – Software Consulting, S.A. is an information systems company with know-how in software development and consulting service for different areas, including industrial companies. SISTRADE main goal is to offer the market the best information systems tools, in order to help its customers to improve their performance in all the critical business processes.

Sistrade® is a web-oriented solution that is ready to settle in the business-to-business world, enhancing and extending the market and promoting electronic trade among companies. By the means of features that ensure adherence to the digital economy through the interconnection with marketplaces, it aims at the conquest of new markets. The application interface is all web-based, it is available from an Internet browser which allows access anywhere in the world, simply using Internet access.

## Technology

All Sistrade® solutions use Microsoft SQL Server support database. It is a relational database which optimises IT environments, providing a safe and reliable platform for data analysis and management. SQL Server delivers fundamental technological advances in terms of information repository for collaborative users and adds value to the organizations.

## Markets

Printing & Packaging Industry  
Labels & Flexible Packaging Industry  
Security Printing Industry  
Metalworking Industry  
Plastic Extrusion Industry  
Publishing Industry  
Wire and Cable Industry  
Baler Twine Industry  
Netwrap Industry  
Beverage Industry  
Service sector  
Commercial sector



**SISTRADE is also certified in the standards NP 4457:2007 and ISO 9001:2015**



[WWW.SISTRADE.COM](http://WWW.SISTRADE.COM)

## Key Points



**+ 5000 Users**



**+ 30 Countries**



**4 Continents**



**Industry 4.0**



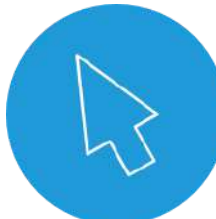
**Optimized for Offset Packaging**



**SQL Server**



**Cloud Based**



**Easy Interface**



**Multi-device**



**Flexible and adaptable**



**+ 15 Languages**



**Business Intelligence**

# Sistrade Software for Packaging

## Internal Workflow



<b>Elaborate an estimate</b>	Full detailed estimating
<b>Send to the customer for approval</b>	Email directly from the ERP
<b>Order approval</b>	Analysis of customer's current account
<b>Order confirmation</b>	Job order creation
<b>Graphical Process Management</b>	Control of the graphical process
<b>Stocks and Procurement</b>	Suppliers - Warehouse - MRP
<b>Job Order approval for production</b>	Connection with production area
<b>Production Management</b>	MES - Scheduling
<b>Quality Control</b>	From materials to machines
<b>Shipment of the products</b>	Packing - Shipping
<b>Invoicing the customer</b>	Connection with accounting



## Software for the Printing Industry of Packaging



Sistrade<sup>®</sup> MIS|ERP offers a wide range of solutions for products in the industries of folding cartons, corrugated packaging and displays. It allows a simple and fast estimating, providing all the necessary information.

Sistrade<sup>®</sup> is a completely configurable solution, very flexible and can be adapted to the reality of any company. Among various specific features, it provides access to the control of the entire production process and covers all the manufacturing stages of all running jobs.

### Main Features

- Estimate jobs such as folding cartons, corrugated packaging and displays
- Design library including ECMA and FEFCO standards as well as customer-developed designs
- CAD/DXF interface to allow the use of external software suites for the imposition definition
- Fast and easy imposition layout optimization for the design library, including nesting and gang printing
- Calculation of inks and varnishes consumption
- Tool library management for dies (cutting, stripping, embossing, ...)
- Material traceability from its reception until final product and backwards
- Packing and palletization definition and calculation
- Pre-press and customer approval workflow
- Multi-section and multi-plant job scheduling, including alternative scenarios
- Production follow-up in real-time through shop-floor data collection or using automation data
- Industrial cost calculation that allows pre and post production cost analysis
- OEE – Overall Equipment Effectiveness
- Finished goods management by batch/pallet and labelling (including GS1 identification, box label, pallet label, ...)
- Quick dispatch and invoicing of finished goods

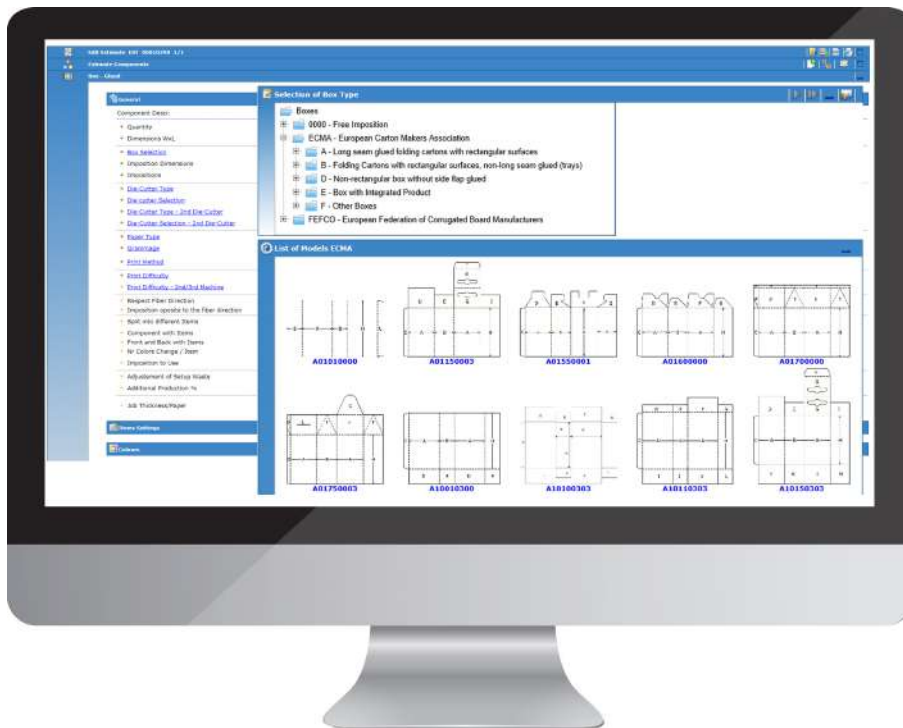
# Sistrade Software for Packaging

## Estimates - Management

Sistrade® creates a quotation mentioning the details of the production, including all the relevant costs and features of the final product and does it according to the commercial sequence:



Sistrade® allows users to elaborate a fast and detailed quotation, simulate other quantities, send directly to the client and wait for the approval.



## Main Features

**Design library allows users to have access to a complete set of predefined designs for a fast imposition calculation**

- All FEFCO and ECMA designs are already displayed in the system to facilitate the design of the box. It is also possible to include new ones

## Estimates - Key Features

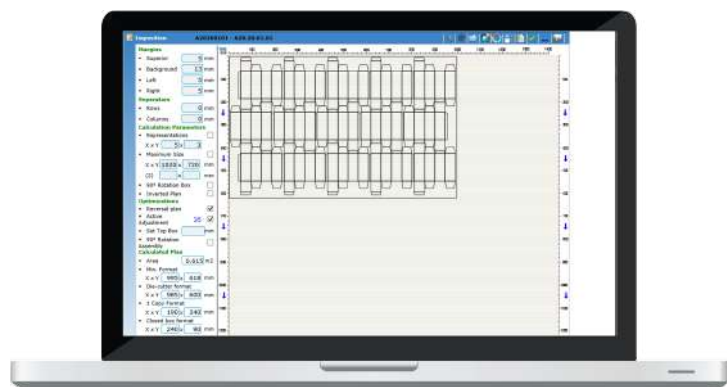


### CAD/DXF integration from external software suites

- Allows a dynamic integration with structural design CAD systems
- System collects all the necessary information from file: imposition layout, number of UPS, sheet dimensions, die blades dimensions for both cut and crease
- It is possible to adapt number of UPS to the job's needs (i.e. imposition was made with 9 UPS but only 6 UPS will be needed) and the system adapts all calculations to that change
- Maintenance of all used and unused files with preview option

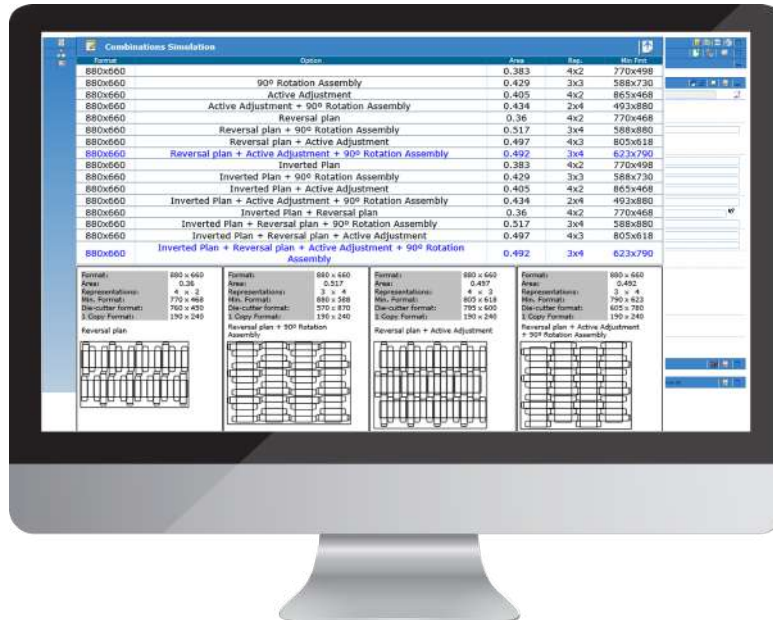
### Imposition calculation and optimization, including grain direction definition

- Definition of the printing machines with all its technical features
- Change the parameters of the machine, suggested by the system
- Change the paper that the system suggests
- Calculation of the plan and complete optimization of the printing plan, including design rotation (90°, 180° and 270°) and nesting.



# Sistrade Software for Packaging

## Estimates - Management



### Multiple scenario comparison

- Compare different optimizations and paper sizes to choose the best combination that fits your needs.

### Tool management

- Manage die-cutters according to the desired final product.

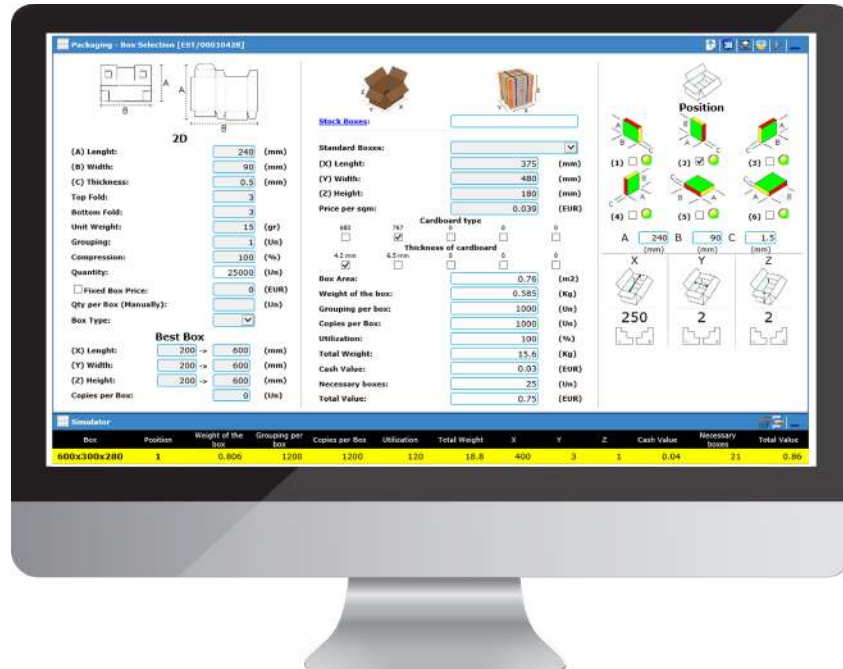
### Inks and varnish consumption

- Estimate the costs of ink and varnish combination in the production of your products.





## Estimates - Key Features



## Packing, palletization and truck/container definition

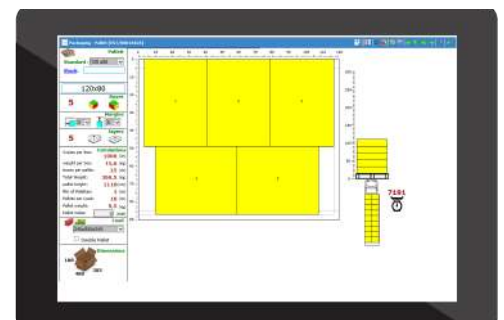
### Box definition

- Possibility of defining all the information of the product that is being packed
- Type of carton/corrugated cardboard box
- Box dimensions (can be automatically calculated according to the product's specifications)
- Quantity of products per box (can also be calculated)
- Possible forms of assembling the product inside the box



### Pallet definition

- Definition of the type and dimensions of the pallet
- Distribution of the boxes in the pallet
- Definition of the number of layers by pallet
- Definition of the number necessary pallets
- Definition of the truck/container and the number of pallets per cargo

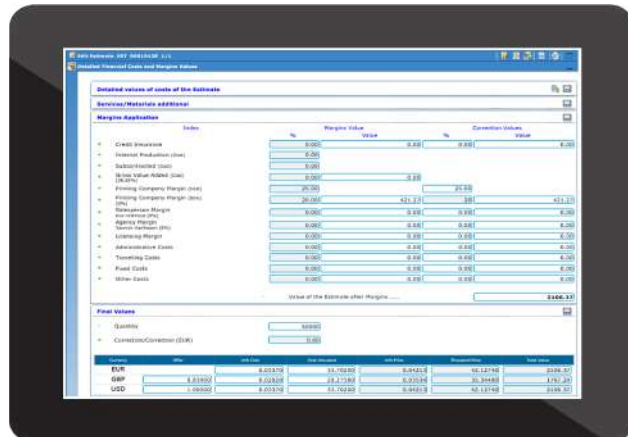
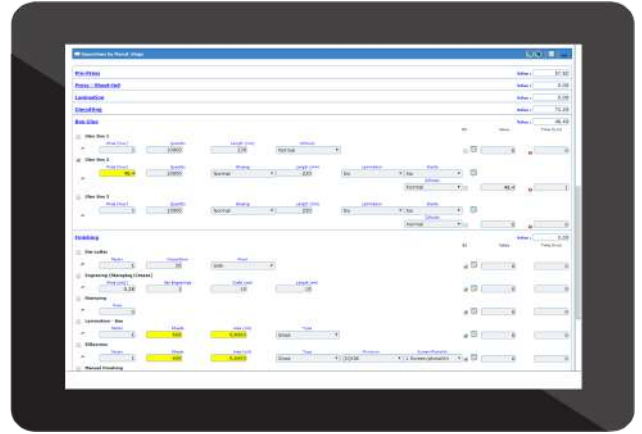


# Sistrade Software for Packaging

## Estimates - Management

### Fully automated operations cost and duration calculation

- Determine the costs per operation automatically and know which processes need to be optimized.

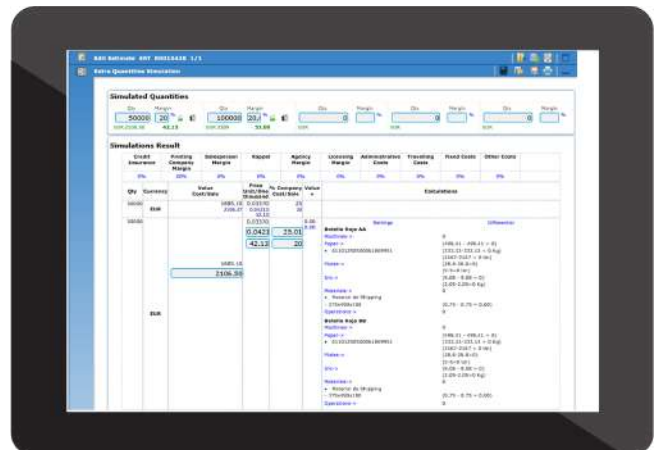


### Final values and margins insertion

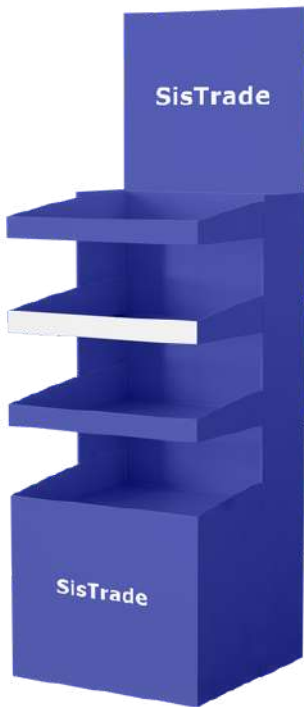
- Application of final margins, with margin index, commissions, administrative costs, fixed costs, rappel, etc;
- Predefined margins can be set

### Other quantities simulation

- This tool allows the user to simulate the production of extra quantities and to know automatically its possible costs and to see if its production is profitable



## Displays



- It is possible to use the features of the system to define all necessary information for the manufacturing of POS/POP displays
- It is possible to have a job that is made out of several parts or components that can be printed either together on the same sheet or on multiple sheets
- Whether using an already existing design or a completely new design, through the existing features of the system, every process is taken into consideration
- Each part or component has its own manufacturing process and all details are defined and can be totally different from each other
- The necessary materials for every step in manufacturing are calculated. It can range from a simple cardboard display to a high level of complexity with the mix of several materials like cardboard, corrugated board and foamboard

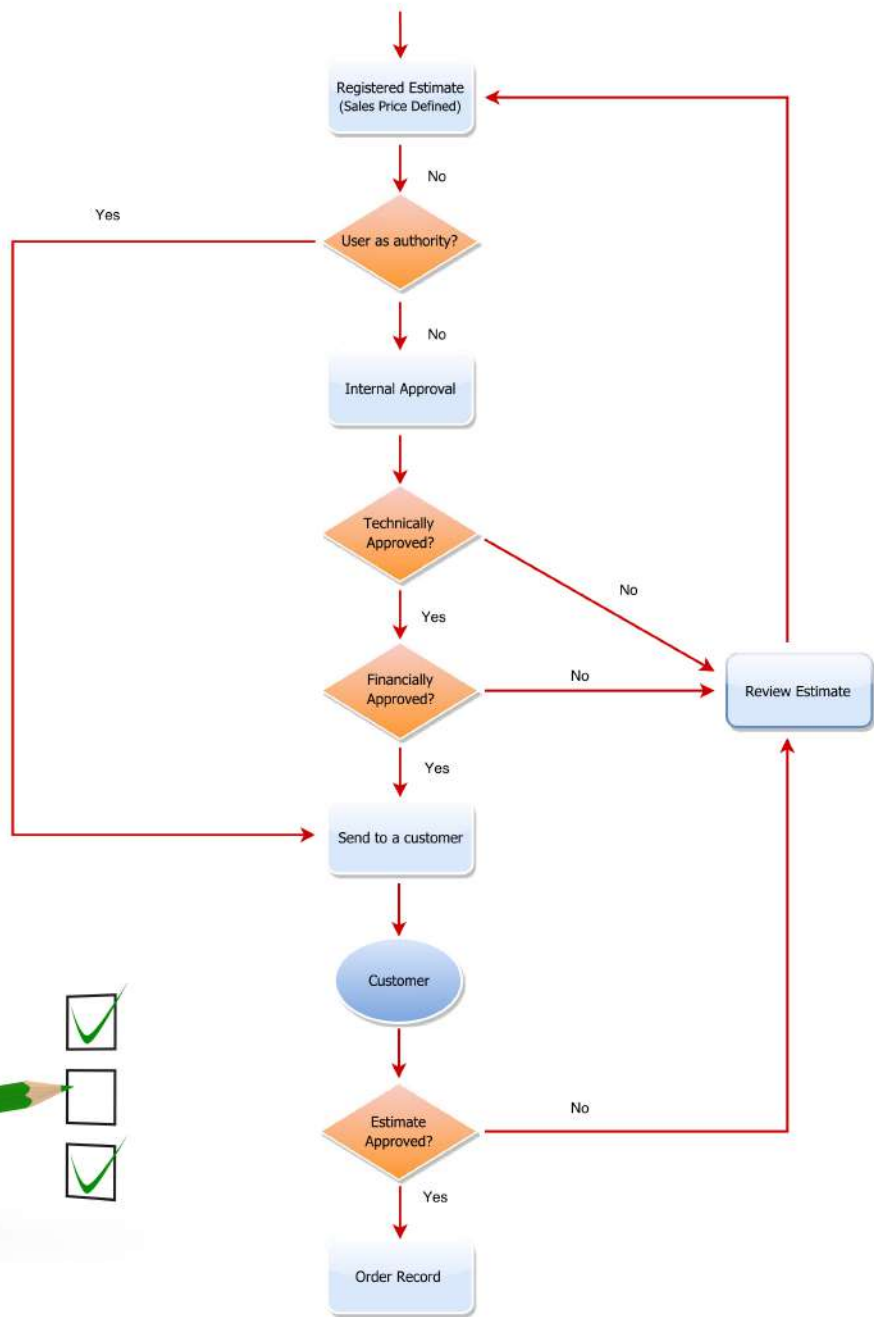


## Estimates - Cost Calculation

- Type of carton to be printed and grain direction. System calculates make-ready and running waste and needed sheets
- Corrugated cardboard manufacturing data: type of liner paper, flute paper, flute type and associated carton needs and costs
- Inks and varnishes definition: consumption and cost calculation
- Plates calculation
- Print make-ready time and cost
- Print time and cost
- Pre-press operations
- Post-press operations (lamination, hot/cold stamping)
- Folding and glueing operation
- Subcontracted/outsourced operations
- Raw materials definition and calculation
- Auxiliary tools (die-cut blade, braille, ...) definition and calculation

# Sistrade Software for Packaging

## Estimates - Analysis and Approval



### Follow up

- Estimate sent directly to customer's e-mail
- Customer feedback and competition information
- Review estimate, comments and justification

### Other functions

- Manage and add attachments to the estimate
- New estimate version (for repetition jobs)
- Easily accessible "Last Estimates" and advanced search

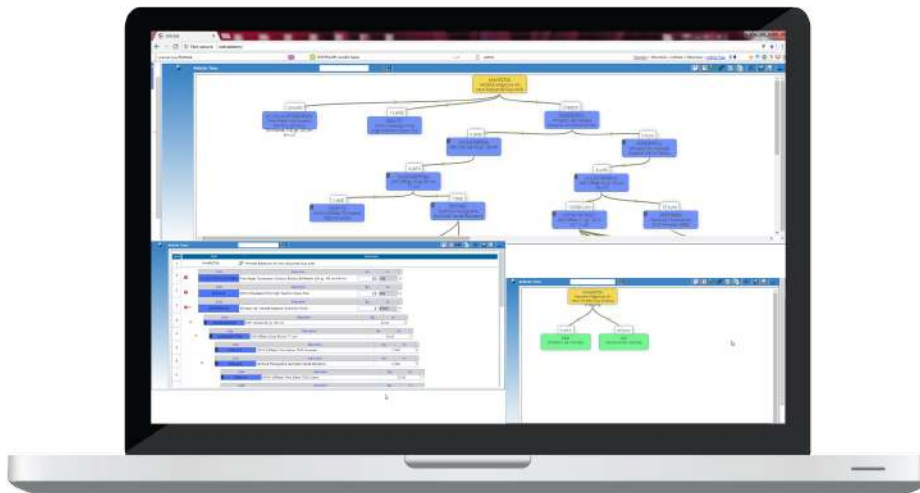
## Stocks & Purchases

- Full management of stocks and suppliers
- Supplier and Product Management
- Inventory
- Mobile Management Software  
(entries/exits/material transfers)
  - Mobile Warehouse Management Solution



## MRP - Manufacturing Resource Planning

MRP enables companies to achieve compliance with the maximum number of customer orders keeping its promises to customers,



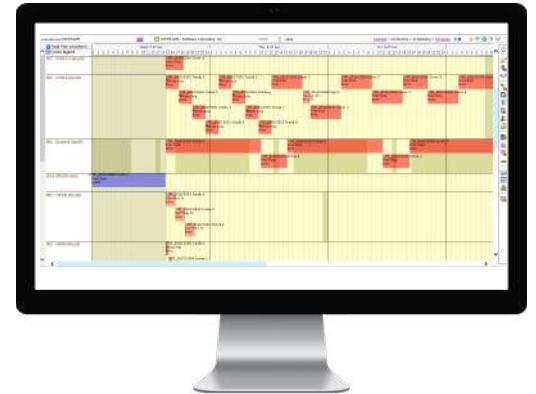
- Selecting orders and their materials through advanced search
- Calculation of purchase needs, production and reserves according to stocks
- Automatic update of required materials for production
- Automatic suggestion of material reserves
- Calculation of dates according to lead times of purchase and manufacture
- Recalculation of dates and notifications to the user of the possible non-compliance of delivery deadlines to the customer of the final product

# Sistrade Software for Packaging

## Production Management

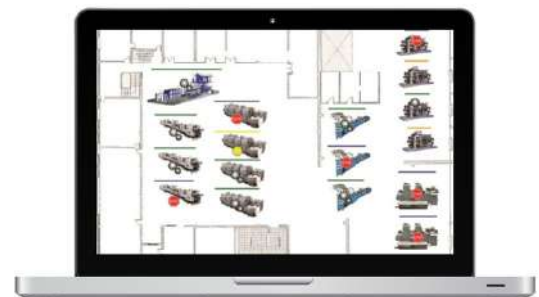
### Scheduling

- Gantt scheduling of job orders
- Sequencing of operations by drag & drop or in tabular format
- Assisted employee scheduling
- Matrix-based scheduling of operations by employee
- Multi-user scheduling
- Multiple Drag & Drop in Gantt Chart
- Cost Scenarios
- Multi-plant
- Scenarios simulation



### Manufacturing Execution System

- Setup and production monitoring
- Event and operation log
- Interpretation of information from industrial automation
- Materials and finished products picking for monitoring, including warehouse location, number or reference
- Automatic data collection through PLC
- Graphical industrial supervision
- Issuing and controlling job orders
- Industrial costing
- Forecast vs accomplished comparison
- Traceability of the production process
- Local or remote supervision and multi-factory
- Real-time information about the functional status of the machine
- Identification of employees who are working on the machine
- Produced and rejected quantities
- Events and occurrences per machine and per job order
- Display of speed per machine in real-time
- Automatic register of downtimes and their reasons.



# Standard Reports and Report Generator

Sistrade® solution provides various standard reports for all of the areas of the ERP, allowing a quick access to key information on the company.

## Sales

- Sales ranking, analysis and evolution
- Commissions report
- Return on sales
- Documents tracking
- Orders evolution
- Delivery time control
- Sales by basic material/product

## Production

- Operator and machine productivity
- Expected production time vs real time
- Real-time beginning and end of production
- Real-time information about machine status
- Machine history
- Produced and rejected quantity
- Evaluation of KPIs

## Treasury

- Current accounts
- Statement of settlements
- Due date and collection notices
- Vendors/agents
- Banks and cash

## Report Generator

- Sistrade® allows the user to generate specific reports from any module according to its needs

## Procurement

- Control of purchases orders/receptions
- Supplier prices catalogue
- Control of supplier invoices
- Inventory
- Subcontracts costs expected/real
- Annual purchase invoicing
- Monthly/accumulated purchases
- ABC supplier analysis

## Accounting

- Statements
- Accumulated
- Trial Balances – General Ledger
- Fiscal reports
- Income statement



Forecasted VS Accomplished

# Sistrade Software for Packaging

## Dynamic Dashboards

All modules have the most relevant indicators to be presented for each area, such as the total of invoicing in sales, the occupation of the stocks in the warehouses, approved production orders in production, the total of debit and credit in accounting, the number of active employees in human resources and many others.

With this important tool users can analyze important information of the company filtered by:

- Week/month/quarter/semester/year/financial year and other periods
- Client/vendor/country

### Estimates:

- Estimates requested, assigned, approved and granted
- Estimates response time
- Productions (new vs repeat) and by type

### Orders:

- Orders volume and approved for production
- Pending credit approval
- Return on sales
- Order book
- Orders by country

### Invoicing:

- Sales volume
- Confirmed, provisional and cancelled documents
- Accumulated billing
- Sales ranking (by client and by product)
- Sales by vendor and country



## Key information available for:

- CRM
- Sales
- Procurement
- Stocks
- Production
- Equipment Maintenance
- Quality Control
- Treasury
- Accounting
- Human Resources
- Fixed Assets



# Business Intelligence

Sistrade® Business Intelligence is a tool that collects and compiles large amounts of data in order to generate relevant information regarding the companies' operations. Through this module, companies have a better understanding of the daily operations as well as their environment.

Business Intelligence has a wide application when applied to an organization, as for example, Business, Finances, Sales, Purchases or Production.



## Sistrade Solution

- Perform analysis, by crossing multiple dimensions and metrics
- Apply filters to any dimension of analysis
- Results displayed analytically and graphically using any device: PC, tablet, smartphone
- Information updated hourly, daily or on weekly basis
- Set latency in order to generate, correct and updated data results
- Export data results to PDF, Excel and Word files

## Sales Dashboards

- Analyse sales by profit margin
- Article invoicing
- Payments to suppliers
- Receipts from customers

## Purchases Dashboards

- Analyse the major suppliers
- Most purchased products
- Inventory
- View inventory turnover rate

## Production Dashboards

- Deadline compliance rate
- Job order costs (actual cost vs estimated vs sales value)
- Setup time rate, percentage of setup time over the total production
- Availability ratio: time machine/section/plant should work vs time it is working



# Sistrade Software

## Solutions

### Commercial Management & Estimating

Estimating  
Customer order  
Shipment  
Invoicing  
CRM

### Stocks & Purchases Management

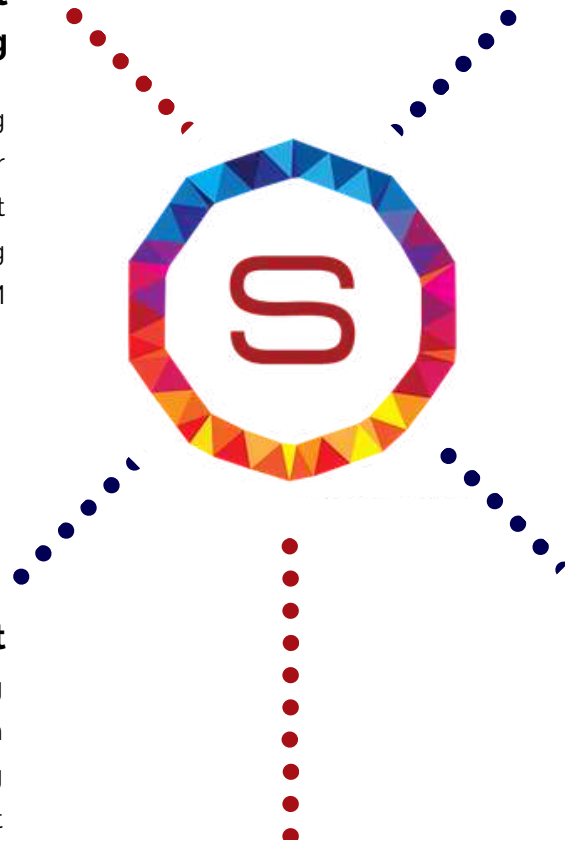
MRP  
Purchases  
Stocks Management  
Suppliers Management  
WMS

### Production Management

Scheduling  
Data collection  
Industrial costing  
Job order management

### Administrative & Financial

Accounting  
Treasury  
Fixed assets  
Human resources



### Other features

Equipment Maintenance  
Quality Control  
Ecomanager  
Energy Management  
RDI Management

Business Intelligence  
Dynamic Dashboards  
Report Generator  
Web2Print  
Balanced Scorecard

# Sistrade Software for Packaging

## Sistrade Users Examples

Sistrade® MIS|ERP Software is being used by more than 5000 users, in more than 30 countries and spread around 4 continents.

Meet some of our clients from the Packaging Printing Industry:



Portugal

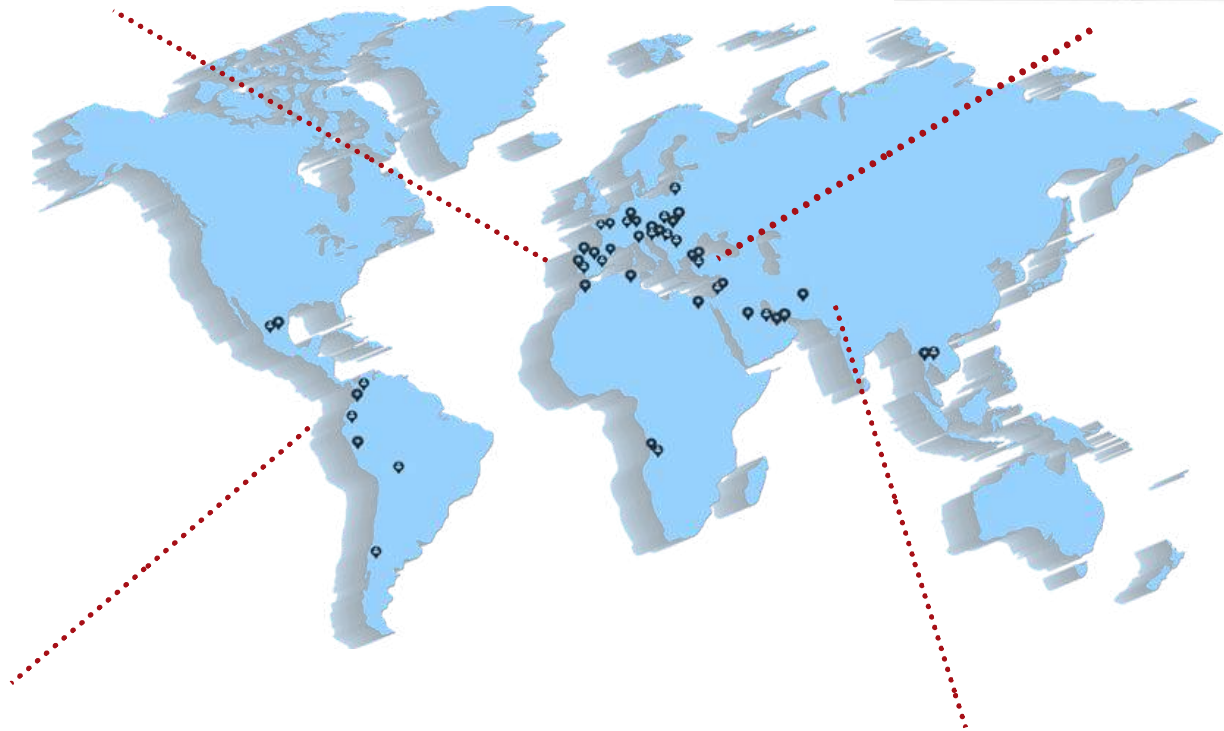
Olegário Fernandes is a producer of cardboard boxes, self-adhesive label and wet-glue and film labels. in Lisbon.



**Sentez Ambalaj**

Turkey

Sentez Ambalaj San Ve Tic A.Şm is one of the biggest packaging manufacturing companies in Turkey



**Poligráfica, C.A.**

Ecuador

POLIGRÁFICA C.A. is a printing and packaging company, based in Guayaquil, in Ecuador



**Edelmann**

**Edelmann Packaging**

India

Edelmann is a german company with a production facility in India that uses Sistrade Software for packaging production





powered by **Sistrade**

## Porto - Headquarters

Travessa da Prelada, 511  
4250-380 Porto - Portugal  
inov@sistrade.com

## Madrid

Parque Empresarial La Moraleja  
Avenida de Europa, 19 3º A  
28042 Madrid - Spain  
madrid@sistrade.com

## Ljubljana

Rozna dolina, Cesta II/29  
1000 Ljubljana - Slovenia  
ljubljana@sistrade.com

## Paris

Zone Orlytech Batiment 516  
1 allée du commandant Mouchotte,  
Paray-Vieille Poste, Paris, 91550, France  
paris@sistrade.com

## Warsaw

Al. Niepodległości, 69 - 7º  
02-626 Warsaw - Poland  
warsaw@sistrade.com

## Istanbul

Dikilitaş Hakki Yeten Cad. Sel. Plaza, 10/C  
Kat:6 Fulya 34349 Besiktas - Turkey  
istanbul@sistrade.com

