

Message from Glovia

Dan McWilliams





THE POSSIBILITIES ARE INFINITE

Glovia International

About Glovia International, Inc.

**Headquarters:**

El Segundo, California, U.S.A.

Date of formation: 1969**Branches:**

UK, Holland, Japan, Singapore, Thailand

Business:

Development, sales and support
for our ERP manufacturing solution
and supply chain collaboration

Model:

On-premise, SaaS and ASP

Employees:

~300

Worldwide customers:

~1,200

Visualization

- Real-time, highly graphical information flow
- Availability to order, to make, to buy
- Real-time customer and supplier integration – portals and B2B

Optimization

- Granularity (days, hours, minutes...)
- Load balancing – plant, cell, machine, skill, person...
- Manipulation of demand

Execution

- Synchronization of demand-to-supply or supply-to-demand
- Manufacturing excellence – Lean Thinking
- Traffic light, real-time escalations

Information Flow

- Improve information throughput and timeliness both internally and with external business partners.

Supply Chain Complexity

- Enhance the ability to see into and manage a complex supply chain.

Constant & Evolving Customer Requirements

- Incorporate the customer into the overall Supply Chain to meet and exceed expectations.

Value Chain Optimization

- Enable efficient resource utilization.
- Improve cash flow.

Powered by Glovia





Designs, manufactures, sells and services dynamic visual communication systems for customers worldwide

- Products installed in more than 70 countries
- Primary markets include Sports, Business, Advertising, and Transportation

F2008 - \$581 million in revenues

5 year annual compound growth = 22%

36 locations in the North America and three internationally

Key Business Issues



Requirements

- Mixed Mode Manufacturing Support
 - Engineer to Order
 - Make to Order
 - Make to Stock
- Part visibility
- Support for Products & Services
- Product Standard Cost and Project Actual Cost
- Improve Customer Service

Types of Orders

- Sales Orders and Contracts
- Service Orders and Service Agreements

World's Largest and Most Modern Single-Site Battery Manufacturing Facility

STANDBY POWER • STATIONARY POWER • INDUSTRIAL POWER • AUTOMOTIVE POWER

Whatever your energy needs, Deka delivers.

We have the enviable reputation of making the best batteries money can buy: flooded lead-acid, gel-cell and absorbed glass mat. Our computer-controlled manufacturing processes are unrivaled.

A Deka battery means "dependability." For our valued customers, that means peace of mind. We've been satisfying energy needs and customizing energy solutions for over 50 years. And our nationwide distribution network ships product around the country or around the world. Give us a call and we'll show you what we can do for you.

QUALITY SYSTEM
CERTIFIED TO
ISO 9001

When choosing
your battery supplier
**DEMAND QUALITY
DEMAND VALUE
DEMAND DEKA**



BATTERIES



East Penn

EAST PENN manufacturing co., inc.

Lyon Station, PA 19536 • Phone: 610-682-6361 • Fax: 610-682-4781
www.eastpenn-deka.com • E-mail: eastpenn@eastpenn-deka.com

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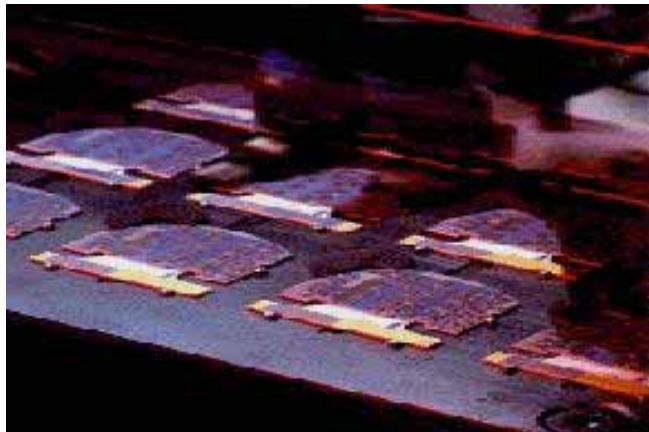
Customers by Industry



Complex Industries 25%

A & D 20%

Automotive 20%

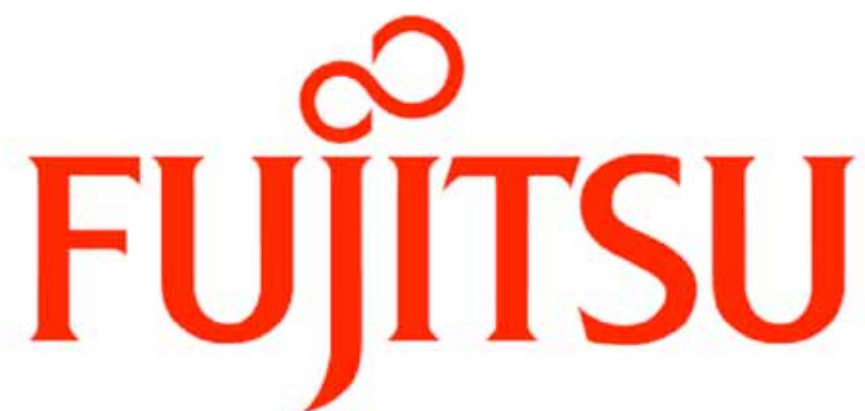


Electronics 25%



Distribution 10%

Product Management	Manufacturing Management	Financial Management	Customer Management	Supplier Management	Projects Management	Service Management	Supply Chain Management	Connectivity & Business Intelligence	Tools & Technologies
Engineering	Master Production Scheduling (MPS)	Billing	Contact & Opportunity Management	Supplier Quotes	Project Definition	Installation Management	Factory Planning	Electronic Data Interchange	Audit Manager
Engineering Change	Material Requirements Planning (MRP)	Accounts Receivable	Bid Process Management	Purchase Orders	Project Resource Panning	Field Service	Order Management	XML	Security Manager
Tool & Gauge	Seiban	Accounts Payable	Sales Quotes	Contract Purchasing	Project Accounting	Service & Repair	Supply Chain Planning	Application Adapters	Shop Floor Data Collection
Estimating	Work Orders	Cash Management	Sales Orders	Supplier Releasing	Program Cost Accounting	Service Orders	Forecasting	External Interface Facility	Web Client
Costing	Repetitive Manufacturing	Fixed Assets	Contract Management	Material Supply			Distribution Requirements Planning (DRP)	E-RMS	Application Dev. Tools
Configurator	Advanced Capacity Planning	Financial Integration Management	Customer Releasing	Supplier Portal				Publisher	Code Comparison Tools
Asset Lifecycle Management	Shop Floor Control	General Ledger	Customer Portal					Cognos	
	Electronic Kanban	Time & Attendance							
	Kanban	Expense Reporting & Processing							
	Inventory								
	Quality Management								
	Physical Inventory								



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