



September 30, 2008

Special points of interest:

- Come see us at AME Toronto, October 21-23, 2008 at booth 303!
- You'll see an example of our ROI calculator below. To plug in your own numbers, visit DatacraftSolutions.com and click Results, then register to fill in your information. See *your* Return On Investment now!

Inside this issue:

- Intelligent Card Leveling 1
- ROI 1
- Virtualization 2
- Sales Report, Q3 2
- Future Aerospace Congress & AME Toronto 2

ICL Release

Datacraft Solutions is excited to announce the deployment of Intelligent Card Leveling (ICL) in the third quarter of 2008.

ICL is a web-based supplemental capability to provide heuristic and production scheduling capabilities for the Signum product. ICL allows users to upload their production schedule for each card set, as well as predict the card level with Datacraft Solutions' Simple Moving Average (SMA) algorithm. In subsequent releases, new algorithms based upon the most advanced scientific forecasting technology will

be delivered to provide the best-of-breed predictions for Signum customer sites.

According to Stephen Parker, CEO of Datacraft Solutions, "Working with Lean Thought Leaders and after five years of advanced research and development, we have created the industry's first card releveling tool: Intelligent Card Leveling (ICL)."

After the upload of production schedule data points (which is not required) and using historical consumption for all heuristics, the user is allowed to select

which method of card set leveling should be selected. The user is also allowed to override the card set levels for any card set. Once the user has verified the process, a single submission passes all the information to Signum for a mass card update. Users are then prompted to print additional cards for increasing card levels.

Datacraft Solutions is proud to bring this valuable functionality to its customers, and ready to be the first in the industry to provide this card releveling tool.

A Real-World Example of Datacraft Solutions' ROI

For maximum impact, your business requires proven solutions that provide swift and certain ROI with the assurance that risk is low and time to deployment is rapid. The opportunity to reap benefits by executing a lean demand based supply chain is significant.

	Inventory Turns					
	Previous	What If				
	4	6	8	10	12	14
COGS - Annual	\$18,000,000	\$18,000,000	\$18,000,000	\$18,000,000	\$18,000,000	\$18,000,000
Inventory	\$4,500,000	\$3,000,000	\$2,250,000	\$1,800,000	\$1,500,000	\$1,285,710
Savings						
Inventory Reduction	\$ -	\$1,500,000	\$2,250,000	\$2,700,000	\$3,000,000	\$3,214,290
Inventory Carrying Cost						
Opportunity Cost	10%	\$150,000	\$225,000	\$270,000	\$300,000	\$321,428
Logistics Cost	10%	\$150,000	\$225,000	\$270,000	\$300,000	\$321,428
Annual Recurring Savings	\$ -	\$300,000	\$450,000	\$540,000	\$600,000	\$642,857

The Benefits of Virtualization

David Wood, DCS Production Manager

Virtualization, in modern terms, is the consolidation of multiple computing resources on a single hardware platform. There are a variety of virtualization levels: virtualization is most commonly known from a software level, although hardware virtualization has been around for decades. The most common hardware virtualization is running 16-bit DOS applications in a 32-bit Windows Operating System which has been done since the first Windows 32-bit operating system.

Operating System level virtualization is the virtual hosting of multiple operating systems to share limited resources on a single hardware platform. This type of virtual-

ization has multiple benefits (according to VMWare’s virtual server offering):

- no additional overhead
- reduced physical storage
- reduced power consumption
- flexible variety of supported operating systems
- entire operating system exists in 1-2 files on the hosting virtual operating system
- backing up the entire “server” is as simple as backing up 2 files
- actual disk space utilized is related to actual

space needed and not space allocated

The above hold great benefits for company growth both in production environments, and for development environments.

Datacraft Solutions has three entire development environments created and maintained on a single platform. In Datacraft Solutions’ continued effort to go Green, plans are in the works to incorporate virtualization throughout our production environment to provide increased OS/HW redundancies within a smaller foot-print and reduced power requirements.

For more information, check out vmware.com and wiki.openvz.org.

“Q4 promises to be an exciting year-end quarter, with interest building as word spreads about Datacraft Solutions’ unique, best-of-class product suite.”

Sales Report Q3

Q3 saw the release of important new functionality, Intelligent Card Leveling, that not only gained Datacraft Solutions traction with current customers to continue expanding into multiple plants, but will allow the formation

of new customer relationships based on this innovative and industry-leading technology. Our pipeline this quarter is the strongest in the company’s history.

In the MarCom arena, our sales team visited sites all

over the United States in Q3, forging relationships from California to Florida.

Q4 promises to be an exciting quarter, with interest building as word spreads about our unique, best-of-class product suite.

Future Aerospace Congress & AME Toronto

Future Aerospace Congress

Datacraft Solutions attended the exciting Future Aerospace Congress in St. Pete Beach, Florida September 21-24, 2008.

Tony Diana, Client Executive, participated in a roundtable supply chain discussion.

Stephen Parker, Chairman and CEO, gave a presentation entitled, “Using On-Line Demand Driven Supply Chain Network Technology to Simplify Complex Aerospace &

Defense Supply Chain Communication & Coordination.”

AME Toronto

Datacraft will attend AME Toronto, October 20-24 at the Sheraton Center in Toronto, Ontario. Come by and see us at booth 303!

The theme of this year’s AME conference is “From Good to Great,” and Datacraft Solutions is part of a select group of only 70 Lean-aware exhibitors.

Bob Schroer, from Datacraft Solutions’ customer Hi-Stat Company, will be on a panel at AME on Thursday at 1:35 p.m. on “Developing a Lean culture.” Hi-Stat has turned its attention to a “parallel implementation” of leadership practices to develop a Lean culture that sustains their Lean conversion. Bob and panelists from three other companies will share their stumbles, lessons learned and adjustments, and engage in an extended Q&A with the audience.