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PRESS RELEASE

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E-KANBAN LEADER DATACRAFT SOLUTIONS COO SHARES FEEDBACK FROM CLIENT SITE

DURHAM, NC - The first in a quarterly newsletter about Demand Driven Supply Chain and e-kanban has been published by North Carolina-based Datacraft Solutions (www.datacraftsolutions.com). Timothy A. Briggs, COO & CFO of the company, notes in this initial newsletter, "At the beginning of February I had the opportunity to attend a Supply Chain Excellence meeting hosted by a leading manufacturer of highly engineered electrical and electronic components, modules and systems, principally for the automotive, medium- and heavy-duty truck, agricultural and off-highway vehicle markets. The purpose of the meeting was to demonstrate the success of our customer's implementation of supply chain excellence principles, including demand based replenishment (eKanban /Signum). Attendees included other locations of the same corporate customer. These locations are target locations for the expansion of Signum, and we have recently signed contracts with several of them. The meeting included a number of opportunities for the attendees to spend time on the shop floor. I was most impressed about how Signum is valued and embraced by the management, floor supervisors and individual employees."

The client staff had high praise for Signum, including the following comments:

- "My inventory is more visible and at my location, no more searching in a warehouse."
- "I only order as I need parts."
- "I have ownership and control."
- "I better understand how the flow of material works."
- "I always know the status of my inventory and my suppliers."

Briggs said, "I was most impressed by the sense of empowerment and ownership of the individual factory employee. During a demonstration of Signum by a Material Handler, he scanned a Kanban card for replenishment and continued his discussion. Before I moved from his location he pointed out to my group that the supplier had already confirmed the order and a delivery date."

Datacraft Solutions (www.datacraftsolutions.com) delivers a revolutionary digital kanban process of automation solutions to lean manufacturers through a secure Internet gateway, eliminating the need to install and maintain a complex IT



infrastructure. The company has experienced significant growth in the past two years by eliminating complicated, expensive, time-intensive software implementations as well as extensive training regimens and the need for internal support. Datacraft Solutions' replenishment supply chain digital kanban system allows customers to access and utilize powerful lean benefits immediately for a low, predictable monthly fee. Services are scalable so manufacturers can design an appropriate digital kanban solution.

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