

PRESS RELEASE

Amidst strong competition, Oriel Systems' Vendor Managed Inventory solution has been chosen by leading ink manufacturer Sun Chemicals to integrate and replace a myriad of different systems inherited from recently acquired companies and new customer contracts.

The Oriel systems VMI / Telemetry system is a flexible and cost-effective solution to monitoring customer usage of a product or number of products, bringing together information from customer sites around the globe to provide instant information on potential stock-out situations.

In any industry where many suppliers are perceived to be the same, our customers have found the VMI solution to be a significant differentiator. Their customers now clearly receive the best possible service 24/7. The benefit noticed most by the supplier is increased customer loyalty.

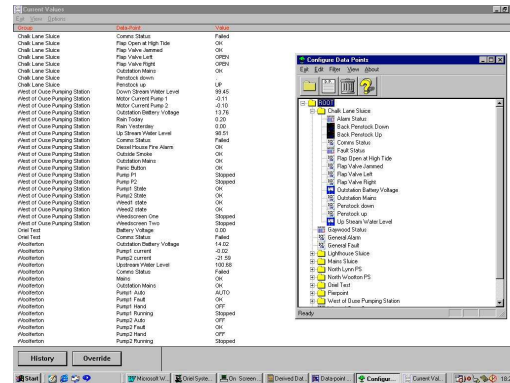
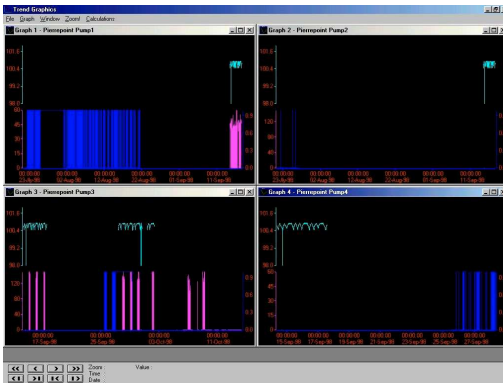
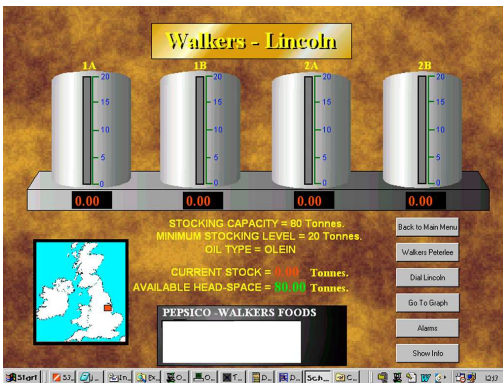
There are more benefits for the supplier too, this is rapidly turning into a "Win-Win for all" scenario. As the supplier is provided with both current and historical information on product usage or consumption, allowing for increases in efficiencies in both the scheduling of production batches and deliveries, which can now be made at the optimum time and of the optimum amount.

The VMI solution comprises of software residing on a PC which, in normal operation automatically dials into the customers' site at regular intervals to retrieve latest stocking levels. In the case of a potential stock-out situation, the system over-rides and immediately alerts the supplier of the possible occurrence. Potential stock-out situations are notified audibly and by pop-up "on screen" messages, which must be accepted before they disappear, they can also be confirmed by e-mail and escalated. For out of hours use a "dialling rota" is available, which will automatically dial a series of mobile or landline numbers to alert the supplying company or their transportation / logistics / customer service departments of the occurrence.

Once an alarm is received, it must be acknowledged from the telephone keypad, otherwise the system will continue to dial the next number in series. From the telephone keypad the user can choose to replay the current alarm or replay all alarms or to delete them.

Other options include cut down versions of the VMI software allowing remote interrogation using a laptop and infra red port on mobile phones. This allows the transport / logistics / customer service departments to dial into the customers site and to look at both current and historical information on customer usage, even whilst away from the office.

To find out more please telephone on 01249 705070 or fax 01249 705071
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