



CAI

ShopVue

BUYING GUIDE

Introduction

Welcome to ShopVue! Your time and your business are important to us, and we want to ensure you have the information you need to start the ShopVue Buying Process.

At ShopVue, we aim for transparency. We know that selecting the right partner for your MES is a significant decision. We also understand that ShopVue is not the right fit for every company. Our product works best for discrete manufacturers with complex operations and a team-oriented culture. Successful implementation of ShopVue demands collaboration and transparent communication with employees in all roles, as well as dedication to continuous improvement.

In addition, we want prospective customers to be aware of the ShopVue Buying Process. Our comprehensive discovery and evaluation process requires team-wide commitment from both parties -- and is effective at ensuring you can make a well-thought-out decision in a reasonably short timeframe.

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Why ShopVue?

ShopVue stands out because of its:



Modular Architecture

Customers pay for only the features they need.



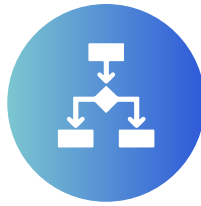
Quick Time to Value

Implementation is typically completed in 8-12 weeks and customers achieve a positive ROI in 6-12 months.



Secure, Role-Based Access

Unique permissions for operators, supervisors, human resources, and plant management.



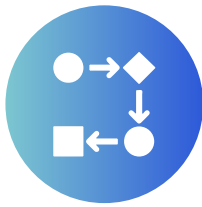
Depth of Functionality

Features include traceability and digital work instructions.



User-Friendly Interface

Operators and supervisors love to use ShopVue.



Flexibility

Both out-of-the-box configuration and on-demand customization based on the customer's needs.



ERP Agnosticism

ShopVue works with almost any ERP--no need to replace an existing platform.



Integrations

Connects to multiple third-party platforms (PLM, APS, QMS/QCS, payroll).



Focus on Value

ShopVue enables continuous improvement.



Company Expertise

More than three decades helping manufacturers optimize operations and recognize quick time to value.



Referenceability

Hear first-hand how ShopVue has driven meaningful and measurable improvements in shop floor performance.

The ShopVue Buying Process: 5 Phases

Introduction: A ShopVue account manager will conduct an initial call to discuss and understand your business needs, explain how ShopVue modules and licensing work, review ballpark pricing, and identify team members and key stakeholders.

1 INTRODUCTION

TIMING: WEEK 1 | DURATION: 2 HOURS / 1 SESSION

A ShopVue account manager will conduct an initial call to discuss and understand your business needs, explain how ShopVue modules and key stakeholders.

2 DISCOVERY

TIMING: WEEKS 2-3 | DURATION: 4-6 HOURS

An in-depth review of scope and requirements, the manufacturing process, routing, BOM, and reports. Upon completion, Discovery should yield an assessment of how well ShopVue would fulfill the needs of your business.

3 REVIEW

TIMING: WEEKS 3-5 | DURATION: 4 HOURS / 2 SESSIONS

This phase centers on a comprehensive meeting with all stakeholders, in which each shares their individual perspective and priorities. Called the Team Survey, the discussion results in a well-defined requirements matrix and a foundation for a company-specific product demonstration.

4 QUALIFICATION

TIMING: WEEKS 4-6 | DURATION: 24 HOURS / 2 DAYS

The fourth step of the Buying Process often entails a two-day site visit (Site Survey). We'll become familiar with your manufacturing and business processes, from start to finish, so we can deliver a detailed proposal, timeline, and pricing you can count on. You'll also be able to conduct reference checks by speaking with existing ShopVue customers.

5 COMMIT

TIMING: WEEKS 6-8 | DURATION: 8 HOURS

We'll review the detailed proposal and contracts and outline objectives for the subsequent kick-off meeting. At this point, you've completed the selection process of ShopVue as your MES -- congratulations!

TOTAL DURATION: 8 WEEKS

Implementation

After the selection process is complete, an implementation consultant (or team) is assigned to your project. The first milestone is a kickoff conference call to be held within two weeks of contract execution and receipt of the down payment.

On average, onboarding and implementation take about 8-12 weeks. A broad implementation timeline might look like this:

Activity	Date
KICKOFF MEETING & IMPLEMENTATION REVIEW	January
CLASS PREPARATION	February
SHOPVUE CONFIGURATION WORKSHOP*	March
CONFIGURATION/TESTING	March/April
CONFERENCE ROOM PILOT**	April
GO LIVE	April/May

Once implementation is complete, your ShopVue team will conduct quarterly meetings to ensure ongoing success.

*About the Configuration Workshop

A key early milestone of the ShopVue implementation process is the Configuration Workshop, hosted at ShopVue's offices in Portland Maine. ShopVue holds training workshops throughout the year, each with a limited number of participants. Registration is available only after the agreements are executed and the software is purchased.

During the ShopVue workshop your team will learn about ShopVue's technical details and how to configure the system for your specific needs. The workshop is a requirement for the customer's core project team and serves as the baseline for beginning the project deliverables. You and your team will work with a dedicated ShopVue Consultant during the workshop. We will conduct a detailed review to further validate your requirements, begin configuring some high-level process and workflow designs and establish a test environment so that, upon your return to your facility, you'll have a functional ShopVue system.

**About the Conference Room Pilot

The Conference Room Pilot is the culmination of a collaborative work model in which ShopVue's deliverables and the client's deliverables are brought together into a single environment; the Conference Room Pilot. It's during this phase that we test, adapt, and make appropriate modifications to move from a pilot to production.

ShopVue Roles & Responsibilities

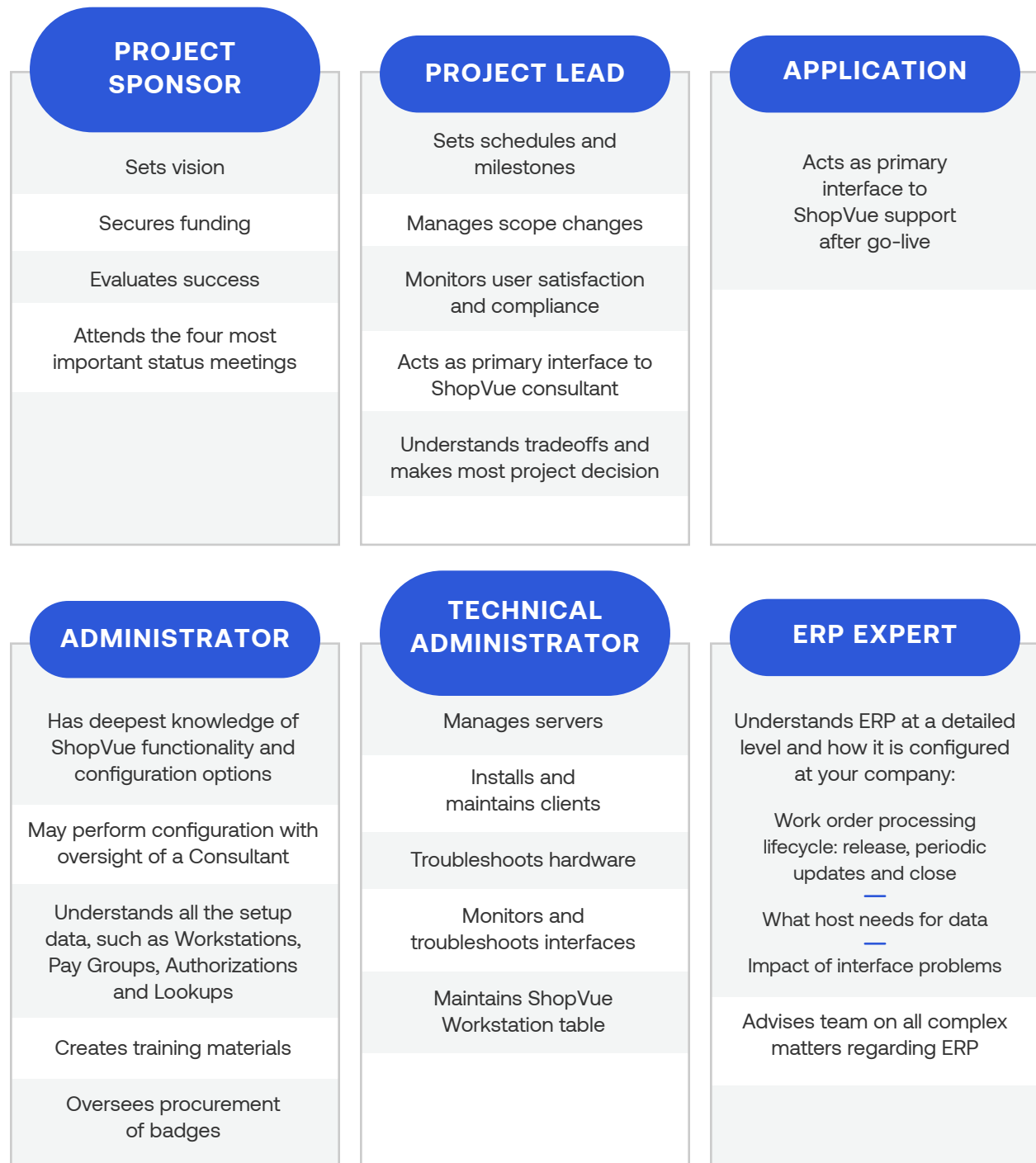
When evaluating ShopVue as a potential solution for your manufacturing operations, it's critical to understand who will need to be involved, on either side of the relationship.

At ShopVue, resources are:



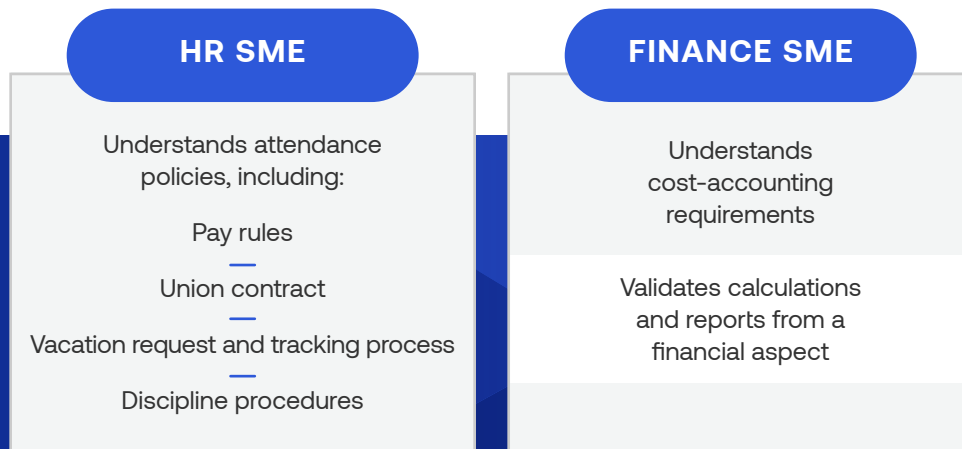
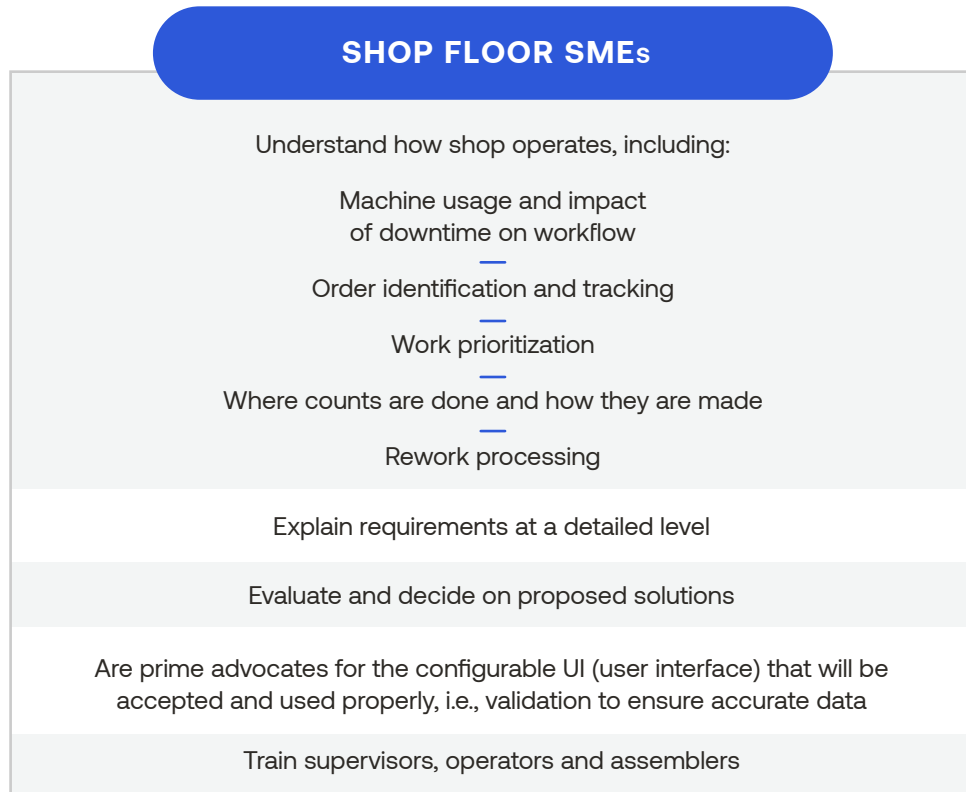
Customer Roles & Responsibilities

On the customer side, the typical resources are identified below (a single individual may fulfill several roles):



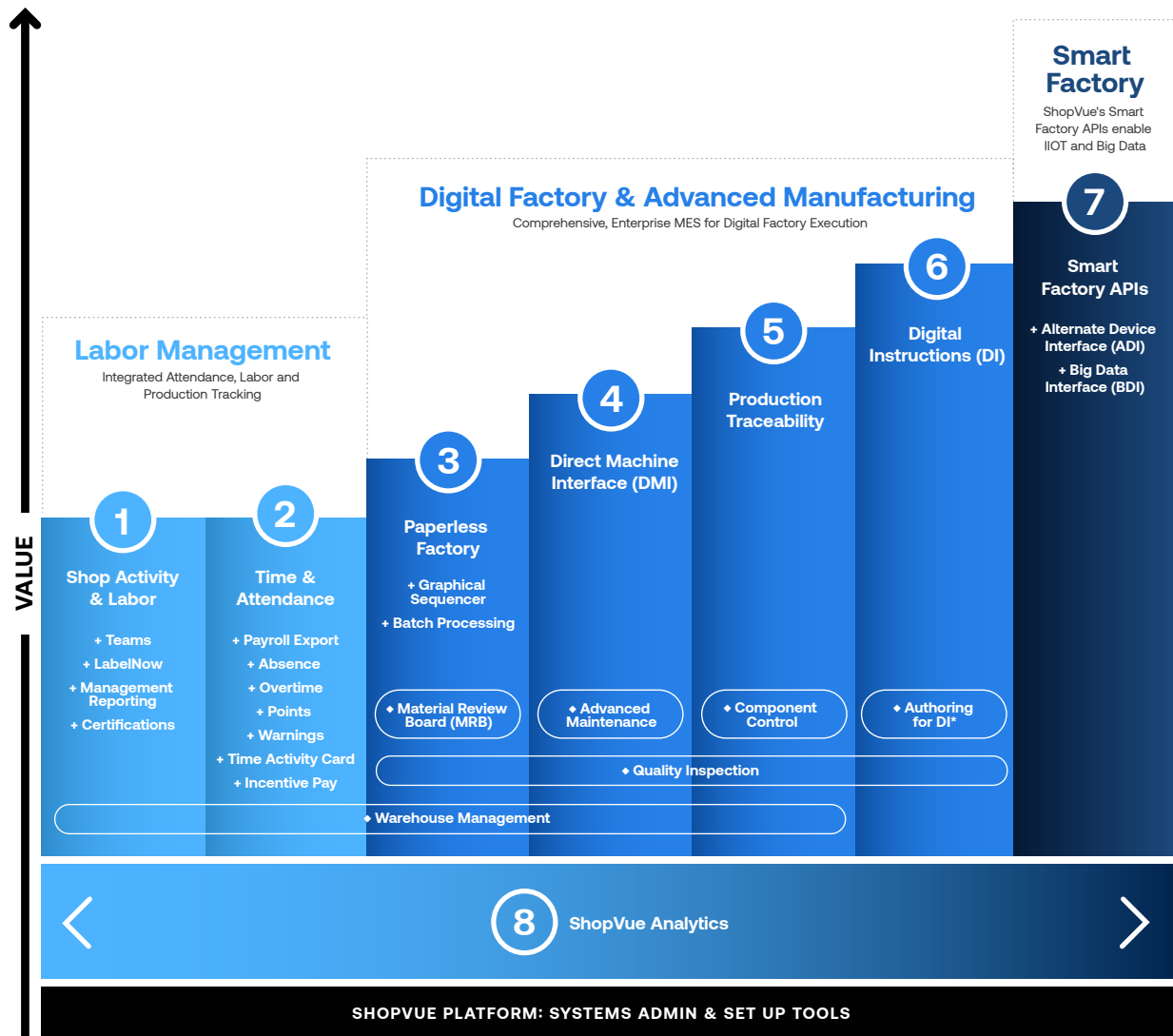
Customer Roles & Responsibilities (Continued)

On the customer side, the typical resources are identified below (a single individual may fulfill several roles):



SME: Subject Matter Expert

The ShopVue Modular MES Platform





What's Next

Ready to get started with ShopVue?
Schedule your introductory call today.
207.773.0944 | info@caisoft.com



[CAISOFT.COM/SHOPVUE](https://caisoft.com/shopvue)
