

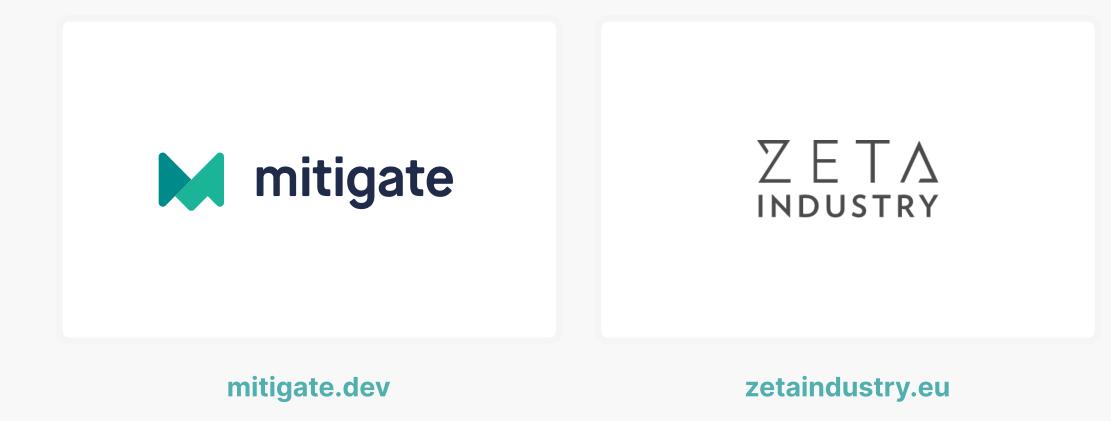


# About the Company



# Mitigate group

Mitigate - custom software development Zeta Industry - digital solutions for industrial businesses



### **Products & Social Responsibility**

Mitigate group develops a range with its products and support children's education and a healthy lifestyle





Substantial team of programmers & designers

**Dynamic management** 

10+

Years of industry knowledge

# **Products & Services**

**Products** 

A modern and comprehensive platform for industrial businesses:

# AUSTRA

### **Services**

- Complex systems integration (CAD, MES, IoT, accounting)
- Production planning and scheduling algorithms
- Resource optimization algorithms
- Operational data analysis
- Custom software development

# General Overview





Austra

A modern and comprehensive platform for industrial businesses - it excels at industry-specific functional areas where most general-purpose solutions under-deliver

# Highlights

# Dedicated to manufacturers

Extensive feature list for production management and full-cycle business process support

### • Fully web-based

Accessible from anywhere

### • Wide integration capabilities

Integrates with other ERPs, IoT, CAD, MES, MRP

# Licensing models that facilitate growth

No need to acquire a new license for additional users

# Automation capabilities

Production scheduling, resource and material optimization and others

# CAD/BIM integration

CAD/BIM integration capabilities

# • Intuitive UI

Intuitive, easy to navigate user interfaces

# Open Source

Entirely based on Open Source technologies



# Industries

- Metalworking and mechanical engineering
- Woodworking
- Construction materials
- Printing and packaging
- Textiles
- Health and beauty
- Pharmaceutical products

And others ...

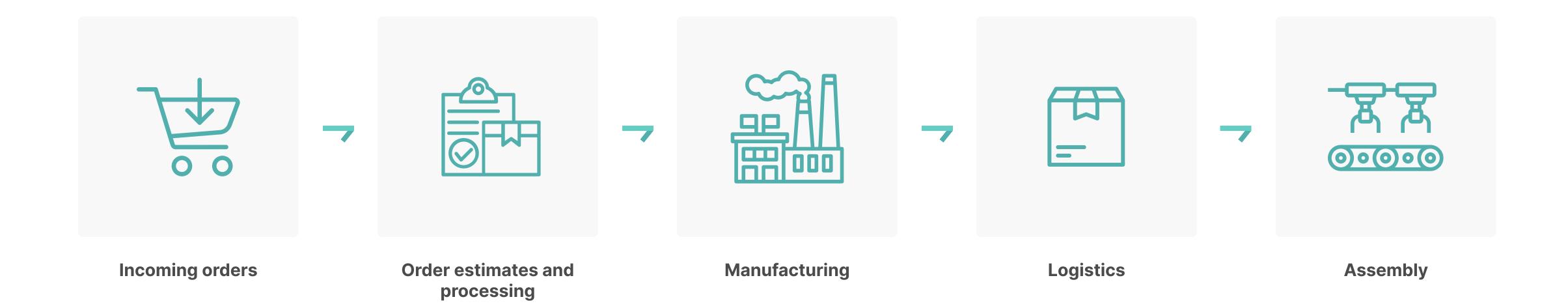


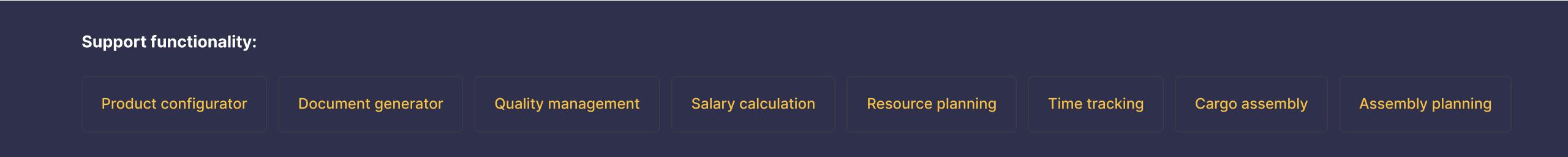




# Full product delivery cycle support

- Efficient sourcing and use of data
- Transparency at all stages of life-cycle





# **Competitive Positioning**



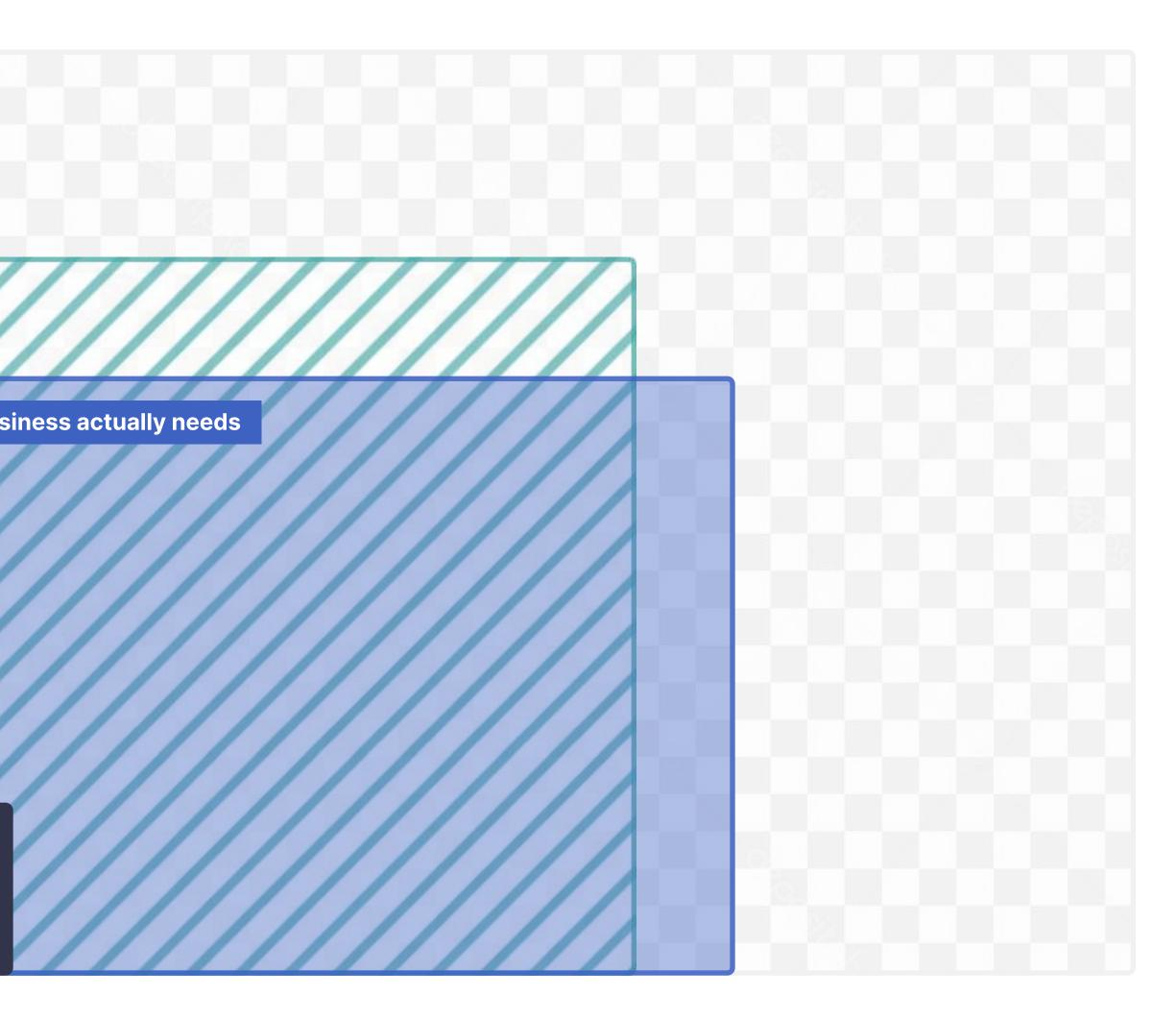
# Austra - a Sweetspot for Manufacturers

**General-purpose ERPs** 

Austra

What manufacturing business actually needs

SaaS platforms



# **General-purpose platforms:**

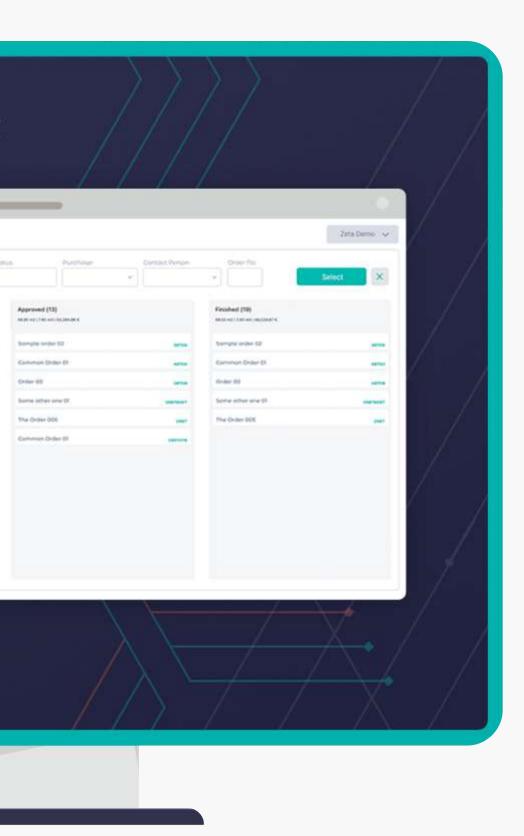
- Created for almost any industry, lots of redundant functionality for manufacturers
- "Heavy", complicated to configure, navigate, operate
- Often missing out on functional depth for manufacturing-related features

# SaaS platforms

- Easy to set up and operate, however, business would need at least 3 to cover essential processes
- Shallow functionality depth
- No control over how they develop
- Might be challenging to integrate

# **Functional Modules**





### 1/8

# **CRM and Order Management**

The sales module provides convenient order estimation and management. Sales managers can track order fulfillment progress and review order and customer information in one place

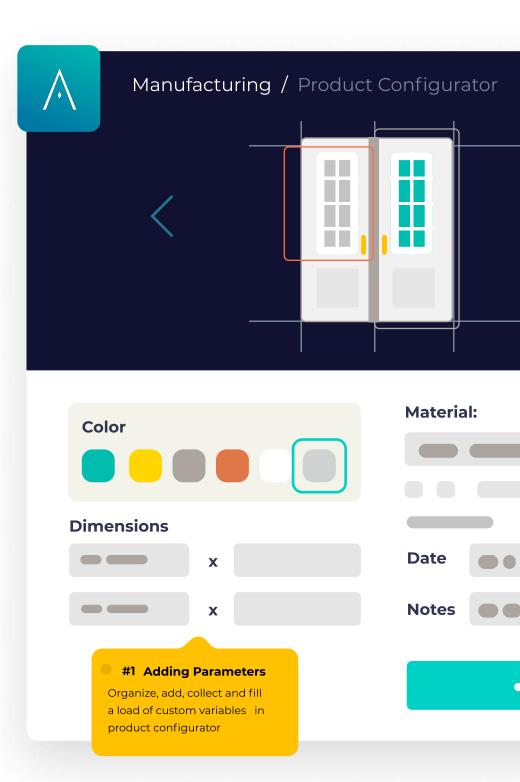
- Order review in list and status views
- Automatic order estimates
- Automatic generation of order documentation
- Task planning for order execution
- Communication history
- CRM features

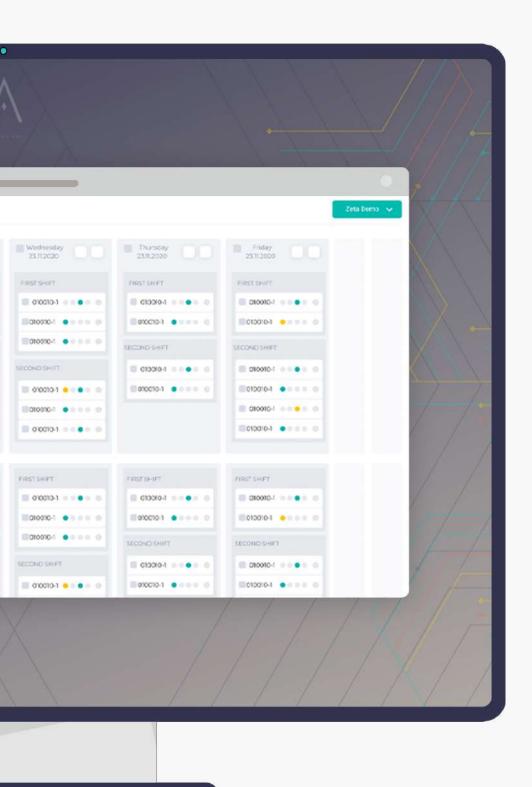
### 2/8



The product configurator creates dynamic product and service templates. It supports low-code approach to allow setting up sophisticated configurations. When configurations are set up, platform automatically calculates BOM, production norms and generates order estimate and documentation

- Setup of product groups, sub-sets, components •
- Simplified and low-code configuration support
  - BOM setup •
  - **Production time norm setup** •
  - Auto document generation setup •





### 3/8

# **Manufacturing Planning**

The production planning module provides in-depth support for operating manufacturing operations planning, re-organizing, status reporting. The plan is organized in intuitive UX allowing users to easily navigate to relevant interfaces, overview resource capacities, and more

- Automatic scheduling of production orders
- Specification generation and printouts
- Automatic write-offs of materials
- Multi-plant management
- Resource capacity management

# 

# 4/8

# **Logistics Management**

The logistics management module provides an easy way to organize logistics operations. Logistics specialists can perform the necessary activities related to logistics planning from creating packing lists to delivery planning

- Automatic and manual packing-list planning
  - Cargo and transport planning •
  - Optimization algorithms space, weight, orientation, loading/unloading sequence
- Preparation of delivery printouts CRMs, etc. •

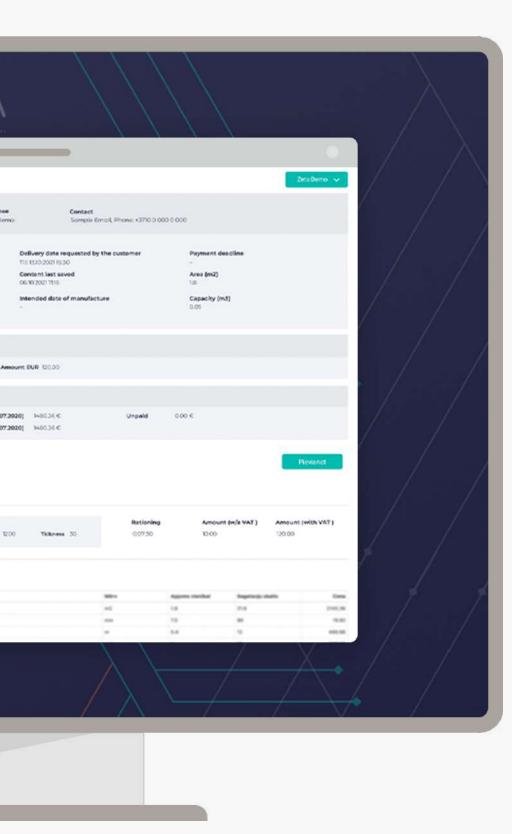
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### 5/8

# Warehouse and Supply-chain

The module provides all functions related to warehouse management and execution of procurement orders. Warehouse managers can easily review warehouse balances and arrange new procurement orders as needed

- Automatic material write-offs
- Purchase order triggers
- Multi-warehouse support

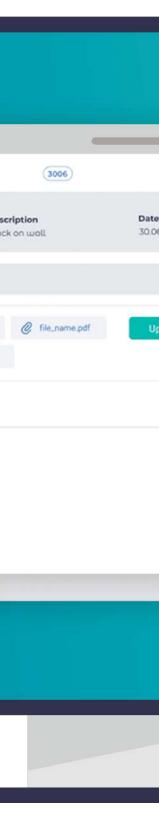
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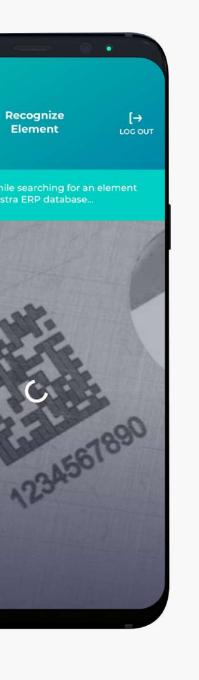
# 6/8

# **Quality Management**

The quality control module ensures systematic reporting and thorough analysis of issues - deviations from process and product quality standards. It supports both - internal and external claims

- Issue reporting system interface of mobile app •
- Issue categorization (process stage and type, business unit, product, etc.) and cause analysis
  - Photo, video, documentation features •
  - Issue resolution workflows and statuses •





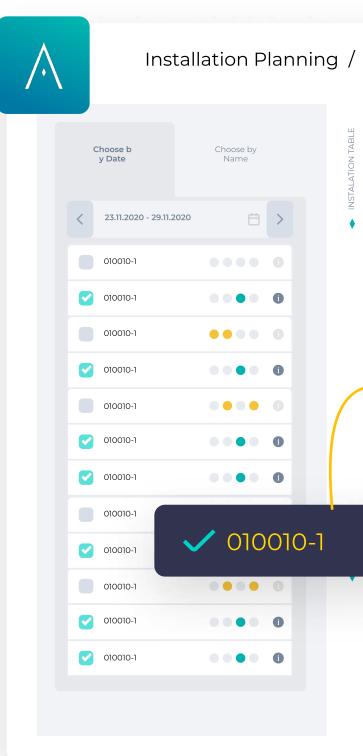
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### 7/8

# Mobile App

The mobile application is used for order status reporting - warehouse statuses, production operation statuses and delivery statuses. It also supports issue reporting

- Barcode/QR generation and scanning
- Photo/video recording
- Element status overview
- Time reporting planned vs actual



### 8/8

# **Installation Planning**

The module provides an opportunity to plan the installation or assembly of the manufactured products. Assembly and logistics managers can review orders placed for installation at site and schedule manufacturing activities accordingly

- Planning by elements, products, installation teams
  - Work order management
    - Status management •
  - Integration with manufacturing and logistics business unit for real-time status overview

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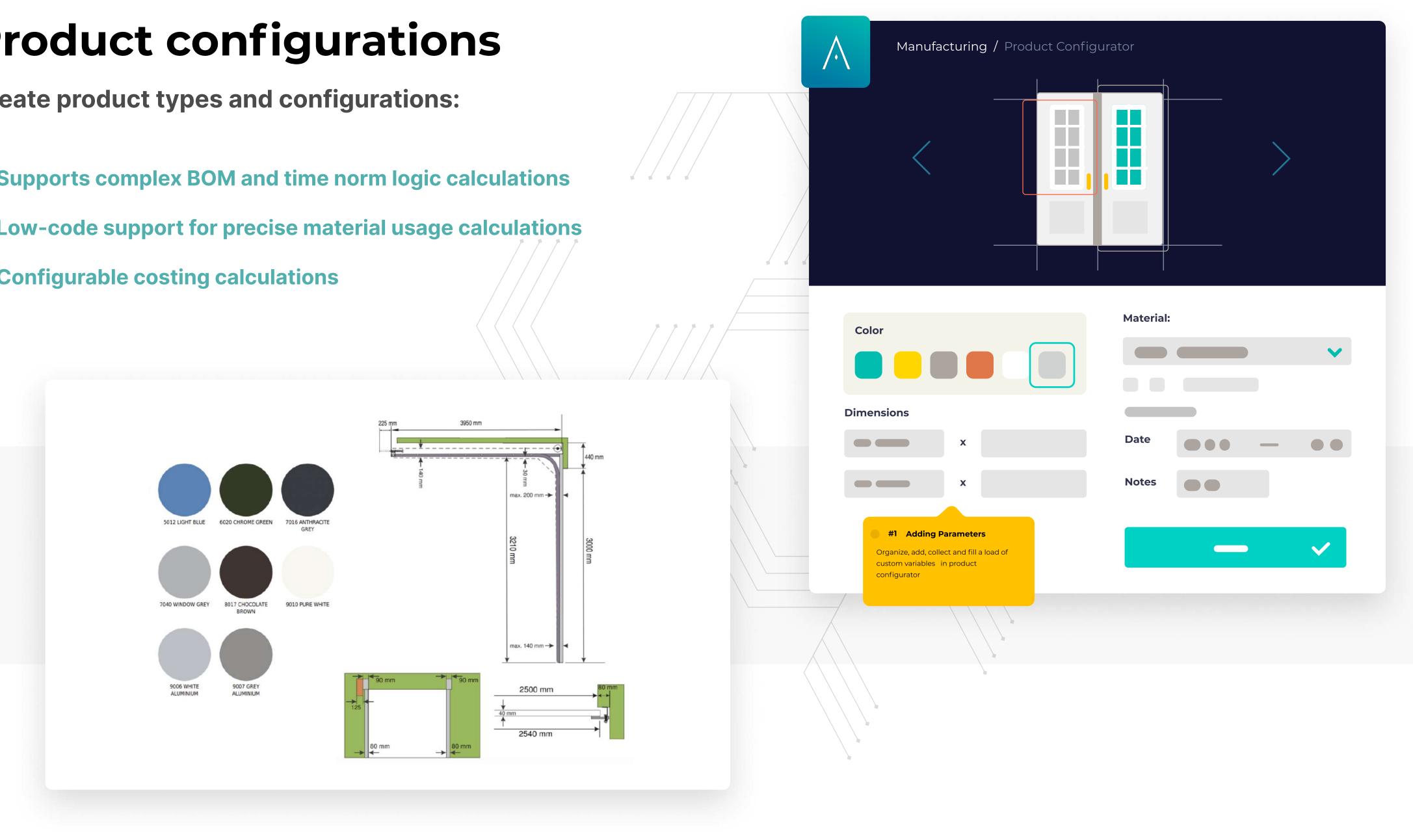
# Functional Highlights



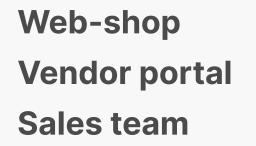
# **Product configurations**

**Create product types and configurations:** 

- Supports complex BOM and time norm logic calculations
- Low-code support for precise material usage calculations
- Configurable costing calculations



# Order creation, estimation and circulation

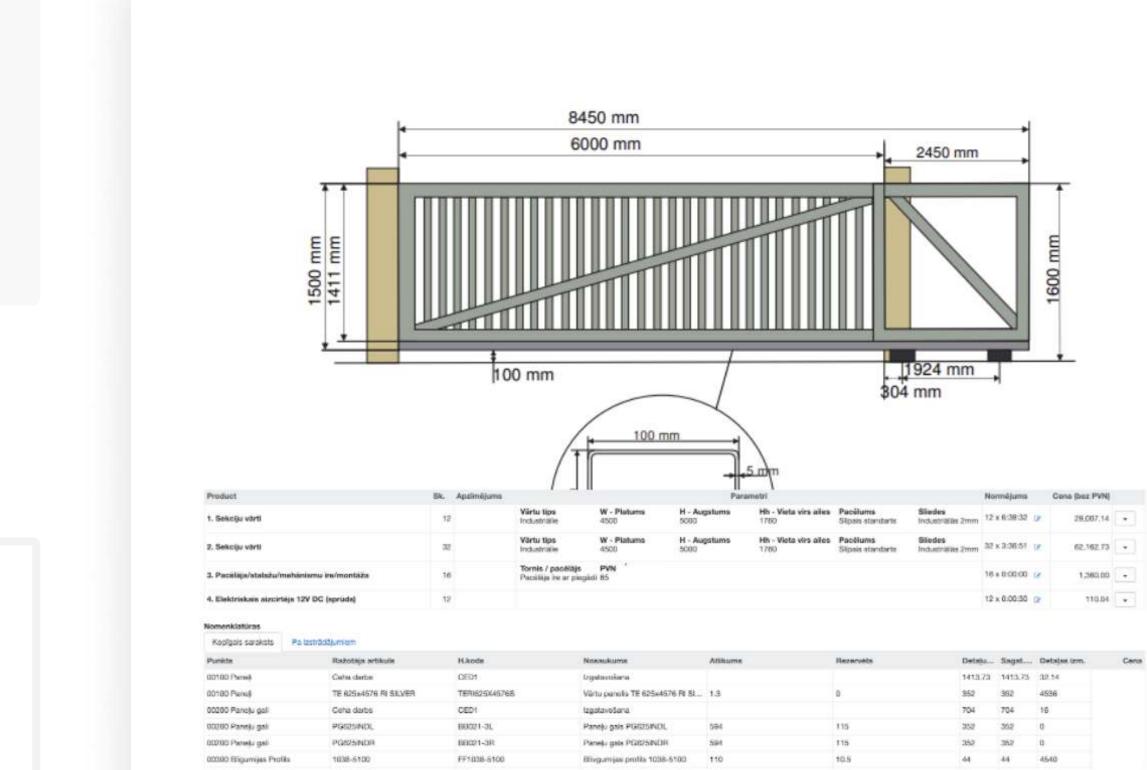


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Structured order information from the source

Automatic generation of full order information:







# **Documentation generator**

Create templates and automatically generate documentation

- Offers, invoices, contracts
- Production specification
- Assembly lists
- Quality management documentation
- CMR and other delivery documentation
- User instructions
- Product maintenance information

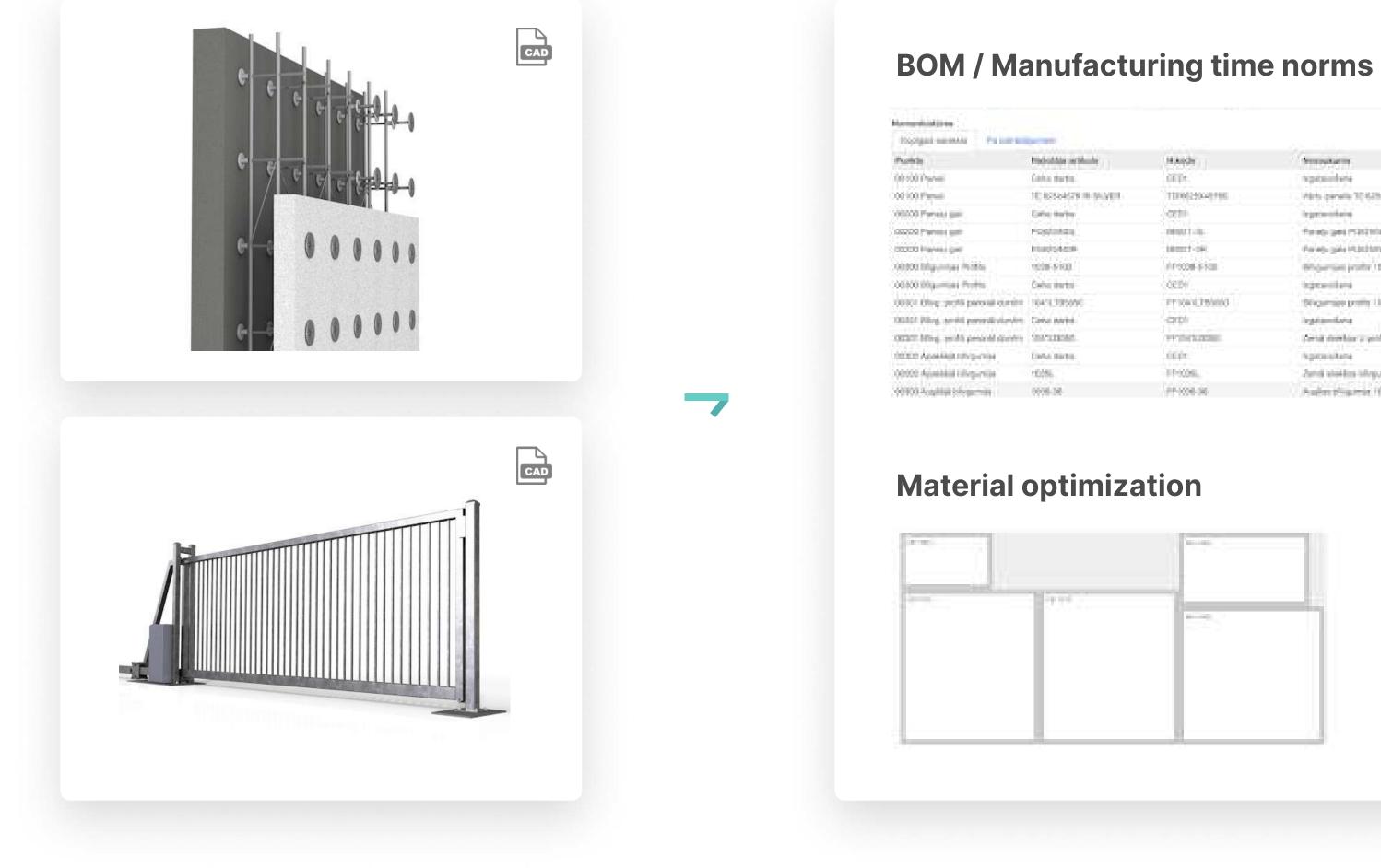
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# Integration with design systems

# **Upload and interpretation of CAD models**

Tekla Revit SolidWorks SketchUp etc.



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# **Production planning**

# Transparent and intuitive process planning

### • Drag-and-drop

Convenient plan creation and change management

### • Calendar view

Overview of the overall manufacturing plan

### Operational Capacities

Resource utilization and analytics

### Convenient navigation to related interfaces

Order specification, documentation, etc

# • Information filtering options

Equipment, employees, orders, product types

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# **Automation Algorithms: Production Planning**

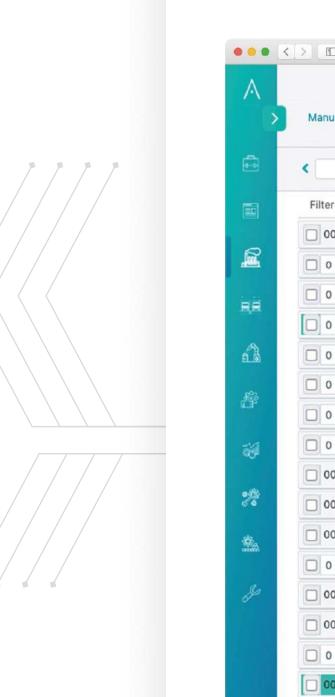
Planning algorithms based on order parameters and resource capacities

### **Order parameters**

- Order configuration and confirmation
- List of order raw materials
- Order workload norms
- Delivery terms
- Order priorities

### **Resource parameters**

- Equipment capacity
- Human resource capacity
- Availability of raw materials in stock



# Automatically generated production plan

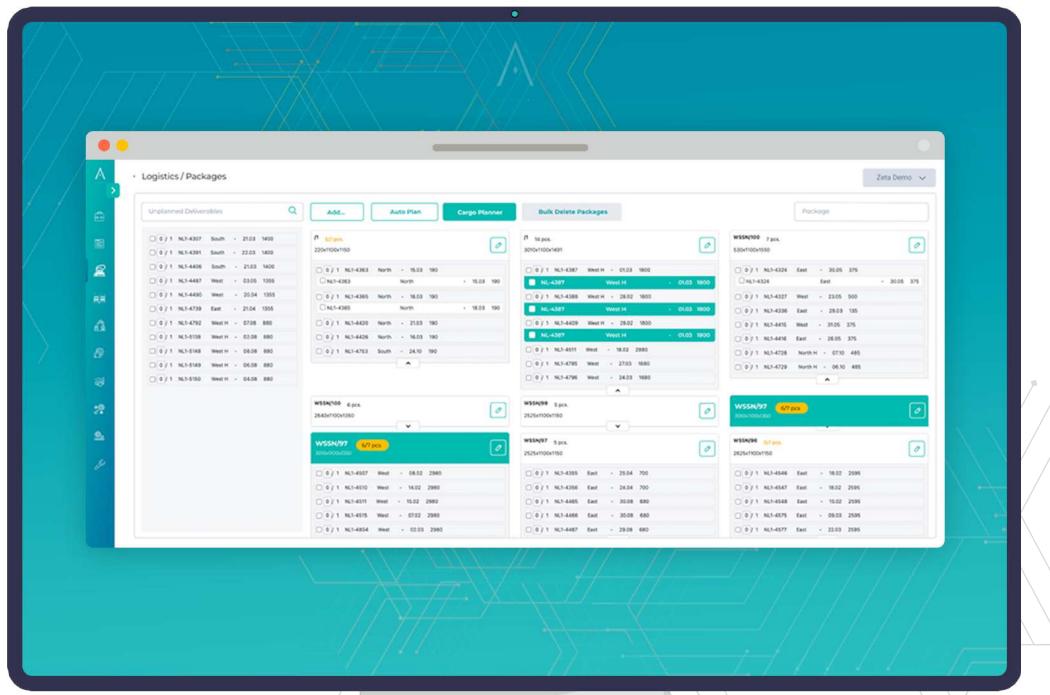
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# Logistics planning

**Configurable logistics management process** 

- Packing-list creation based on volume and / or weight capacity
- Route, cargo, transport planning
- Internal and outsourced logistics planning and information flows
- Cargo optimization and automation options
- Automated documentation generation





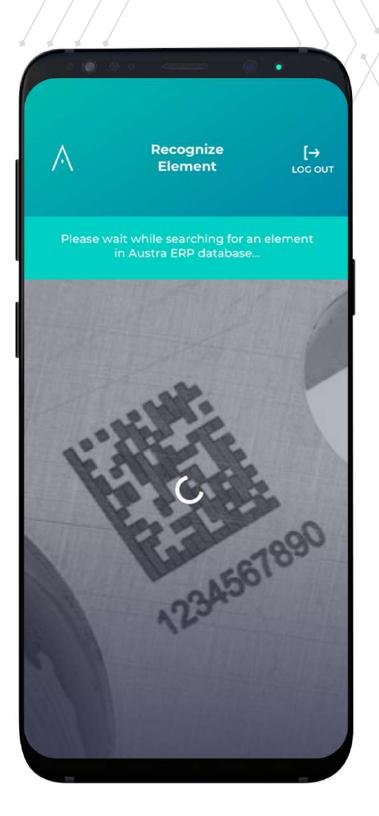
# Mobile applications

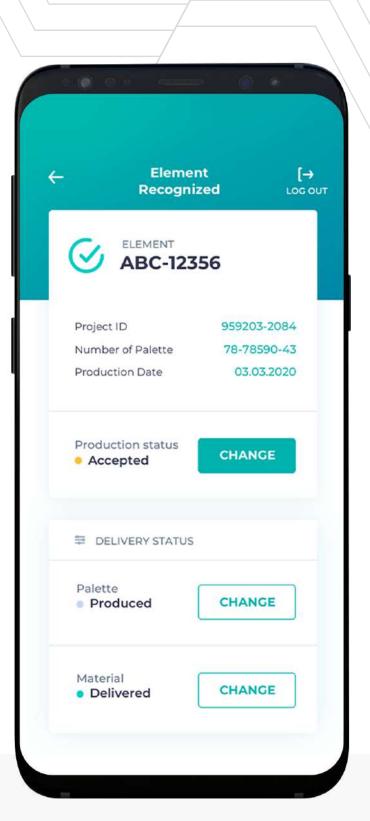
**Accelerated information flow** 

- Maintaining product life-cycle status
- Employee time tracking
- Notification of system events
- Quality management: photo and video capture
- GPS coordinates













# Integration with financial management and other systems

Automated data flows and various module configuration options

# AUSTRA

Orders and estimates

CRM

Production planning

Logistics planning

Warehouse movements

**Operational salary calculations** 

etc.



Visma | Dynamics | SAP etc.

Companies and employees

Invoices

Customer register

Warehouses and articles

Article creation and write-off

Payment information

Tax calculations

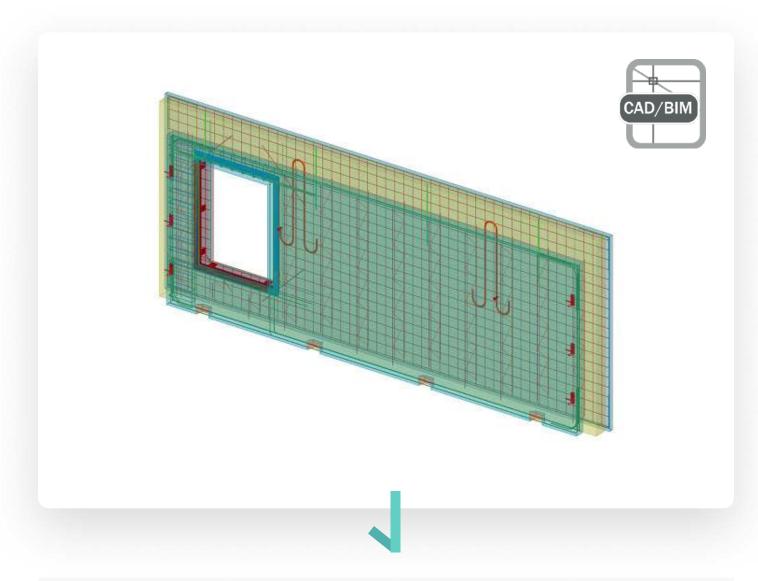
etc.

# **Tailored Versions**



# **Precast Concrete**

# **BIM/CAD** integration



# AUSTRA

Integration with CAD/BIM platforms

Automatic API or template element information upload

Upload information validation - new, updated elements, versioning, etc.

Drawing file upload and storage

Automation of BOM, production time norms

# **Process automation**

### **Automated production planning and** scheduling

Multi-factor scheduling algorithms (time norms, delivery dates, warehouse statuses)

Automated material write-offs, employee salary calculations, and more

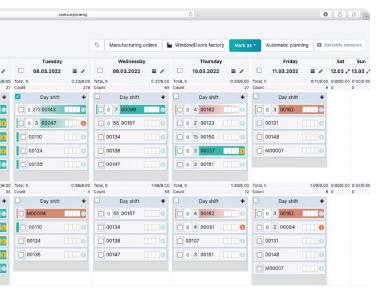
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# **Packing-list generation**

and delivery input factors

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# **Optimization**



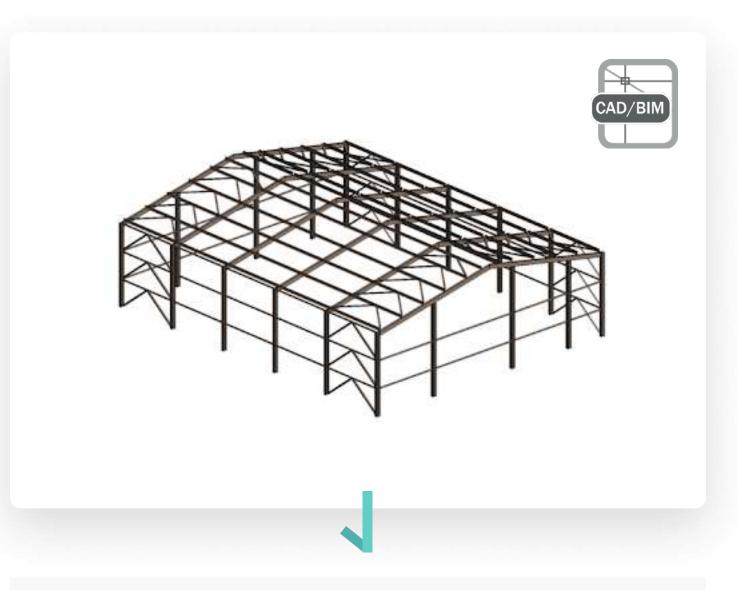
- Transport unit utilization optimization
- Integration with manufacturing, warehouse,

# Pallet utilization optimization algorithms

Optimized use of effective surface Optimal re-use of element form molds Multi-project consolidation



# **BIM/CAD** integration



# AUSTRA

Integration with CAD/BIM platforms

Automatic API or template element information upload

Upload information validation - new, updated elements, versioning, etc.

Drawing file upload and storage

Automation of BOM, production time norms

# **Process automation**

### Automated production planning and scheduling

Multi-factor scheduling algorithms (time norms, delivery dates, warehouse statuses)

Automated material write-offs, employee salary calculations, and more

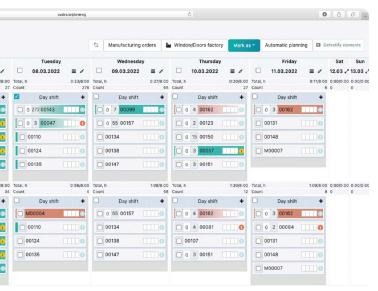
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# **Packing-list generation**

and delivery input factors

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# **Delivery cycle overview**

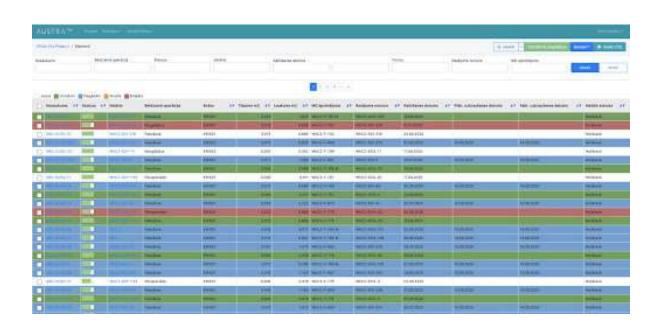


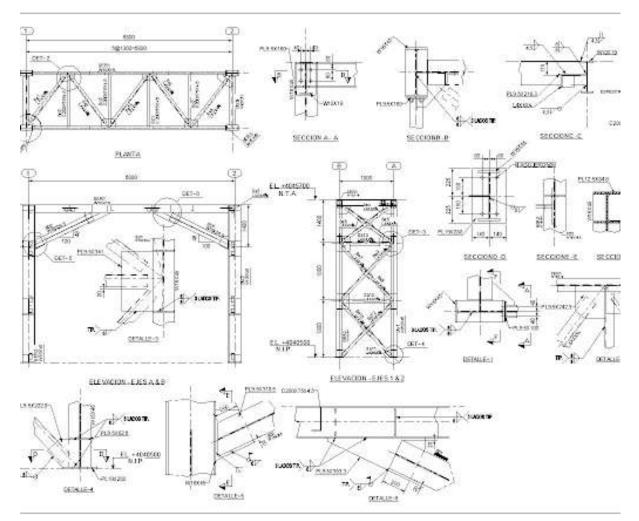
- Transport unit utilization optimization
- Integration with manufacturing, warehouse,

### **Project execution status control**

Element life-cycle status treacebility

Technical specification at hand for all project members





# Cladding Panels

# **BIM/CAD** integration



# AUSTRA

Integration with CAD/BIM platforms

Automatic API or template element information upload

Upload information validation - new, updated elements, versioning, etc.

Drawing file upload and storage

Automation of BOM, production time norms

# **Process automation**

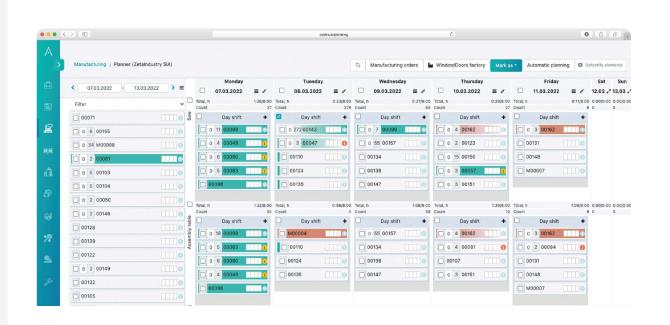
# **Automated project estimation tools:**

Material quantity readers **Estimation templates** 

# **Automated production planning and** scheduling:

equipment technological cycles

salary calculations, and more



- CAD/BIM information interpretation algorithms

- Multi-factor scheduling algorithms (time norms, manufacturing resource capacities, delivery dates, BOM statuses, manufacturing
- Automated production batch planning
- Automated material write-offs, employee

# Supply-Chain

# **Delivery layout optimization** algorithms

Parameter based transport unit utilization optimization

Visual information generation for loading instructions

Integration with manufacturing, warehouse, and delivery input factors

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	0/1 NJ-5149 West H - 06.08 8	0	^			0 0/1 NJ-4295				0 0/1 NJ-4729	North H + 06.10 485	
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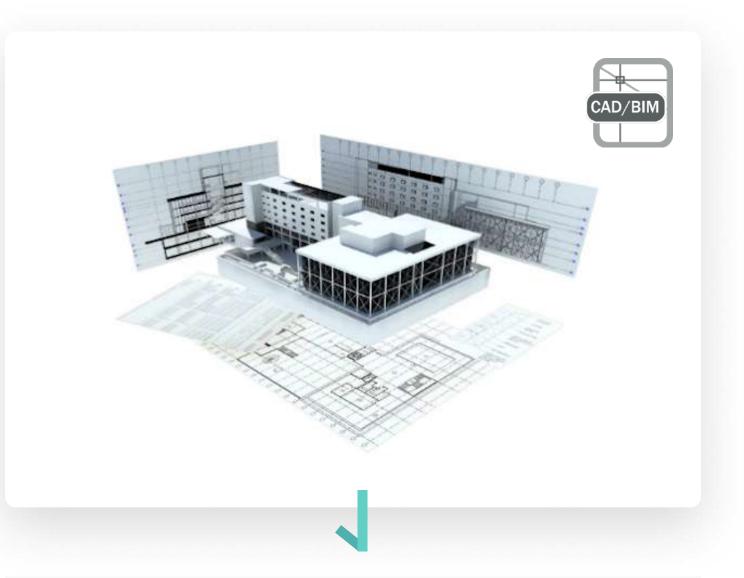
# **Complete material traceability**

Structured storage of raw material supplier, batch, unit number information

Final element and BOM information mapping

Automated traceability report generation

# **BIM/CAD** integration



# AUSTRA

Integration with CAD/BIM platforms

Automatic API or template element information upload

Upload information validation - new, updated elements, versioning, etc.

Drawing file upload and storage

Automation of BOM, production time norms

# **Process automation**

### Automated production planning and scheduling

Multi-factor scheduling algorithms (time norms, delivery dates, warehouse statuses)

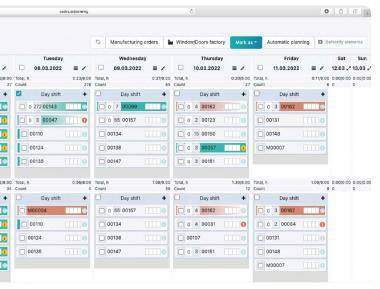
Automated material write-offs, employee salary calculations, and more

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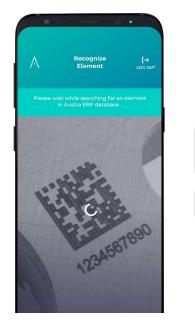
# Mobile App



# **Optimization**



### Operation status updates and quality control



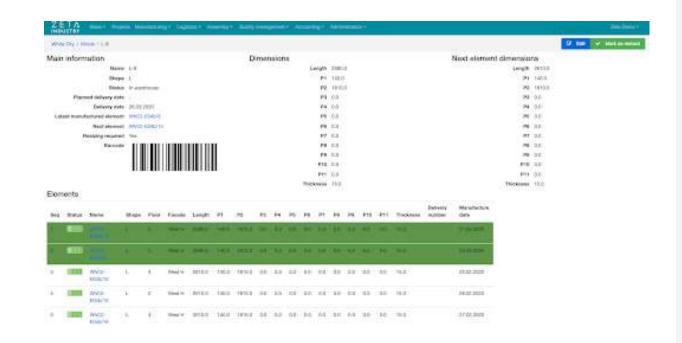
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### Mold optimization

Optimization can be run with or without time limitation (project deadline)

Determine how many molds are needed to manufacture elements

Determine mold resizing plan





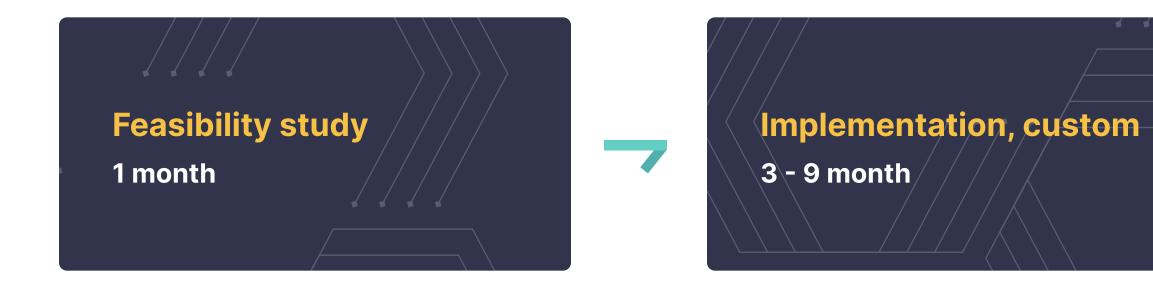
# Licensing Models

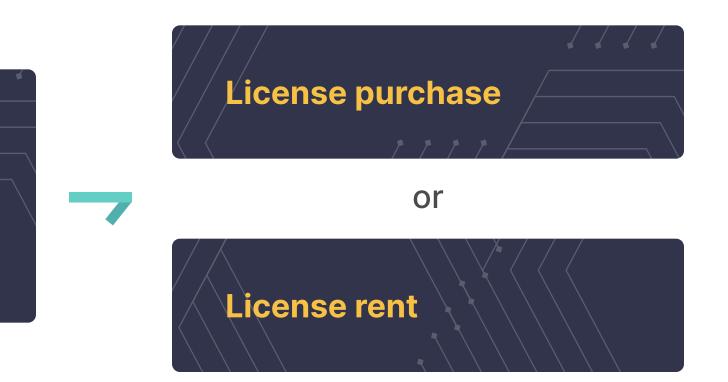


# **Licensing Models and Pricing structure**

The total investment of the project consists of:

- Implementation of the platform (regardless of the chosen licencing model)
- Investments according to the chosen licencing model







# AUSTRA

# **Contact us for Austra demo**

E-mail: arturs.seilis@zetaindustry.eu Phone: +371 29 166 224 www.zetaindustry.eu



