



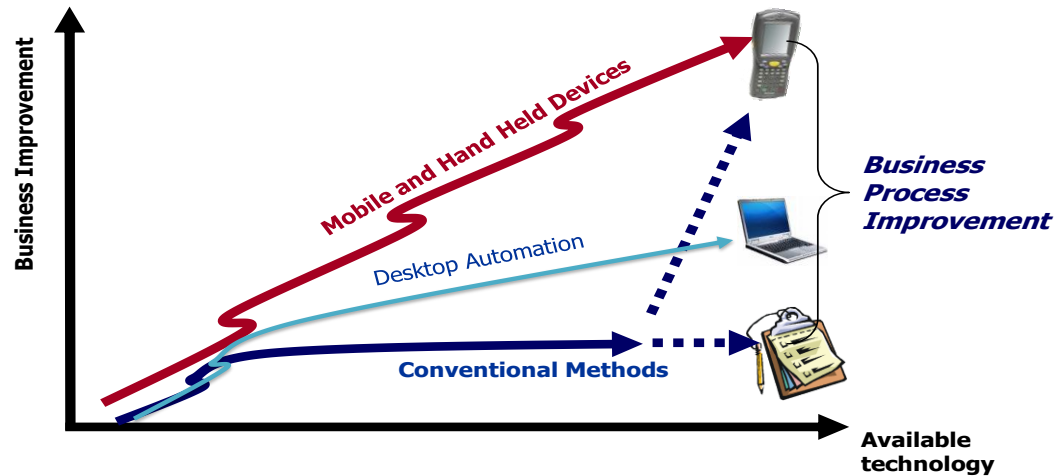
Solution for Cylinder Management

Introduction

The industrial gas companies make huge investments in cylinders to deliver gases to their customers. These cylinders move across the supply chain through different channel partners- dealers, warehouses, customers and back to factories for refilling. Tracking these cylinders is very complex due many factors like varied gases being manufactured, various channel partners and assets. It is estimated that, on an average, a gas manufacturing company loses 1% of its cylinders every year.

Handheld devices are now business tools for the modern mobile workforce. Advances in computing and communication capabilities of handheld devices have enabled the functioning of various business processes through it. In essence, users would prefer to have seamless access to real time business information and business critical processes through these devices.

The current processes and systems are not able to meet all the requirements of cylinder management systems. The drawback of the existing system is that it cannot precisely track every cylinder's movement from the time it is commissioned, through its lifecycle. This inability has of current systems has lead to the many business problems.



Business Pain Points

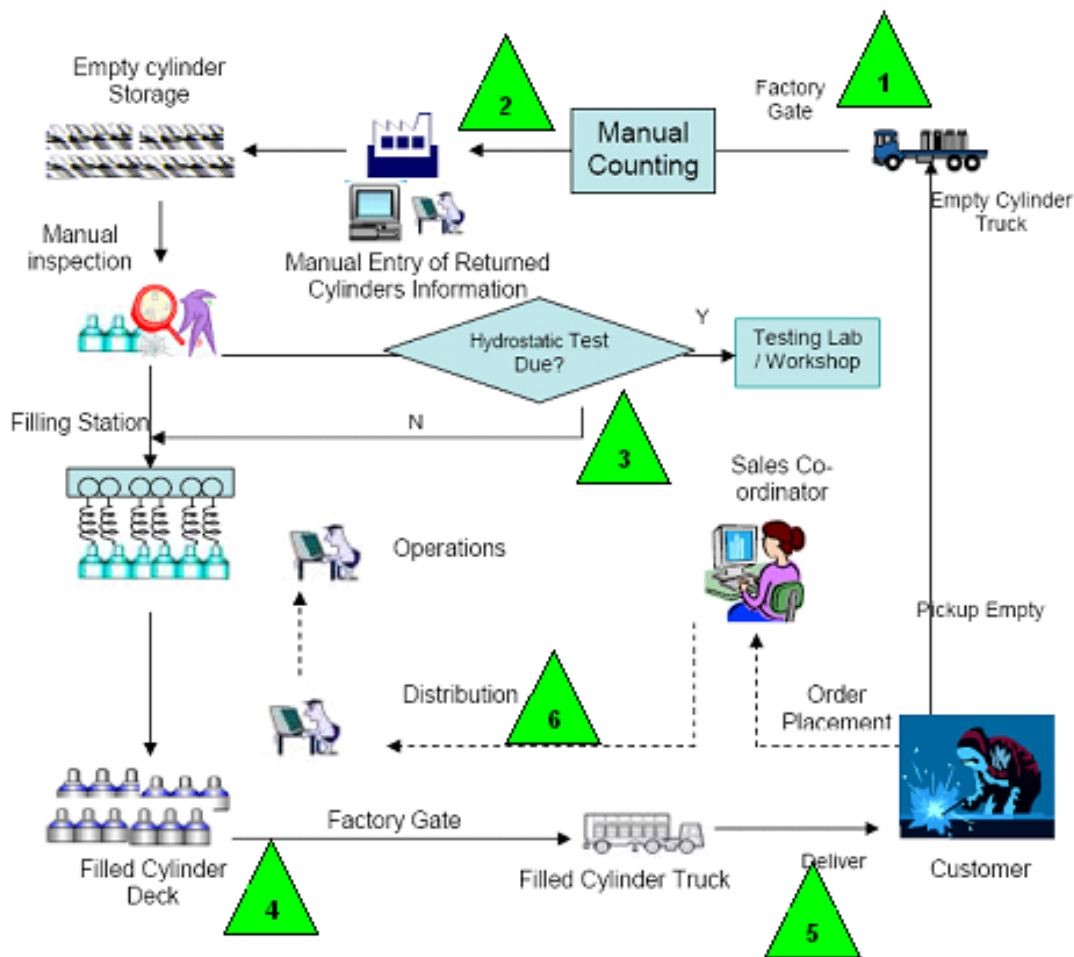
- Unable to track cylinders of each product & where they are idling / held up
- Severely impacting the production and distribution plan
- Lower Cylinder Turn Around ratio for all product categories
- Cylinder holding records of the company do not match with the customer records
- Wrong product being sent to a customer against the requested ones
- Maintenance & testing becomes very tedious due to unavailability of records for individual cylinders and manual counting
- Unable to conduct cylinder audits and census due to unavailability of accurate records
- Dealers/distributors indulge in malpractice which is difficult to track as information can be manipulated

Gartner estimates that gas manufacturing companies lose around 1% of their cylinders every year.



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Winfoware's Cylinder Management System:



A unique barcode tag is attached to every cylinder. The empty cylinder returned by the customer is read by a handheld device before entering the gas filling station. This ensures that the correct cylinders are coming from the customers. The barcode holds detailed information about the cylinder-date of last filling, product code, maintenance schedule and the type of gas which needs to be filled before dispatching.

The hand held device displays the maintenance status and shows an alert about any tests which are due. The hand held device reads the barcode at the gas filling station and ensures that the cylinder is filled with the appropriate gas. The cylinder is moved to the warehouse after filling.

Based on the dispatch order generated by the ERP application, the hand held device captures dispatch information such as customer code, date and time of dispatch and cylinder count. The hand held device with the



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dispatched cylinder information can also be carried by the truck driver. The driver reads the empty cylinder tag and credits the customer with the new cylinder. The driver prints a receipt through a portable thermal printer which can be integrated into the hand held device. After returning to the filling station, Winfoware's Cylinder Tracking Application can update the cylinder information by downloading the entire data captured in the driver's hand held device into the ERP application.

Key Metrics Generated from Winfoware's cylinder tracking application

- Maintenance and test reports
- Holding report
- Cylinder turnaround ratio
- Cylinder movement/ reconciliation
- Auditing/Stock taking

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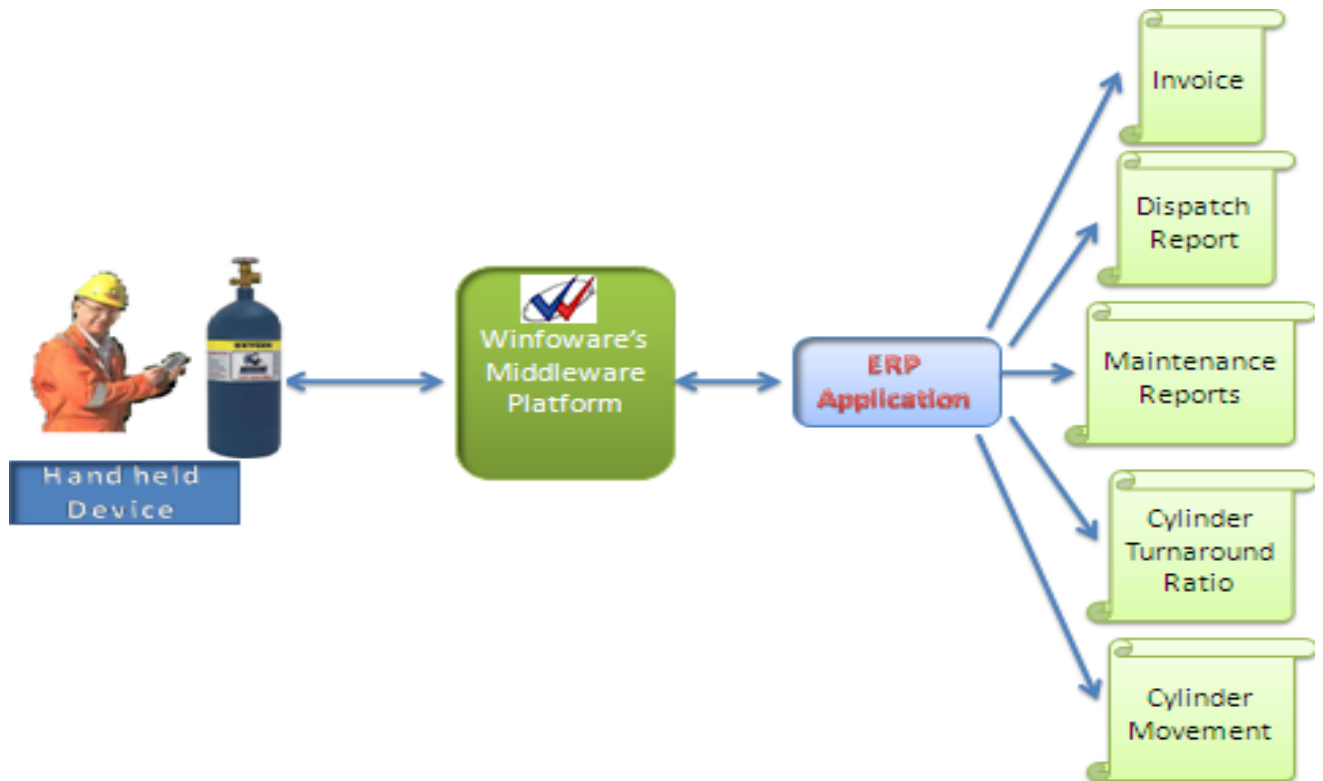
Salient Features



- Tracking & ability to locate individual cylinders lying with customers/channel partners
- Precise and faster delivery operations for enhanced customer satisfaction
- Real-time MIS
- Accurate visibility of productivity per cylinder
- Unified application for maintaining cylinder data

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Solution Overview



Business Benefits

- Reduce excess cylinders in the supply chain through better knowledge of assets and locations
- Simplify the value chain spanning manufacturing to consumer delivery point, saving time and reducing errors
- Safety Benefits: have complete cylinder history and precisely identify cylinders that are due for test/requalification and thus avoid potentially catastrophic events from damage to people and property.
- Decrease in lost cylinders or cylinders credited to the wrong account. Greater efficiency in inventory used and ordered
- Maintenance: Digitize maintenance to improve efficiency and avoid unplanned maintenance. Processes are followed the same way each time. Increase revenues by reducing turnaround time.



About Winfoware

Winfoware Technologies Ltd is an ISO 9001: 2000 certified specialized technology services company delivering innovative solutions leveraging RFID, Mobility and Unified Communication technologies. We are a rapidly growing organization addressing discrete industry verticals by bringing together technology expertise and domain understanding backed by a quality certified Software Development center in India. We have been in the forefront of innovation and are consulting partner of choice for clients focused on breakthrough transformations.

We pride ourselves on our ability to adopt new technology, and develop this for the benefit of our customers. Over time, we have served customers spanning many fields, covering areas such as Manufacturing, Services Automation, Banking & Finance, Distribution and Logistics, Transport, Healthcare and Education.