



WinLIMS – Customer Specification & Product Regrade

If you answer YES to any of the following questions, the WinLIMS Customer Specification & Product Regrade (CSPR) is just the feature you need:

- Do you manufacture the same product for multiple clients who have different specifications?
- Do you manufacture products with multiple grades or purity levels?
- Would you like to instantly know if a lot of a product can be sold to more than one customer?
- Would you like to instantly know if a lot meets more than one grade or purity level?

The WinLIMS Customer Specification & Product Regrade module allows properly privileged users to instantly compare entered results against ALL grade/customer/purity variations defined within WinLIMS. In many cases, your customers may have additional testing requirements that you don't typically perform. With the WinLIMS CSPR module, you'll immediately know that you'll have an extra test or two to conduct before you can ship it to the given customer. And if the order falls through, or is cancelled for any reason, WinLIMS CSPR will tell you to whom the product can be sold, all based on the originally entered results.

The WinLIMS CSPR module works equally well for both MTS (make-to-stock) and MTO (make-to-order) environments. In an MTS setup, the WinLIMS CSPR module allows you to check inventory and ensure that when an order comes in, you have batches of the product that meet the customer's specifications.

If you have an MTO setup, you can, at your option, create the batch with the customer's specific requirements, and then still have the benefit of instantly knowing if the results meet not only their requirements, but the requirements of other customers who may purchase that same product.

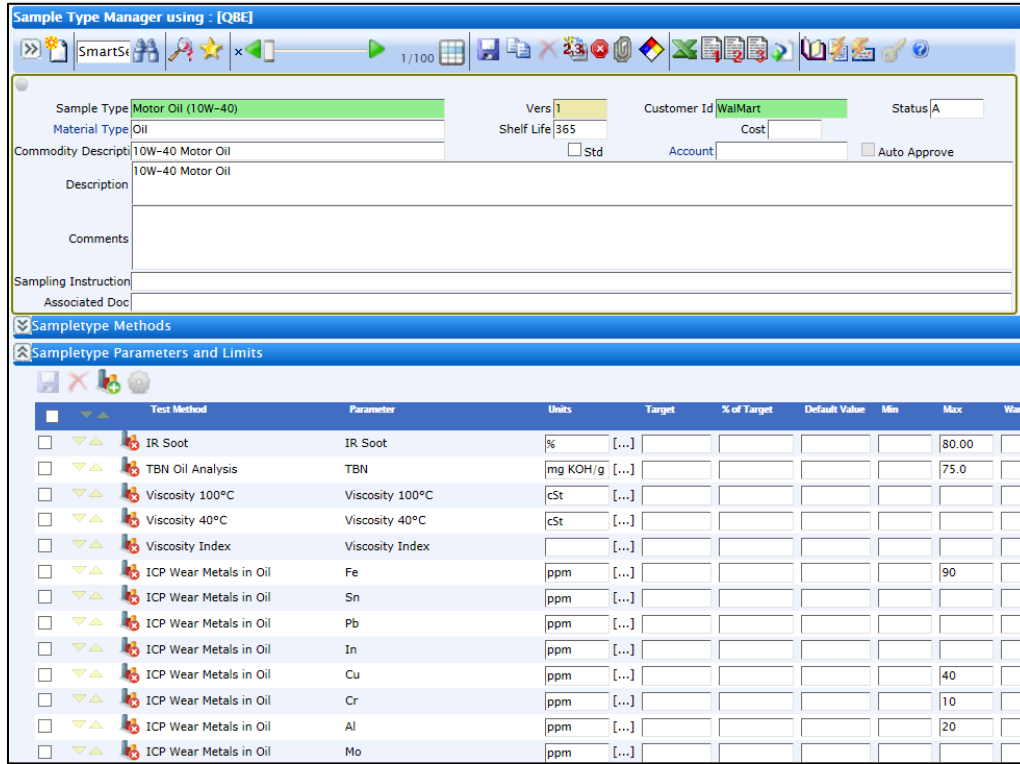
When you use the WinLIMS CSPR module to apply a customer's specific limits and/or tests, WinLIMS CSPR will create a copy of the sample, along with all of the entered data, lot information, and all of the previously entered sample information as well. This 1-click operation helps to ensure traceability and enhances your ability to sell the product to various customers, as various grades or purity levels, all while checking a variety of specification limits and test requirements.

Specification Creation

Within WinLIMS, your corporate specifications are defined using an intuitive web page by entering the product's descriptive information, selecting tests and assigning specification limits. Once the corporate specification for a product is defined, the creation of a customer specification is a quick 5 step process:

1. Click the Create Customer Spec button
2. Select the Customer from a pick list
3. Adjust the assigned tests (if needed)
4. Adjust the limits where necessary
5. Approve the Customer Specification

This process takes only a minute or so and makes managing specification easy. An example WinLIMS page that shows a customer specification is shown in the following illustration.



Reports that display individual specifications can be quickly generated by the click of a button.

More informative and comparative reports, such as the customer and corporate specification summary report displayed to the right, allow quick review of information that can be used to assist in optimizing specifications and the production process.

Product Id: Motor Oil (10W-40) Corporate and Customer Specification
 Product Name: 10W-40 Motor Oil 5/25/2018

	AutoZone	Sears	WalMart
Al	Max: 20	Max: 30	Max: 20
Cr	Max: 10	Max: 20	Max: 10
Cu	Max: 50	Max: 60	Max: 40
Fe	Max: 80	Max: 100	Max: 90
IR Soot	Max: 80.00		Max: 80.00
Na	Max: 100	Max: 100	Max: 100
Si	Max: 50	Max: 50	Max: 50
Sulfur		Max: 0.20	Max: 0.15
TBN	Max: 80.0	Max: 85.0	Max: 75.0
Water		Max: 100	Max: 90

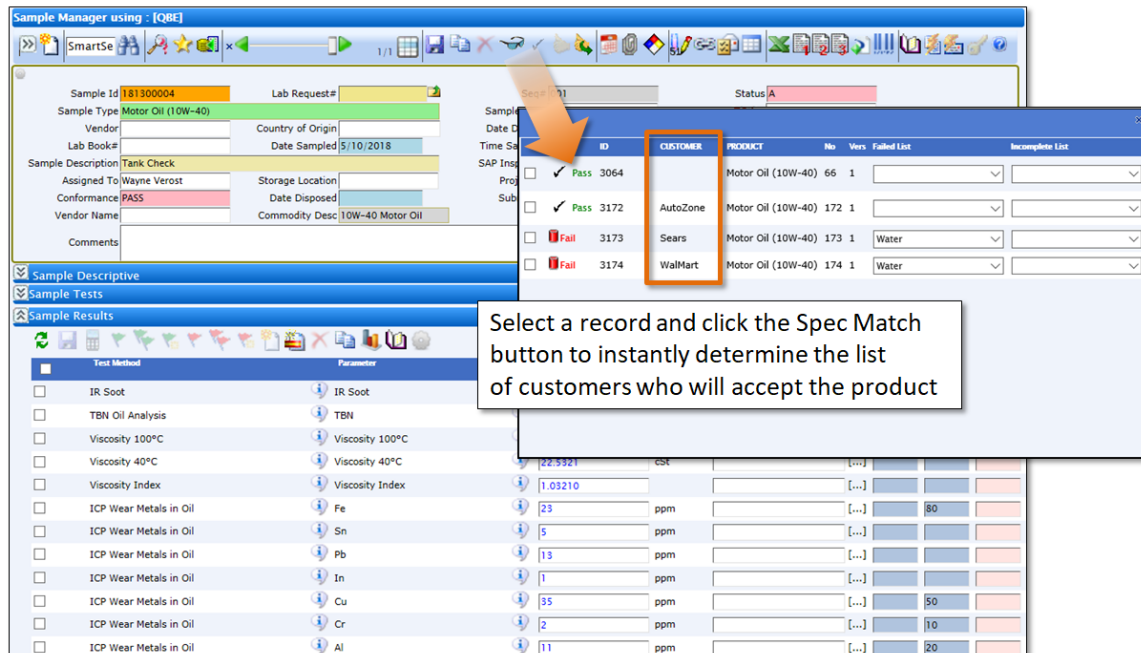
Specification Matching & Regrading

The effectiveness of the WinLIMS CSPR module really comes into play when an order is received and you need to determine if you can ship any of the manufactured lots that are in stock to the customer. Within WinLIMS, you can ensure the appropriateness of the production lot for a customer in a matter of seconds. Here's how you do it:

1. Locate a record within WinLIMS that represents an in-stock production lot

2. Click the Specification Check button on the page
3. Review the list that is presented to ensure that the lot is acceptable to the customer
4. If the product does not meet specification limits, you can see why by viewing
 - a. the tests that appear within the Failed List
 - b. the tests that appear within the Incomplete List

Lot Shipment – Customer Selection by Spec Match



Sample Manager using : [Q8E]

Sample Id: 181300004 Lab Request#: Status: A

Sample Type: Motor Oil (10W-40)

Vendor: Country of Origin: SAP Inst: Time Sp: Sub

Sample Description: Tank Check

Assigned To: Wayne Verost Storage Location: Vendor Name: Vendor Name: Commodity Desc: 10W-40 Motor Oil

Conformance: PASS Date Disposed: Comments:

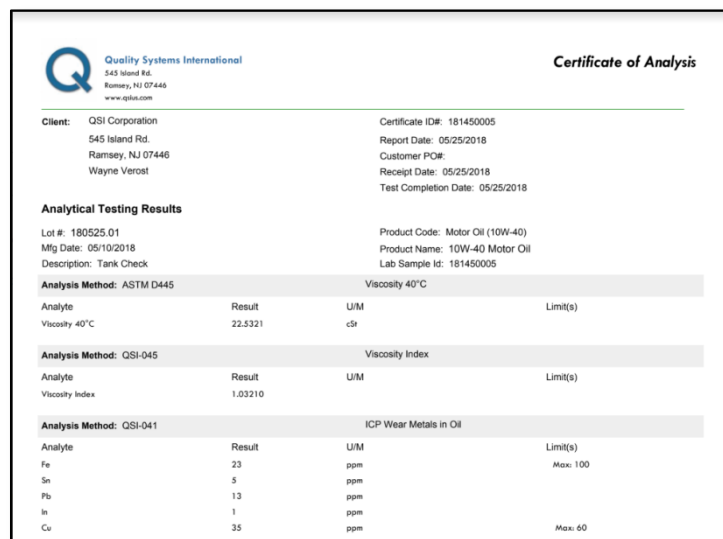
ID	CUSTOMER	PRODUCT	No	Wrs	Failed List	Incomplete List
3064	Pass	Motor Oil (10W-40)	66	1		
3172	Pass	AutoZone	172	1		
3173	Fail	Sears	173	1	Water	
3174	Fail	WallMart	174	1	Water	

Select a record and click the Spec Match button to instantly determine the list of customers who will accept the product

Text Method	Parameter	Result	U/M	Limit(s)
<input type="checkbox"/>	IR Soot	22.5321	cSt	
<input type="checkbox"/>	TBN Oil Analysis	1.03210		
<input type="checkbox"/>	Viscosity 100°C	23	ppm	80
<input type="checkbox"/>	Viscosity 40°C	5	ppm	
<input type="checkbox"/>	Viscosity Index	13	ppm	
<input type="checkbox"/>	ICP Wear Metals in Oil	1	ppm	
<input type="checkbox"/>	ICP Wear Metals in Oil	35	ppm	50
<input type="checkbox"/>	ICP Wear Metals in Oil	2	ppm	10
<input type="checkbox"/>	ICP Wear Metals in Oil	11	ppm	20

Once you determine that the product can be shipped to the customer, you can create and automatically email a Certificate of Analysis to the customer (and a distribution list if desired) with a single click which save time, effort and eliminates mistakes.

Note that the design of COAs can also be customized to provide customer-specific layouts. In fact, COAs can even be automatically delivered in electronic format such as XML or CSV which can be consumed by your customer’s ERP and/or LIMS. In essence, WinLIMS can provide your customers with an unmatched level of service.



Quality Systems International
 545 Island Rd.
 Ramsey, NJ 07446
 www.qsius.com

Certificate of Analysis

Client: QSI Corporation
 545 Island Rd.
 Ramsey, NJ 07446
 Wayne Verost

Certificate ID#: 181450005
 Report Date: 05/25/2018
 Customer PO#: Receipt Date: 05/25/2018
 Test Completion Date: 05/25/2018

Analytical Testing Results

Lot #: 180525.01 Product Code: Motor Oil (10W-40)
 Mfg Date: 05/10/2018 Product Name: 10W-40 Motor Oil
 Description: Tank Check Lab Sample Id: 181450005

Analyte	Result	U/M	Limit(s)
Viscosity 40°C	22.5321	cSt	

Analysis Method: ASTM D445 Viscosity 40°C

Analyte	Result	U/M	Limit(s)
Viscosity Index	1.03210		

Analysis Method: QSI-045 Viscosity Index

Analyte	Result	U/M	Limit(s)
Fe	23	ppm	Max: 100
Sn	5	ppm	
Pb	13	ppm	
In	1	ppm	
Cu	35	ppm	Max: 60

Analysis Method: QSI-041 ICP Wear Metals in Oil

There are more features that are best reviewed through an on-line demonstration. Call QSI to arrange one.