


BRITON-ERP International Rating



Ideal Customer Profile

ERP Discrete Competitor Rating Analysis for Briton

What would the ideal customer's requirements be for [Briton by Houston Technologies](#) in the [ERP Discrete](#) space? The following graphs profile a basic, high-level impression of how Houston Technologies targets its solution versus real competitors and the industry average.

To gain a more complete understanding of how [Briton by Houston Technologies](#) will support your individual requirements, TEC strongly recommends that you perform a detailed analysis using your own priorities with [TEC's online decision support tool](#) or purchase [The ERP Discrete RFI Rating Report](#) .

The graphs below were developed as a high-level competitive rating analysis of **Briton by Houston Technologies**. They display the standard scores of the vendor's solution, as determined through TEC's default **ERP Discrete** model. The graphs reflect **3478 functional, technical, and business criteria**.

Overall

The first graph is an overview of the main modules in the knowledge base, while the rest of the graphs display the sub modules within the ERP Discrete hierarchy. To put this vendor's solution in perspective, these graphs provide three sets of competitive data benchmarks.

Briton Rating displays the level of support for functionality and services provided by Briton by Houston Technologies.

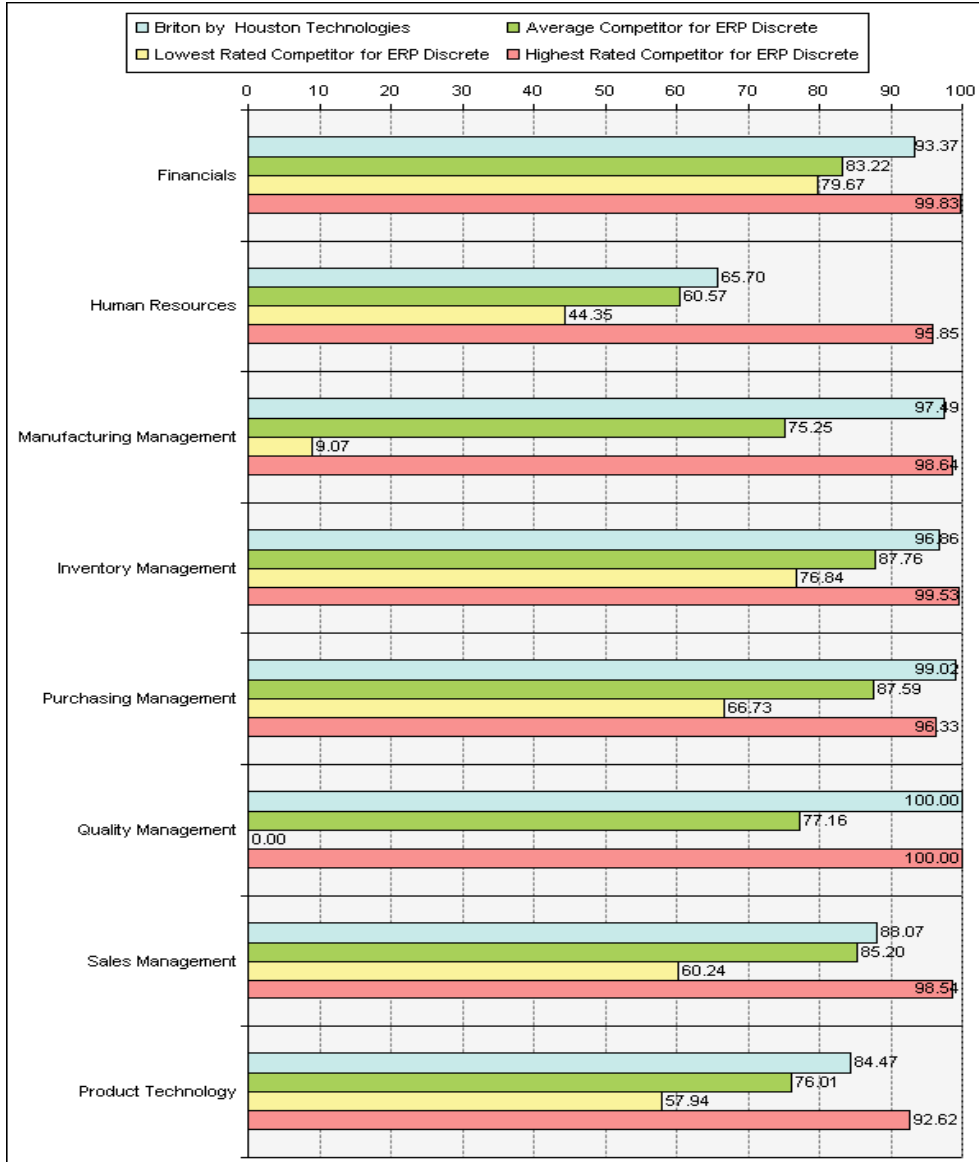
Average Competitor Rating displays the average level of support for functionality and services provided by all of the vendors within TEC's knowledge base.

Competitor with the Lowest Rating is a real product or service solution. It indicates **the overall lowest level of support** for functionality or services (based on TEC's model of ERP Discrete solutions).

Competitor with the Highest Rating is a real product or service solution. It

indicates **the overall highest level of support** for functionality or services (based on TEC's model of ERP Discrete solutions).

ERP Discrete Main Modules



FINANCIALS - Includes: General Ledger; Accounts Payable; Fixed Assets; Cost Accounting; Cash Management; Budgeting; and other

HUMAN RESOURCES - Includes: Personnel Management; Benefits; Payroll; Employee Self-Service; Data Warehousing; Health and Safety; and other

MANUFACTURING MANAGEMENT - Includes: Product Costing; Shop Floor Control; Field Service and Repairs; Production Planning; Project Management; Product Data Management (PDM); and other

INVENTORY MANAGEMENT - Includes: Inventory Management On-line Requirements; Processing Requirements; Data Requirements; Reporting and Interfacing Requirements (Inventory Management); Locations and Lot Control; Forecasting; and other

PURCHASING MANAGEMENT - Includes: Vendor and Supplier Profile; Supplier Rating and Profile; Requisitions and Quotations; Purchase Orders; Prices and Discounts; Vendor Contracts and Agreements; and other

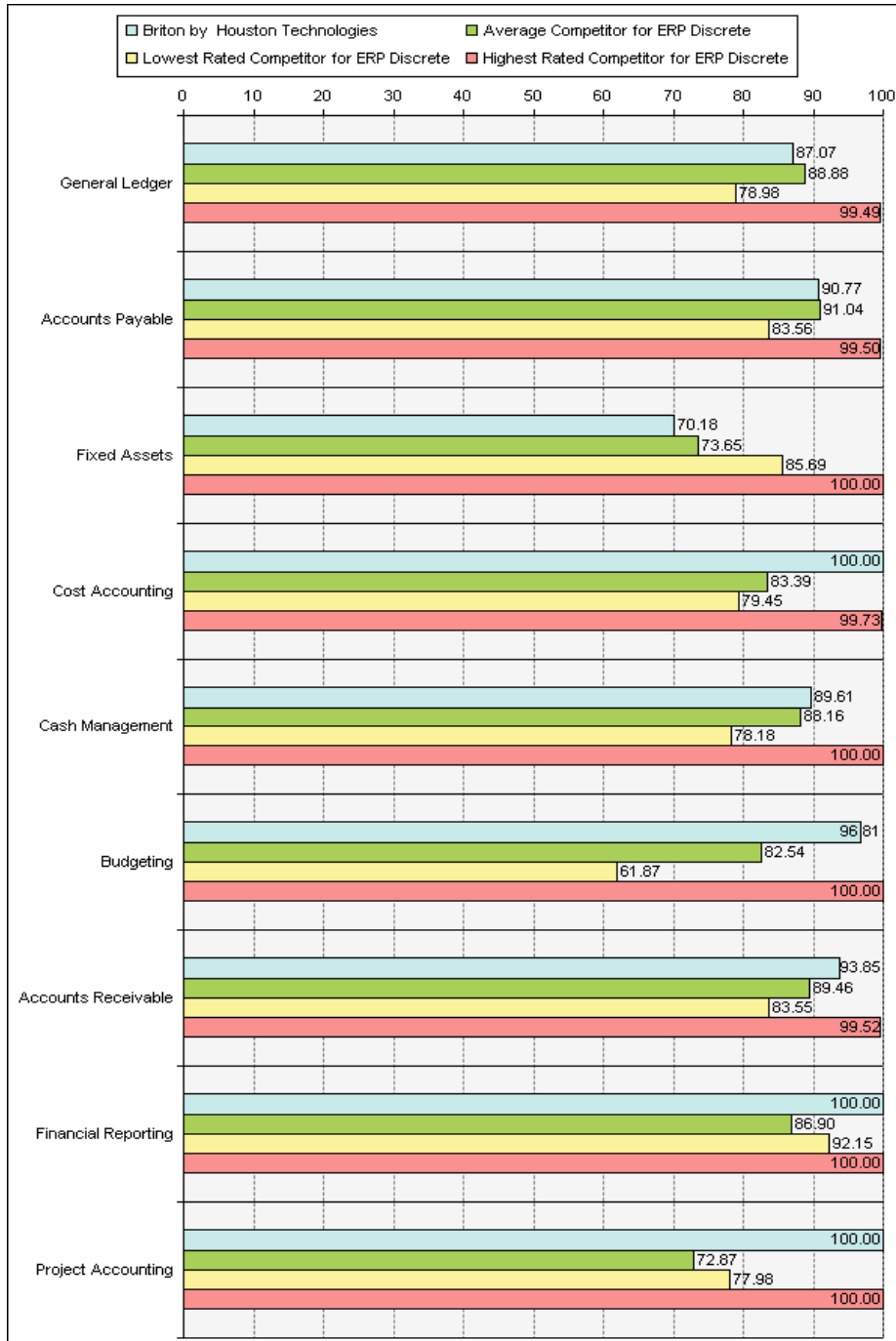
QUALITY MANAGEMENT - Includes: Defective or excess material return processing must update on-hand; Damaged material--corrective action and failure analysis available to vendor on-line; Inspection required indicator by supplier and by item; Pre-inspection receipts registered as "inventory on hold"; On-line inquiry of inspection and material review board (MRB) queue; Validation against automated inspection criteria; and other

SALES MANAGEMENT - Includes: On-line Requirements (Sales Management); Reporting and Interfacing Requirements (Sales Management); Available-to-Promise (ATP); Pricing and Discounting; Customer Service and Returned Goods Handling; Customer Relationship Management (CRM) and E-Commerce Requirements; and other

PRODUCT TECHNOLOGY - Includes: Architecture; User Interface; Platforms; Application Tools; Workflow and Document Management; Reporting; and other

Financials Modules

This encompasses modules for bookkeeping and making sure the accounts are paid or received on time.



GENERAL LEDGER

Includes: Parameters and Structuring; Chart of Accounts Structure; Ledger Development and Management; Enterprise Reporting Structure; Journal Entry and Reporting; Journal Voucher Ledger Transactions; and other

ACCOUNTS PAYABLE

Includes: Policies and Procedures; Supplier Master Data; Invoice Process and Aging; Journal Voucher Process; AP Ledger Posting; Payment Controls; and other

FIXED ASSETS

Includes: Fixed Assets Records; Asset Transactions; Asset Depreciation; Depreciation Books; Tax Reporting;

COST ACCOUNTING

Includes: Cost Data; Cost Allocation Definitions; Cost Allocation Processing; Cost Management;

CASH MANAGEMENT

Includes: Current cash availability; Calculation of expected cash resources (sales, AR, field service, and miscellaneous cash); Calculation of expected cash uses (purchasing, AP, and miscellaneous cash); Forecast effects of cash resources and uses on cash availability; Expected pay date maintenance; Cash projection reporting; and other

BUDGETING

Includes: Budget Controls; Budget Accounting; Budget Development; Budgets; Budget Allocation;

ACCOUNTS RECEIVABLE

Includes: On-line Requirements; Processing Requirements; Data Requirements; Reporting Requirements; Interfacing Requirements; Credit and Collections Management; and other

FINANCIAL REPORTING

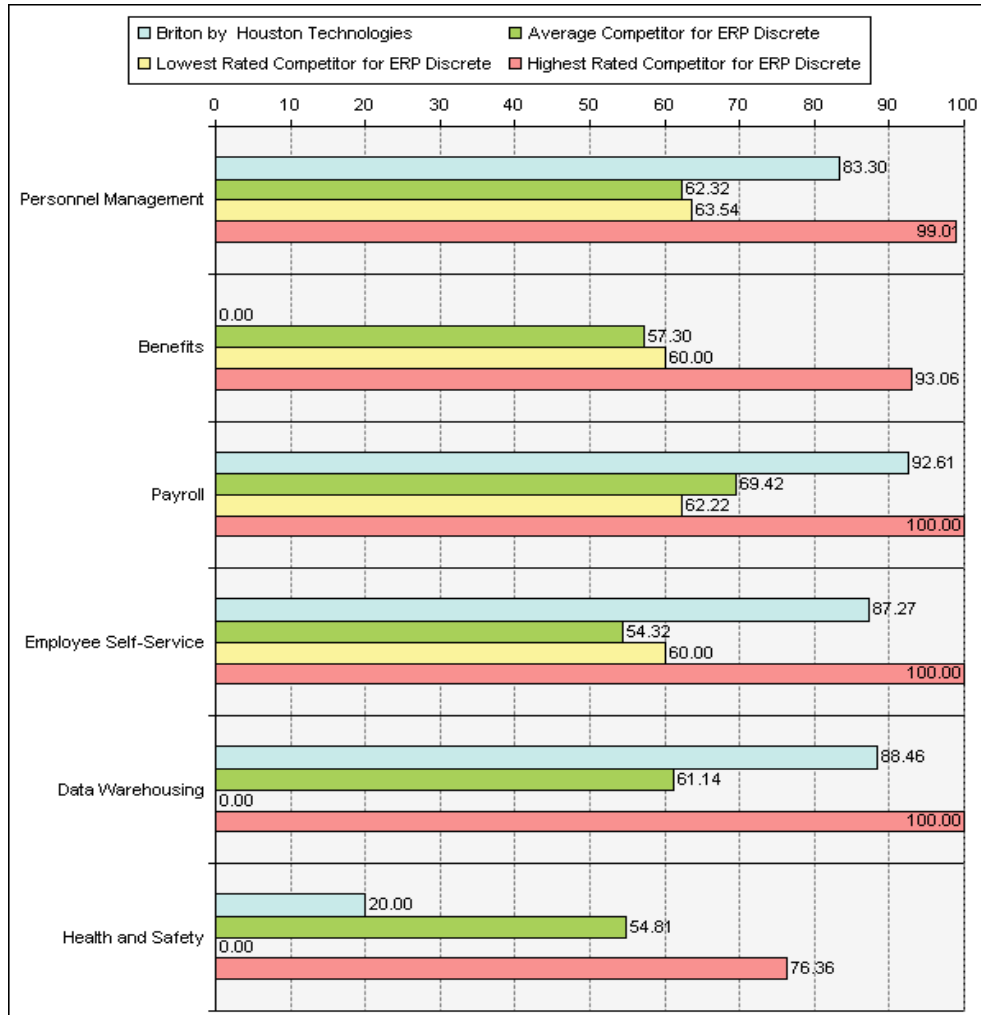
Includes: On-Line Requirements; Miscellaneous;

PROJECT ACCOUNTING

Includes: Project and Cost Coding Structure; Project Creation; Cost Coding Structure Creation or Maintenance; Transaction Processing; Line Item Data Capture; Reporting Format and Tools; and other

Human Resources Modules Ratings

Human resources encompass all the applications necessary for handling personnel-related tasks for corporate managers and individual employees. Modules include personnel management, benefit management, payroll management, employee self service, data warehousing, and health and safety.



PERSONNEL MANAGEMENT - Includes: Recruitment Management; Personnel Profile; Organizational Structuring; Job Position and Wage Profiles; Career Development and Training; Reward Management; and other

Benefits Includes: Base Benefits; Employee Benefit Plan Profile; Benefits Administration;

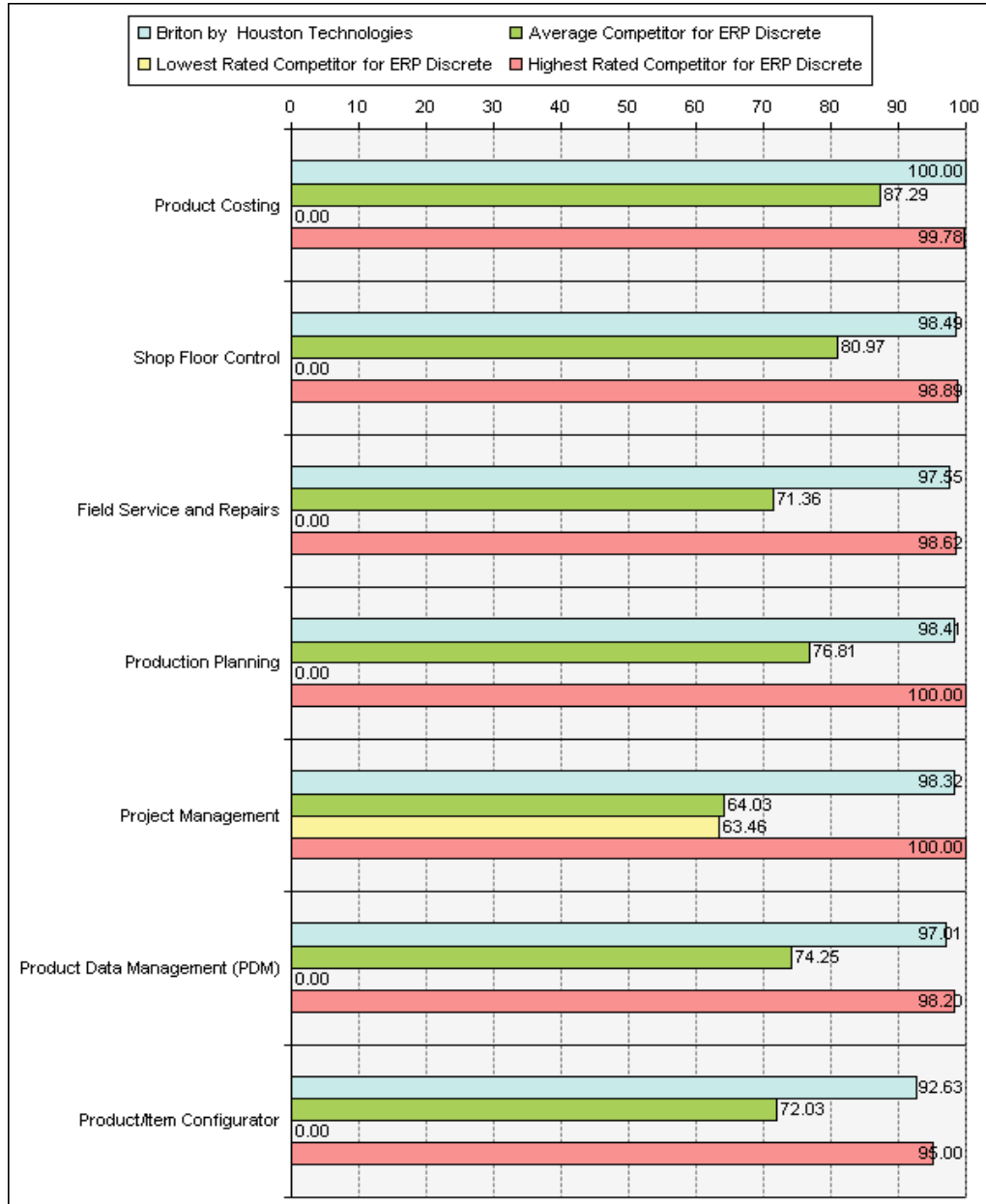
PAYROLL - Includes: Employee Payroll Profile; Earnings and Deductions; Eligibility Controls; User Balances; Automated Time Sheet; Security and Audit; and other

EMPLOYEE SELF-SERVICE - Includes: Review and maintain name, address, telephone number, etc., associated with life events; Review or enroll in benefits for open enrollment period; Change benefits related to a life event; Update W4 information such as tax filling status, number of exemptions, and withholding information; View pay stub info: gross pay, taxes, other deductions, net pay, pay period, and year-to-date totals; Maintain dependents and beneficiaries related to life event; and other

DATA WAREHOUSING - Includes: Staff headcount, movement, and turnover trends analyses and reports; Workforce planning reporting; EEO/affirmative action /disabled employee reporting; Absence and leave accrual reporting; Wage and salary costs data, with detailed breakdowns across, for example, earnings, deductions, and disbursements; Reports on vacancies and the effectiveness of filling them such as time to fill, cost per applicant, and average time of retaining the position; and other

HEALTH AND SAFETY - Includes: Report and investigate incidents of injury and illness for employees and contractors; Initiation of corrective actions related to an incident; Logging of first aid records and reports; Manage occupational injury and illness claims; Report incidents involving vehicles and equipment; Detect and monitor hazardous conditions (areas) and materials, and exporting them via an interface for further processing; and other

Manufacturing Management Modules Ratings



PRODUCT COSTING - Includes: Item Costing; Costing Activity; Purchase Costing; Costing Calculations; Cost Report and Inventory Accounting; Actual Costing; and other

SHOP FLOOR CONTROL - Includes: Flow Manufacturing; Company Calendar; Work Centers and Machines; Orders Dispatching; Production Orders Control and Reporting; WIP Management; and other

FIELD SERVICE AND REPAIRS - Includes: Call Management; Service Order Management; Field Service Management; Service Contracts Management; Processing and Stat using; Service Training Management; and other

PRODUCTION PLANNING - Includes: Master Production Scheduling (MPS); Rough-Cut Capacity Planning (RCCP); Material Requirements Planning (MRP); Capacity Requirements Planning (CRP) and Work Center Scheduling;

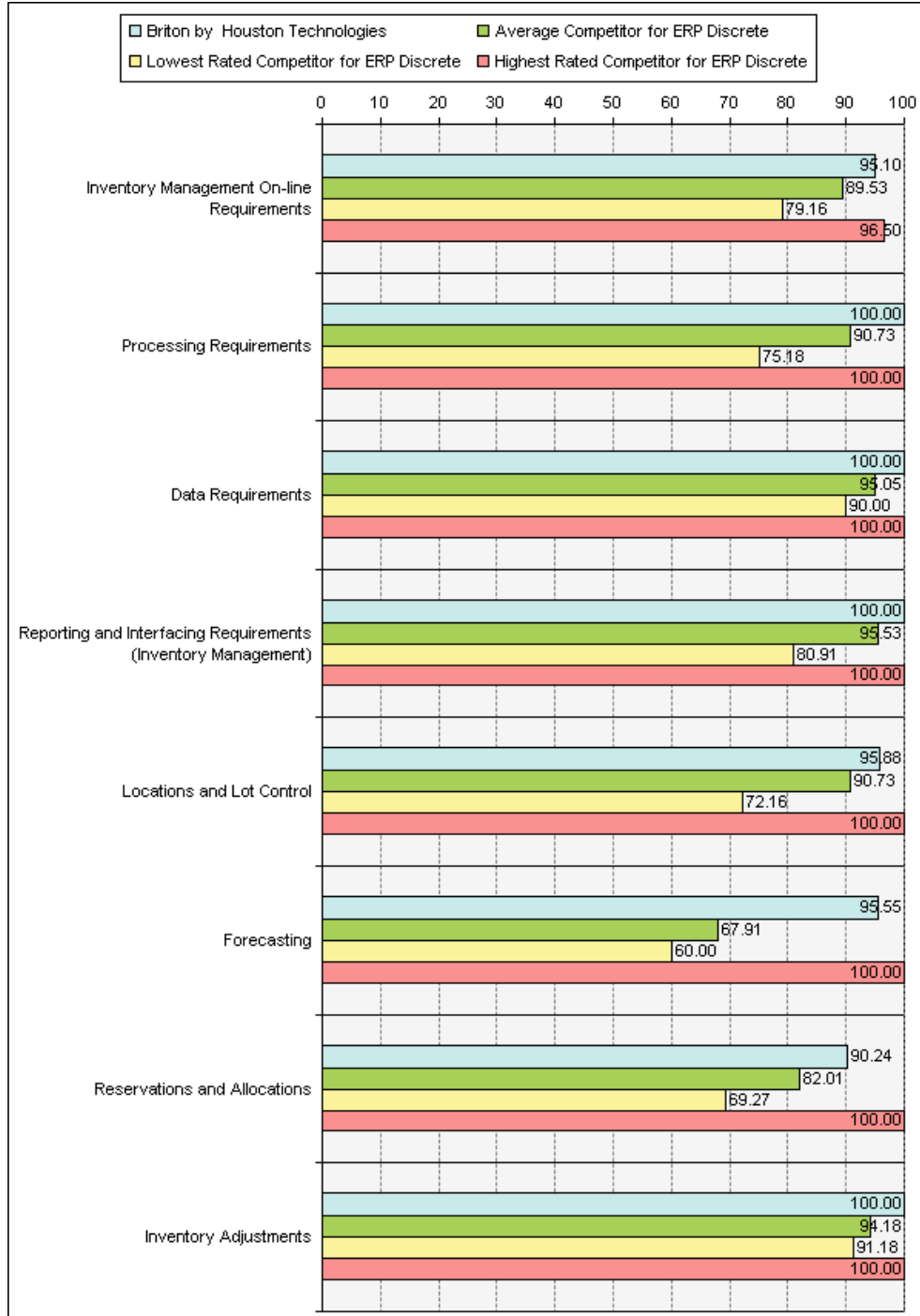
PROJECT MANAGEMENT - Includes: Control ID for requirements, orders, and inventory; Pegged requirements, orders, and inventory; Optional control identification for requirements, orders, and inventory; Project identity for transactions with complete on-line audit history; Automatic multi-level pegging to end items; Project and contract netting logic; and other

PRODUCT DATA MANAGEMENT (PDM) - Includes: Graphical manipulation of BOM data; Local verification prior to upload; Import preliminary BOM from external systems (CAD and PDM); Development of BOM based on material availability; BOM reference designators; PDM Workflow; and other

PRODUCT/ITEM CONFIGURATOR - Includes: Product variability; Menu selections; Selection constraints; Conditions; Auto planning BOM; Option types; and other

Inventory Management Modules Ratings

Inventory management encompasses a group of applications for maintaining records of warehoused goods and processes movement of products to, through, and from warehouses.



INVENTORY MANAGEMENT ON-LINE REQUIREMENTS

Includes: Maintain item number history of usage, both planned and unplanned, and purged upon a specific date criteria; Provide inquiry and reporting capability for inventory transactions by item number, location, and transaction type.; Provide reporting capability by item number (all transactions since last cycle count); Provide inquiry and reporting capability for inventory

transaction summary by from and to dates; Provide inquiry and reporting capability for inventory status by item number and serial number; Provide inquiry and reporting capability for slow moving and obsolete inventory; and other

PROCESSING REQUIREMENTS

Includes: Provide for multiple facilities, warehouses, stockrooms, and inventory locations; Kanban inventory management; Flexible assignment of inventory processing by product and part (kanban and point-of-use); Provide allocation of raw material and component inventory to firm planned or open work order locations; Provide for non-nettable inventory locations; Provide for ABC classification of parts, based on order activity, historic usage/cost, or projected usage/cost; and other

DATA REQUIREMENTS

Includes: Provide product line code information on the inventory master file; Provide item number information on the inventory master file; Provide item description information on the inventory master file; Provide unit of measure information on the inventory master file; Provide affectivity information on the inventory master file (absolute date affectivity may be assigned via item number); Provide affectivity information on the inventory master file regardless of its total product structure usage; and other

REPORTING AND INTERFACING REQUIREMENTS (INVENTORY MANAGEMENT)

Includes: Produce system-generated documents for material issues to production runs; Provide reporting of inactive, excess, or obsolete inventory; Provide inventory valuation reporting by item number, product code, warehouse, production facility, distribution center, or stockroom; Provide the ability for a distribution center to run reports or inquiries on inventory status, open order status (sales and production), costs, sales, and quotes for items that only pertain to their specific facility; Reports of inventory by team, planner code, and buyer code; Interface with the general ledger to forward a journal for all inventory adjustments; and other

LOCATIONS AND LOT CONTROL

Includes: Stocking locations fixed, assigned, manual, or system assigned; Ten-position location convention, which identifies location scheme; Multiple stocking locations per site per item; Location types warehouse, stores, branches, trucks, consigned, inspection, return, repair, or user-defined category, department, or bulk; Random stores locations; Default stocking locations; and other

FORECASTING

Includes: Provides initialization run to simulate policy effects; Beta factor used to combine forecast errors; Monitor actual service levels versus policy service level; Forecasts, forecast monitoring, and initialization of control reports; Safety stock initialization or simulation reports; Measures performance of unadjusted forecast, adjusted forecast; and other

RESERVATIONS AND ALLOCATIONS

Includes: Reservation days--time fence between soft and hard allocations; On-line display of resources and inventory availability by location; Lot quality, grade specification visibility to meet customer requirements; Hard allocation of inventory at order entry time; Reallocation of reserved inventory across orders; Automatic allocation of inventory to backorders; and other

INVENTORY ADJUSTMENTS

Includes: Manual update of inventory quantities; Adjustment reason codes including cycle count and poor quality; Control number required to record inventory transaction; Inventory balance display: before adjustments and after adjustments; Audit trail of inventory adjustment for reporting; Select transaction authorization; and other

Purchasing Management Modules Ratings

Purchasing management encompasses a group of applications that controls purchasing of raw materials needed to build products and that manages inventory stocks. It also involves creating purchase orders /contracts, supplier tracking, goods receipt and payment, and regulatory compliance analysis and reporting.



VENDOR AND SUPPLIER PROFILE

Includes: Vendor information including items, method of shipment, and terms; Multiple addresses per supplier; Store e-mail addresses, web sites, and fax numbers in vendor profiles; Item link to vendor item/description; Vendor lead times: external and transportation; Bill-to-entity information including currency, bank, account number, and mode of payment; and other

SUPPLIER RATING AND PROFILE

Includes: Purchases YTD in number and dollars; Statistics for on-time, early, and late deliveries; Twenty-four month statistical performance data; Average days early and late; Rejected salvaged in number and dollar value; Supplier performance analysis including quality defects, delivery performance, and cost/price; and other

REQUISITIONS AND QUOTATIONS

Includes: On-line requisition entry and update; Multiple line items and delivery schedules; Quality codes included on purchase requisitions; On-line requisition approval; RFQ processing; Vendor quote by item; and other

PURCHASE ORDERS

Includes: Conversion of requisition into PO; Conversion of planned purchase orders to PO directed to vendor automatically and electronically; Manual entry of purchase order; Automatic sequential purchase order numbering scheme; Purchase order types including standard PO, blanket/contract, subcontract order/operation, purchase request, and return-from-stock; Purchase orders for miscellaneous (non-inventoried) items "Fast Path"; and other

PRICES AND DISCOUNTS

Includes: Price lists and discounts by supplier and by item; Registration of latest purchase price for an item; Discount by order and by order line; Price/discount grade by quantity and by amount; Multiple vendor price agreement and term levels; Effectivity dates for prices and for discounts; and other

VENDOR CONTRACTS AND AGREEMENTS

Includes: Agreement levels: general, product class, and product; Agreement number; Contract types: normal and special; Contract start and end dates; Agreement signal date; Delivery date quantity, minimum, and maximum quantity; and other

PURCHASE ORDER MANAGEMENT

Includes: Multiple business units, plants, sites linked to common legal entity; Centralized purchasing; Purchase classification of products; Purchasing controls for receiving, replenishment location, class, product lead times; Internal lead times by product and by warehouse; Retain PO data for audit purposes (PO with electronic approval); and other

PROCUREMENT REPORTING, ON-LINE REPORTING CAPABILITY

Includes: Requisition report and query; Purchase order report and query for planned POs and released POs; PO status and follow-up report or query; PO action report/query; Flexible PO/receipt exception report/querying; Released POs by part number report/query; and other

REPETITIVE VENDOR PROCUREMENT

Includes: Creation of contract for set items, set time period, and set quantity/monetary value; Contract effectivity dates; Contract maximum quantity, dollar value; Vendor delivery conditions by buyer; Delivery data, allocation data, and purchasing data by PO line; Creation of vendor schedule in hard copy and electronic format; and other

PROCUREMENT RECEIPTS

Includes: Goods arrival and goods receipt reporting; Receipt order or receipt number; Receipt by contract/project; Receipt of consolidated purchase orders on one shipment; Sequential receipt numbering scheme; On-line receipts: purchase order; and other

PURCHASING MANAGEMENT ON-LINE REQUIREMENTS

Includes: Create and use blanket purchase orders; A reference to a contract or master agreement; Create multiple releases, each relieving a committed amount; Provide this multiple release capability at the line item level; Provide a reference back to the blanket purchase order that yielded this PO; Provide the ability to open a purchase requisition manually; and other

REPORTING AND INTERFACING REQUIREMENTS (PURCHASING MANAGEMENT)

Includes: Print open PO detail information by vendor, item number, due date, or dollar value; Generate past due reports by vendor or item number in due date sequence; Automatic reminder for overdue shipments sent to vendor via fax or e-mail; Print a vendor performance report based on shipment and purchasing history; Print a vendor performance report based on showing late deliveries (days late); Print a vendor performance report based on orders placed; and other

Quality Management Modules Ratings

Quality management encompasses applications for operational techniques and activities used to fulfill requirements for quality control, inspection plan creation, and management, defective item control and processing and inspection procedure collection planning.

DEFECTIVE OR EXCESS MATERIAL RETURN PROCESSING MUST UPDATE ON-HAND

DAMAGED MATERIAL--CORRECTIVE ACTION AND FAILURE ANALYSIS AVAILABLE TO VENDOR ON-LINE

INSPECTION REQUIRED INDICATOR BY SUPPLIER AND BY ITEM

PRE-INSPECTION RECEIPTS REGISTERED AS "INVENTORY ON HOLD"

ON-LINE INQUIRY OF INSPECTION AND MATERIAL REVIEW BOARD (MRB) QUEUE

VALIDATION AGAINST AUTOMATED INSPECTION CRITERIA

INSPECTION DISPOSITION WITH AUDIT TRAIL

DISPOSITION DELINQUENCY REPORT

QUANTITY REJECTED

REJECT REASON CODES

OPEN REJECTIONS REPORT

NON-CONFORMANCE PROCESSING

CORRECTIVE ACTION CREATION AND TRACKING

REJECT STATUS: NO DISPOSITION, AWAITING VENDOR APPROVAL

REWORK STATUS: WAITING FOR REWORK MANUFACTURING ORDER

USE AS IS STATUS: AWAITING QA VARIANCE MEMO

RETURN-TO-VENDOR STATUS: AWAITING SHIPMENT

OVERALL SUPPLIER QUALITY, SURVEY DATA AND LETTERS

ON-LINE RETURN-TO-VENDOR

CUSTOMER RETURN FILE: AWAITING DISPOSITION

AUTOMATIC RESCHEDULING OF RETURN-TO-VENDOR ITEMS

APPROVED ITEMS SUBSTITUTION LISTING FOR EACH ITEM

APPROVED VENDOR FOR EACH ITEM NUMBER

RETURN NOTE PRINTING

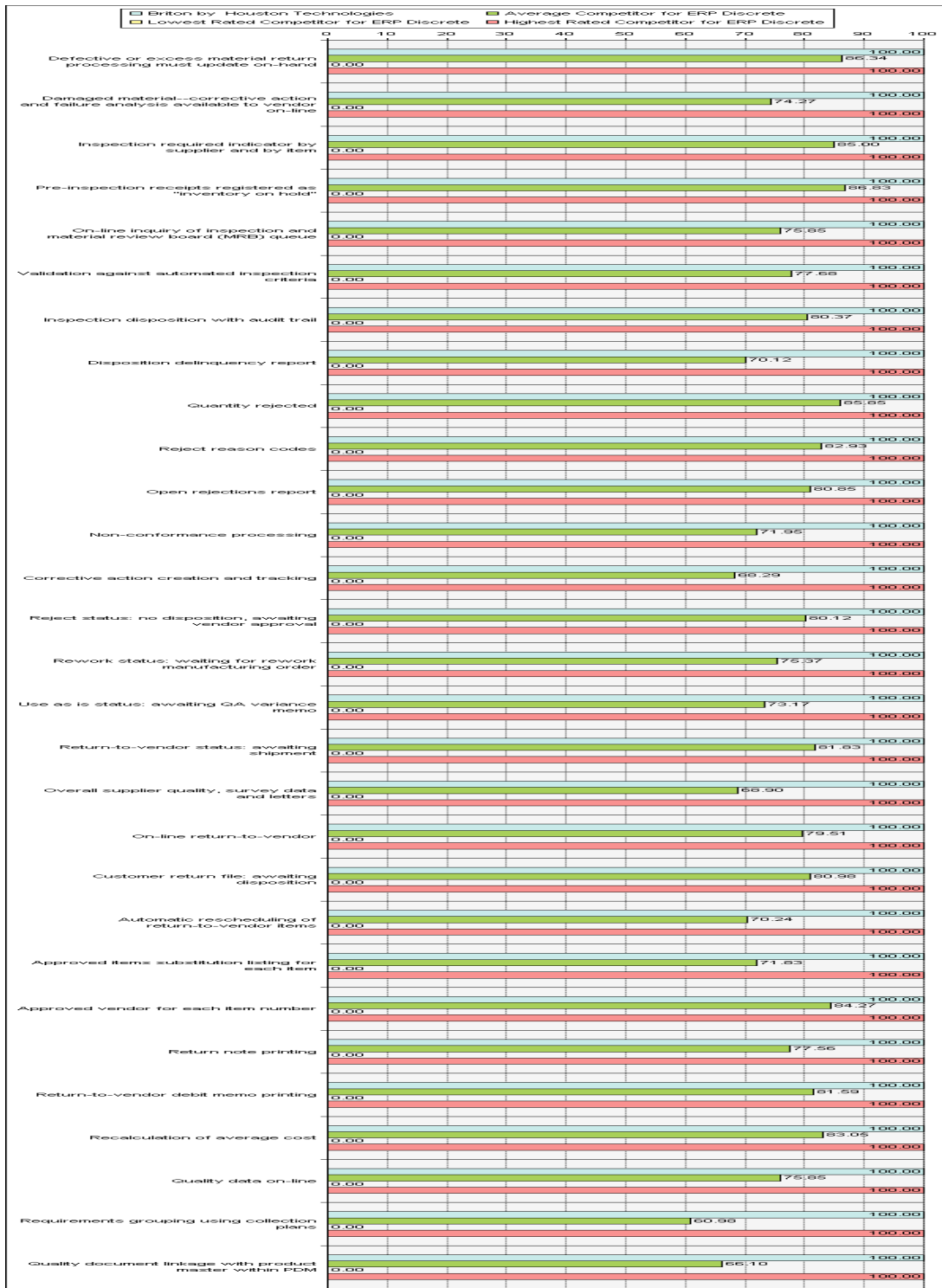
RETURN-TO-VENDOR DEBIT MEMO PRINTING

RECALCULATION OF AVERAGE COST

QUALITY DATA ON-LINE

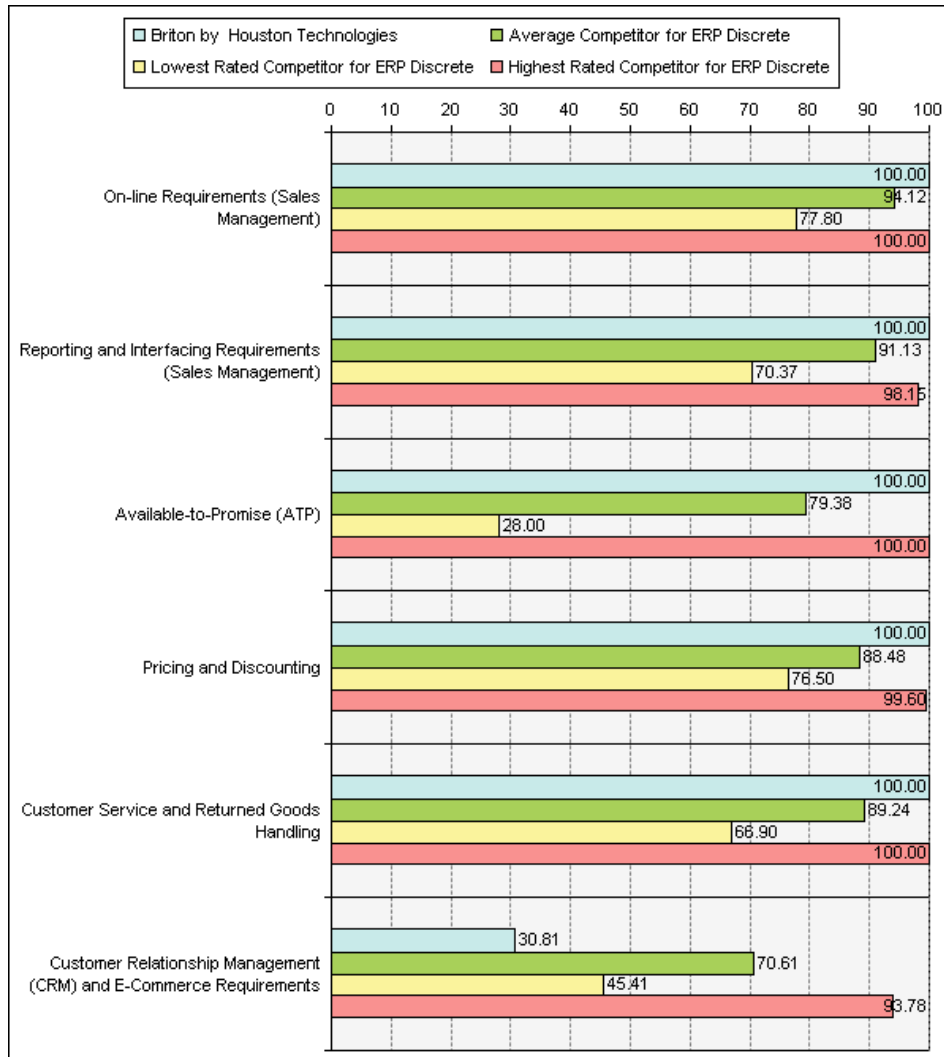
REQUIREMENTS GROUPING USING COLLECTION PLANS

QUALITY DOCUMENT LINKAGE WITH PRODUCT MASTER WITHIN PDM



Sales Management Modules Ratings

Sales Management encompasses a group of applications that automates the data entry process of customer orders and keeps track of the status of orders. It involves order entry, order tracing and status reporting, pricing, invoicing, etc. It also provides a basic functionality for lead tracking, customer information, quote processing, pricing & rebates, etc.



ON-LINE REQUIREMENTS (SALES MANAGEMENT)

Includes: Accommodate an order type for a new order or quote; Accommodate a status field indicating either a quote or a customer order for a new order or quote; Create an order from a quote with a reference back to the quote, for a new order or quote; Create an order from only selected lines of the quote; Decrease the amount quoted; Allow for customer account and sales order status on-line by customer name or number or by sales order number; and other

REPORTING AND INTERFACING REQUIREMENTS (SALES MANAGEMENT)

Includes: Accommodate processing and printing of invoices, reports, and shipping; Print billing reports by product, invoice number, and customer; Report daily unit and dollar bookings, by item number, by customer and customer type, with month to date (MTD) totals.; Report daily unit and dollar billing/shipments, by item number and by customer with MTD totals and sort by product group; Report booking history (units) by month, displaying each of the twelve months with a total; Report billing and shipment history (units) by month, displaying each of the twelve months with a total; and other

AVAILABLE-TO-PROMISE (ATP)

Includes: Product allocation reporting, indicating total demand, available inventory, and sales order priority; Display available to promise schedules; Display available-to-promise schedule by date buckets and by allocation; Pull desired quantities and availability dates directly into sales order; Automatic available-to-promise determination; Determine available-to-promise based on capacity restraints; and other

PRICING AND DISCOUNTING

Includes: Manual discounts; Automatic order discounting by buying agreement; Discount templates by product family; Volume, header, and line discounts; Promotion discount by product and product range; Promotion discount date effectivity; and other

CUSTOMER SERVICE AND RETURNED GOODS HANDLING

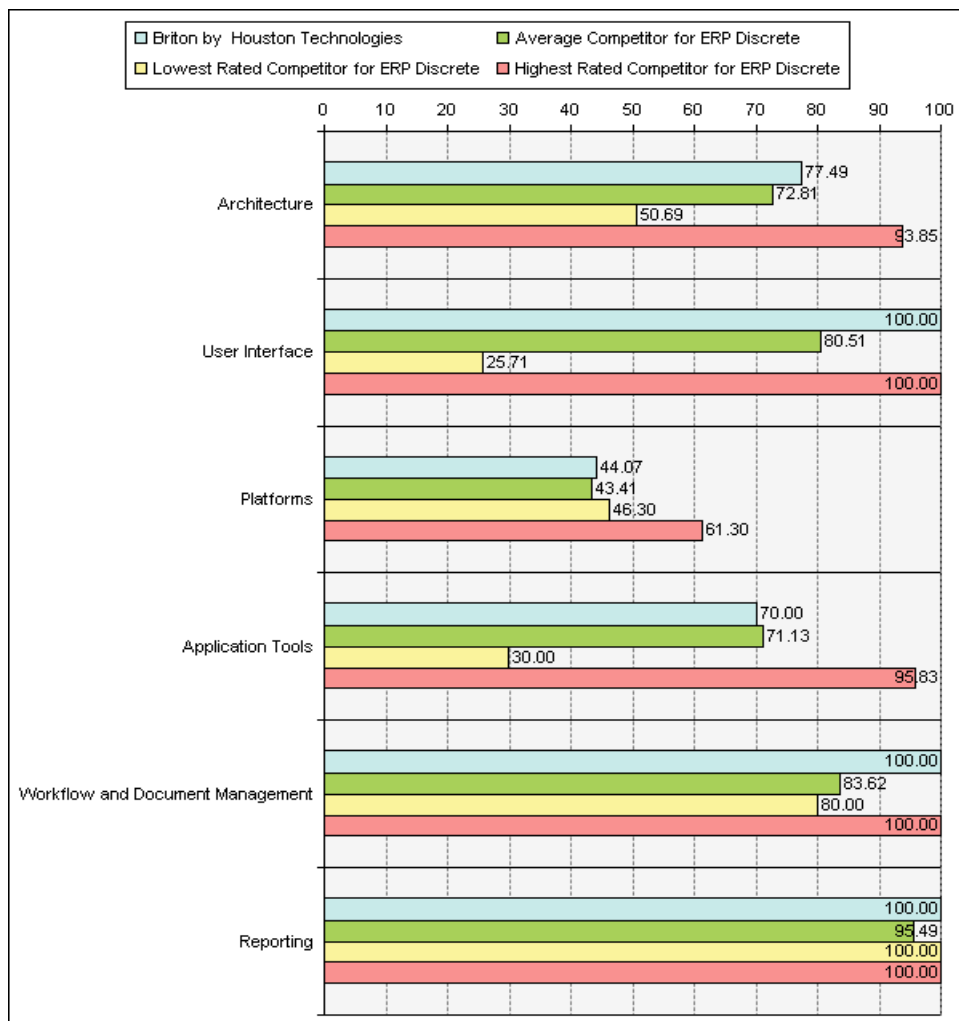
Includes: Flexible inquiry capabilities; Up-to-the-minute product availability and delivery data; Order inquiry link to manufacturing status, capacity, ATP yield, and inventory status; Single screen customer information on open orders, order detail, status and history, credit, invoicing, and application of payments; On-line access to invoices; Partial order shipment by releasing available items on order; and other

CUSTOMER RELATIONSHIP MANAGEMENT (CRM) AND E-COMMERCE REQUIREMENTS

Includes: Provide the ability to store and report forecasted sales based by salesperson and territory as well as based on the probability and projected closing date for each sale; Provide a period by period trend report of historical sales and salesperson activity based on past performance; Provide a report of the forecast error based on past forecasts compared with past actual sales results; Automatically generate a call or mail list based on a selection of any combination of database elements in the list database; Provide call history for the customer; Provide hot key access to customer account information; and other

Product Technology Modules Ratings

This category defines the technical architecture of the product, and the technological environment in which the product can successfully run. Criteria include product and application architecture, software usability and administration, platform and database support, application standards support, communications and protocol support and integration capabilities. Relative to the other evaluation criteria, best practice selections place a lower relative importance, on the product technology category. However, this apparently lower importance is deceptive, because the product technology category usually houses the majority of the selecting organization's mandatory criteria, which usually include server, client, protocol, and database support, application scalability and other architectural capabilities. The definition of mandatory criteria within this set often allows the client to quickly narrow the long list of potential vendors to a short list of applicable solutions that pass muster relative to the most basic mandatory selection criteria. During the process of product selection a great deal of attention is given to the functional capabilities of the software being evaluated. While this aspect is obviously important, ignoring the technical mechanisms by which the software actually operates can be fatal to a project.



ARCHITECTURE

Includes: Data Integration Technologies; Messaging Protocols; Device Interfaces; Architectural Foundation; Web Enablement; Organizational Structure; and other

USER INTERFACE

Includes: User Configurability;

PLATFORMS

Includes: Database; Servers; Client;

APPLICATION TOOLS

Includes: Application Development Tools; Application Management Tools; Process Modeling and Updating; Business Model Generation;

WORKFLOW AND DOCUMENT MANAGEMENT

Includes: Messaging; Workflow; E-mail; Document management; Electronic commerce; Automatic creation of to-do-list; and other

REPORTING

Includes: Reports available on-line; Local report printing (not centralized printing and distribution); Ad-hoc inquiry capability from within