CETEC ERP

Who We Are And What We Do

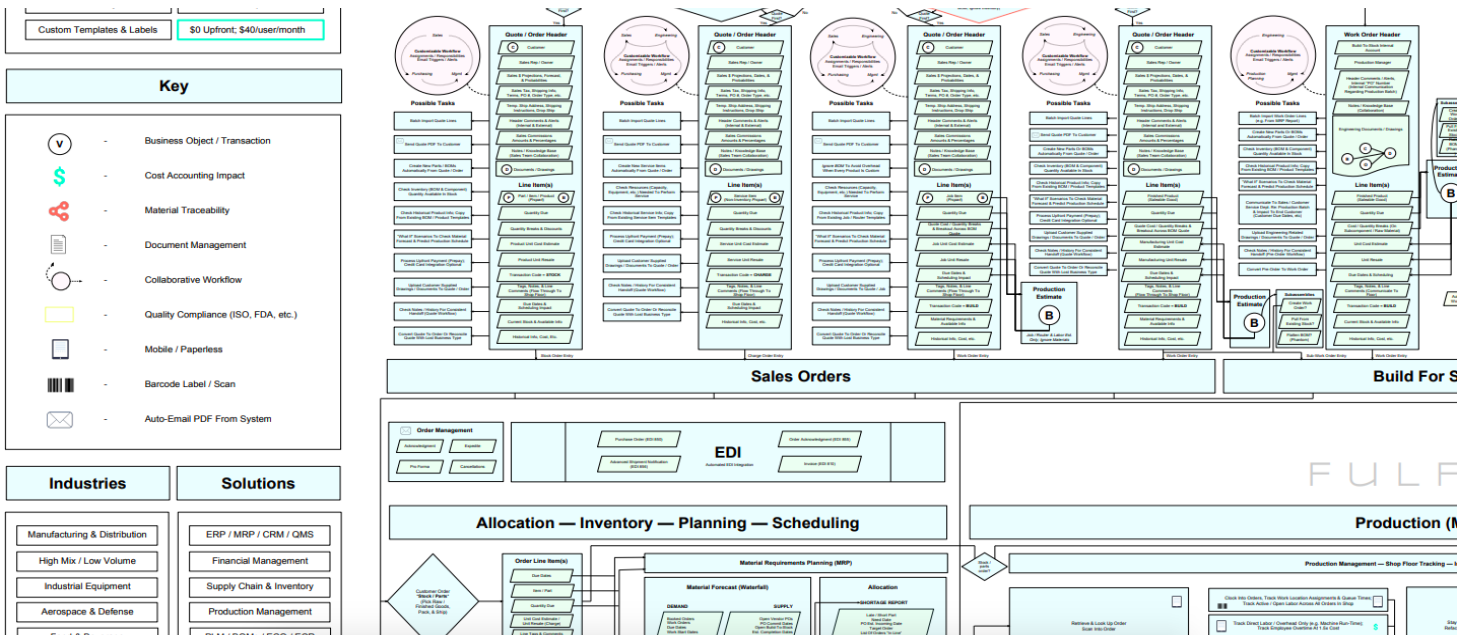# Cetec ERP Is A Complete Web-Based ERP Business Platform.

Run your company entirely on a web browser –
a new and easier way to do manufacturing ERP

ERP + MRP + CRM + QMS

All-in-one platform with everything you need, from sales and quoting to inventory management, document management, shop floor control, quality management, and financial accounting.
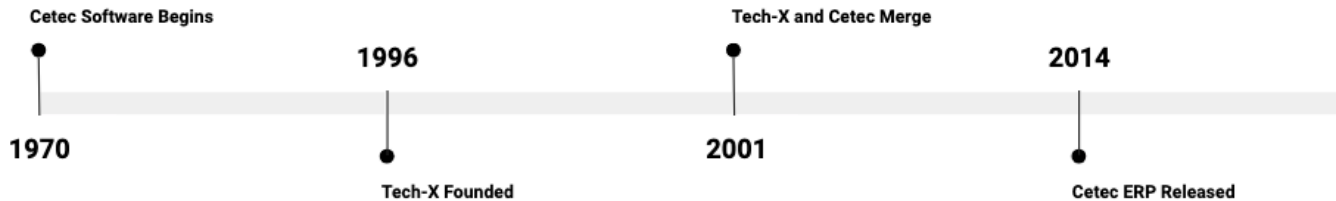
www.cetecerp.com (home page)
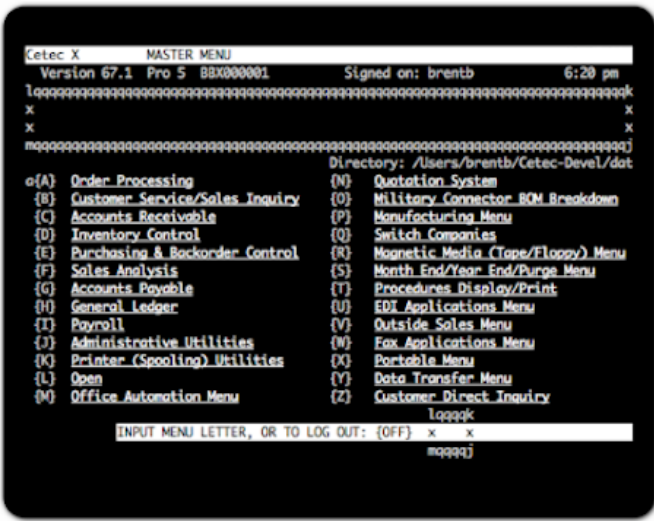
(snippet from Cetec ERP flow chart)

CETEC ERP

We are a growing tech company leveraging a long history. We are attempting to pioneer a new wave of ERP software that takes advantage of current technology to undo the prior limits of ERP software.

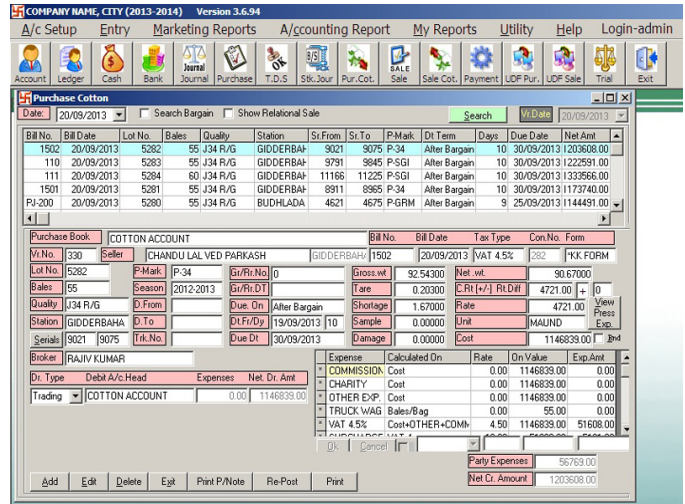| Cetec Software Begins		Tech-X and Cetec Merge	
●	**1996**	●	**2014**
1970	●	**2001**	●
	Tech-X Founded		Cetec ERP Released

- Currently 200+ customers; 2,000+ users (adding approximately 3-4 new customers each month)

- 50% growth per year since 2014 offering a true SaaS web-native full-suite ERP platform.

- We are focused on platform breadth and constant investment in technology/innovation, with a special emphasis on:

    - *Lowered costs* (ERP becomes a standardized web service and commodity)

    - *Modernized technology* (more features, easier to use, web-native, cloud/mobile, etc.)

    - *Better support* (centralized deployment upgrades/support and maintenance, SaaS)
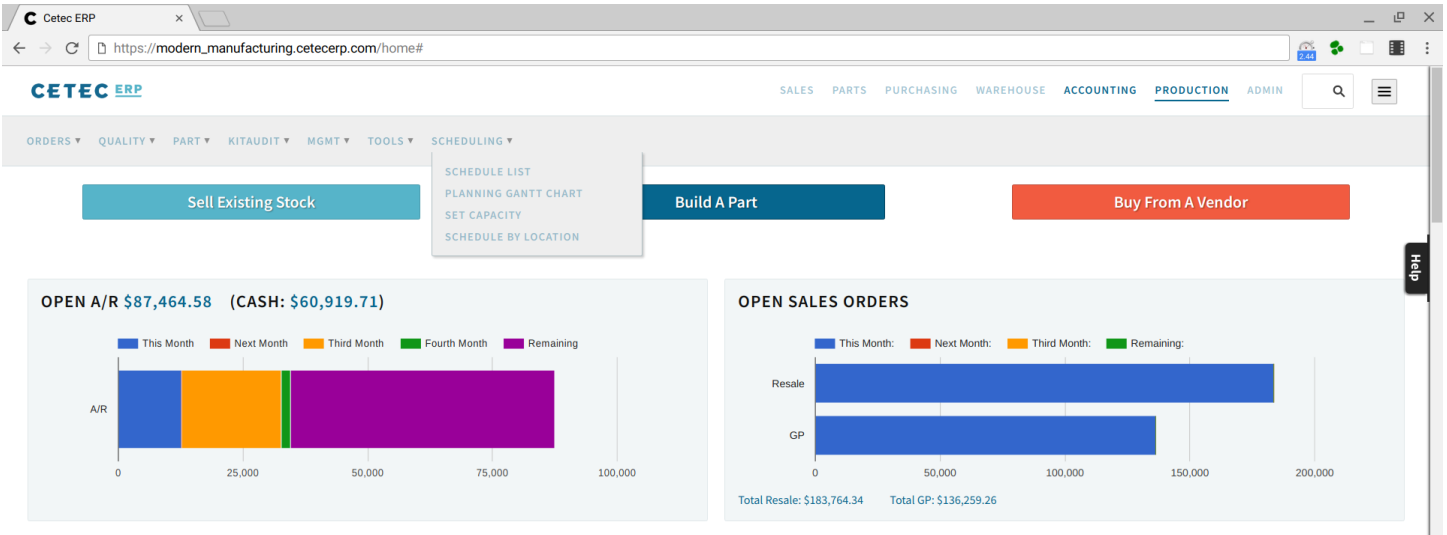
CETEC ERP

DOS / Basic (some still running; dead.)

Visual Basic / .NET (most ERPs today; dying.)

Web-native, new architectural technology (modernization; new wave coming to the ERP world)

CETEC ERP

When a company implements ERP, switching off is difficult or impossible. This has bred complacency, inefficiency, bloating costs, and stagnation in the ERP market, which is still largely 15-20 years behind the "digital revolution". When your customers can't leave, there is little incentive to invest heavily in technological growth.

We believe that modernization will bring about two things: commoditization and consolidation.

1. **What is Commoditization?**

   Commoditization occurs when consumers can buy the same product or service from different small or large businesses. Price is the only distinguishing factor in commoditized products, because there is no significant difference in quality or in how consumers use these products.

   *Cetec ERP has transparently already arrived at this place. With 15 employees at our Austin, TX based offices, we outcompete top tier cloud MFG providers consistently, at 10-20 times lower net cost (forcing these other providers to constantly discount their bloated, legacy-modeled pricing), and we offer it with consistently better support attested to by our user base, especially by those users who have dealt with legacy ERP support models in the past.

2. **What is Consolidation?**

   This has happened with software everywhere and has defined the digital revolution. In the ERP market specifically, SMB will be the driver of consolidation for three reasons:
   1- Customization is expensive to maintain.
   2- A standard set of features is less perfect, but infinitely cheaper.
   3- Standardization can help enforce good practice (properly designed software can be an educator)

Our Vision:

For Cetec ERP to become the global standard (firstly for small to mid-sized manufacturers and distributors) for affordability, efficiency, and excellence in business software.

CETEC ERP

Cetec ERP - Pricing Philosophy

There are a lot of ERP software choices. Most of them are quite expensive to purchase, and most of them have a contract locking users into place. Cetec ERP believes that ERP can be done without so much cost, and that market pressure will force ERP companies to re-calibrate pricing strategy. Currently, ERP companies spend a lot of money to acquire a customer - understanding the customer, preparing a demo, traveling to deliver a demo, and then waiting for an indeterminate period of time to learn of success/failure. A long and expensive sales model requires a large upfront fee to cover costs. Further, many ERP companies rely on expensive third party components to run, so operating costs are high.

Cetec ERP challenges this cost structure. A modern, cloud-deliverable product means that customers can create their own test environment in minutes, shortcutting the cycle of sales person travel and demos, and helping customers to *see* exactly what the software looks and feels like from their own computer. Cetec ERP was also written from the ground up to exclude expensive third party components - the growth of the open source movement (e.g. Linux) has dramatically changed the software landscape, and has rippling cost impact for any companies able to keep up.

$40/user/month for everything

Pricing for Cetec ERP centers around a low monthly fee per user ($40). All new versions and upgrades are included in the subscription. Free basic support is included; Standard Support is offered at $500 per month and provides automatic issue escalation and telephone and/or webinar support access. Price breaks are offered for users, and certain users are further discounted (e.g. ProductionOnly users, Portal Account users).

A few other services are available, including EDI support, Customer and Vendor Portals, API access, and Resident Server Support. Details on Cetec ERP pricing is available on our website. We strive to keep our prices low, to deliver clear ROI to our customers, and to change the way ERP is sold.

CETEC ERP

Cetec ERP Pricing Is Different!

You Could Pay This For ERP Software:

- Upfront ERP software license fees & contracts
- Third-party database license fees (e.g. Microsoft SQL Server)
- Yearly or monthly software maintenance fees
- Server hardware purchase upfront
- Software hosting fees
- Server networking/IT personnel cost
- Server hardware maintenance and upgrades
- Accounting add on module or integration
- Scheduling add on module
- Quality/compliance/inspections add on module
- Shop floor add on module
- Document management add-ons

Or You Could Pay $40/User/Month For <u>Everything</u> Included

CETEC <u>ERP</u>

LITE PLAN	STANDARD PLAN	ENTERPRISE PLAN
$40	**$40**	**$40**
per user, per month	per user, per month	per user, per month
5 STANDARD USER MINIMUM	5 STANDARD USER MINIMUM	5 STANDARD USER MINIMUM
+	+	+
$0	**$500**	**$3200**
per month	per month	per month
(PER COMPANY, NOT PER USER)	(PER COMPANY, NOT PER USER)	(PER COMPANY, NOT PER USER)
Select Plan	Select Plan	Select Plan

Included in Lite	**Included in Standard**	**Included in Enterprise**
All Cetec ERP modules & standard reporting functionality included	All Cetec ERP modules & standard reporting functionality included	All Cetec ERP modules & standard reporting functionality included
All software and database licensing fully included	All software and database licensing fully included	All software and database licensing fully included
Free install and immediate setup in Cetec ERP cloud	Free install and immediate setup in Cetec ERP cloud	Free install and immediate setup in Cetec ERP cloud
Free upgrades and software maintenance	Free upgrades and software maintenance	Free upgrades and software maintenance
Free hosting and server maintenance in Cetec ERP cloud	Free hosting and server maintenance in Cetec ERP cloud	Free hosting and server maintenance in Cetec ERP cloud
Online resources (getting started guides, how-to videos, etc.)	Online resources (getting started guides, how-to videos, etc.)	Online resources (getting started guides, how-to videos, etc.)
Weekly Backups	Daily Backups	Daily Backups
2 GB Document Storage Per User (additional storage available)	4 GB Document Storage Per User (additional storage available)	8 GB Document Storage Per User (additional storage available)
Basic Support	Priority Support	Enterprise Support
	Priority "fast-tracked" support requests with phone and email access	Top priority on support requests with phone and email access
		Quarterly consulting calls
		"Sandbox" Test System
		Automatic Document Attachment (additional costs apply)
		Customization Support
		Cetec ERP BI Platform

Best for small, non-critical operations

Recommended minimum for all companies running operations actively on Cetec ERP

Recommended for companies with critical operations in Cetec ERP and transactional volume

www.cetecerp.com/pricing (pricing page)

CETEC ERP

Resident Hosting Option

Cetec ERP may be installed on local hardware, running within your corporate network or on a cloud provider of your choice. Resident hosting requires the following:

- A dedicated Linux environment.
- Example server specs for a company with 10-80 users
    - Dell PowerEdge R730 Rack Mount Server (or equivalent)
    - Dual 2.4 GHz CPUs, Dual Power Supplies, 32GB RAM (or more)
    - RAID 5 for Hard drives (with hot spare)
    - 24/7 Next-Day Support, 5 year warranty

*Note on disk space - recommendation depends on what storage is available either on your hardware or on your VM, and how many documents you are planning on storing within the Cetec ERP system. The above recommended specs typically will come with a few terabytes of disk space. 1.5 TB of disk space is recommended.

The fee for Linux operating system installation and Cetec ERP installation and configuration is $3,500. Hardware related setup and/or compatibility issues billed separately.

Cetec ERP charges a flat rate of $99/month for our resident hosting support plan. The plan includes critical patches and software-related server support. Resident hosted Cetec ERP system updates/releases occur per customer request. Any network, security, or hardware issues unrelated to the Cetec ERP application are not covered by the $99 resident hosting monthly support cost, and are to be handled by your hardware or IT service provider.

What is included versus not included?
Cetec ERP:
- does not support your server hardware
- does not support your Linux operating system
- does support the Cetec ERP software and dependent sub systems
- does offer a default backup policy included with the one-time $3,500 fee, 2 compressed files (one of all data and one of all documents), 7-day retention policy, other backup needs bill at our actual rate of $315/hr
- does install an OpenVPN client that makes outbound connection to establish a secure tunnel, which our team will leverage for support and maintenance to your server

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