

SecturaSOFT FAQ

Frequently asked questions about leveraging SecturaSOFT...

What is SecturaSOFT?

- SecturaSOFT is a software company that develops Multi-Discipline Quoting and Estimating Software
- Solutions for Fabricated Metals, Metal Services, Industrial Machinery, and Folded Carton
- Breakout Capability – graphical representation and estimating based on nested cutting, on specific equipment
- SecturaSOFT is the software company that develops software solutions, including SecturaFAB and SecturaPAQ.
- Located in Cincinnati, OH

Is there an overlap with configurator?

- No, this is a specific quoting and estimating tool for specific verticals and leverages unique nesting algorithms which configurator does not offer. It also offers consideration for the equipment selected in the estimate - which ties the estimate closer to actual cost.

Is this nesting software?

- No, but it uses nesting logic to show a possible nesting and estimate cutting times based on material and machine.

Will the ‘nesting’ be passed to operations?

- No, the nesting is for estimating only. Customers can choose QBuild Nestlink for product-related nesting capabilities. This solution integrates to each individual customer's nesting software.

Is there an integration to Kinetic?

- Yes. It is based on REST APIs. There are several common customers currently using SecturaSOFT and Kinetic. SecturaSOFT owns the integration. The integration exists in the form of a Windows service application that will be installed locally on a server in your network that has access to the Epicor REST API. This service will interact with both Epicor and SecturaFAB in a one-way workflow as shown in the diagram below. It will periodically check the Epicor data for updates and push them to SecturaFAB and will also periodically check for submitted quotes in SecturaFAB and pull them into Epicor. The frequency of these checks will be determined by each individual customer and are configured on the application itself.

What is the platform?

- This is a cloud only offering but will work with on-premises installations of Kinetic. It is on Azure.

Is the integration sold separately?

- The integration is included in the purchase of SecturaFAB.

Is Epicor PS required?

- Contact Epicor Professional Services to scope the engagement needed to implement SecturaFAB. Services are performed by the team at SecturaSOFT as it is very specialized.

How do SecturaSOFT clients get support?

- Epicor support team will provide level 1 support, passing the questions from the customer to the SecturaSOFT support team.

Is SecturaSOFT hosted just in US?

- No, US and EU for GDPR compliance.

Is SecturaSOFT ITAR Compliant?

- Not yet. They are registered but not certified yet. Short term is to be on premises.

Is there a way for the team to learn more about the nesting logic being used?

- So there really isn't an industry standard in nesting as each nesting software builds their own algorithm. SecturaSOFT has built their own algorithm but it can be adjusted so that it won't be more or less aggressive than the customer's production nesting program.

Are there plans to push the nesting to the back end in the future?

- This would be difficult since production nesting is probably nesting a lot of other parts that need to be cut as well as parts from any particular estimate. So there will probably not be a way to push the results of the nesting in estimating to production since the production nesting software is different and would be working with a different set of data.

What versions of the ERP is SecturaSOFT compatible with?

- 9, 10, 11. 11 is what the documentation will be based on

If Kinetic and SecturaSOFT are cloud, does the actual integration need to be installed on premise?

- No. The service runs on the SecturaSOFT Azure cloud instance. If the customer is on premises, then this service is installed on their server.

For the SOW, who will be doing the PS work?

- SecturaSOFT will do all of the PS work.

How will tech support be carried out?

- SecturaSOFT will do all tech support, L1 included

Is this world-wide?

- Yes. SecturaSOFT already has some languages other than English being used but they also have a language pack they can install for translations they have not done already.

Do you need an install per cloud pod – e.g. test vs production?

- 3 environments; Development, Test, and Production

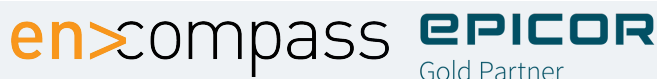
What regional support and services are available for our international clients?

Understanding that there are UK data centers, are there also regional resources to support those customers?

- Right now, we only have our US resources to support overseas customers.

Considering that there are data restrictions in using data centers in the US, is there a Canadian data center or is there a plan to expand there? Or is this type of data not an issue?

- Because we are not hosting accounting information, we can use our US servers for these customers.



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