21CP™

Not all software is created equal
Not all software is ROM



How are we different from the competition?

This is one of the most common questions people ask us, and it is one of the most difficult to answer. With a baler or a crane, it is easy to see a difference between two pieces of equipment. The thickness of the steel, the position of the hydraulics, the size of the bucket. They are all easy to see and feel and get a sense for the time and effort that went into making them.

With software, it is not so easy. Software is intangible, it is not something you can touch, and just because it looks a certain way, doesn't mean it acts or behaves a certain way. Features and functionality are calculated in the background and hidden behind layers of screens that may never be seen in a short demo. Often times, glossy aesthetics are just lipstick on a pig, there to hide short comings and draw attention from what really matters, how the software behaves.

When you review the list of features for a baler, it takes a few minutes. When you review the list of features for a software package like the Recycling Operations Manager (ROM), it can take hours, sometimes days. And then you want to compare it to other packages – it is a process that becomes mind numbing and over-whelming as you look at demo after demo, screen after screen, trying to remember which package does what and which package offers the most of what your business does.

> Glossy aesthetics are just **lipstick on a pig**, there to hide short comings and draw attention from what really matters

It is not an easy process. So to help, we have put together this brochure talking about us and how we are different. In here, we highlight our processes, overall functionality, and our advanced features to give you the confidence that 21st Century Programming is different and the right choice for you.

Quality Software Requires Quality Processes

Designing and developing quality software requires more than just some guy working alone from home. It takes communication, collaboration, testing and rework to come up with a product that does what it is supposed to do. Unlike other pieces of equipment in a recycling facility, you don't see how much time, engineering and quality control goes into a product like

Communicate
Our Trainers and Help Desk team work directly with our customers to understand their needs.

Document
They thoroughly document the discussions and modification requests, including preparing screen or report mock-ups and step by step work flows.



Charlie Salazar, Phil Rafle, Paul Harker

Integrate
Only once new code has passed testing is the master source code updated. This ensures that no unverified code is accidentally released to our customers and everything is thoroughly tested before any users touch it.

Test
Code written in a vacuum only works well in a vacuum. Code written as a team works for any team, anywhere. Once the code work is done, the change is handed over to our Quality Assurance team. There it is put through a rigorous set of tests, including integration testing of the new work and regression testing to make sure the new work has not negatively affected the system's previously existing functionality.

Fix and Repeat
Should anything be found during the testing process, it is sent back to the programmers where it is fixed and sent back to testing.

ROM. You can put your hands on a baler and see the steel, but you can't see the millions of lines of code or the countless settings and configurations that go into making ROM the most flexible and powerful system on the market. The only way to achieve that is with a strong team and strong processes.

Evaluate

Once the requests are signed off by the customers, our programming staff evaluates the change request, including how much time it will take and what the impact of the change will be on the overall system. A quotation is then prepared.

Construct

Once the quotation is approved, the work is performed in a systematic manner that is appropriate and consistent with the overall architecture of the system.

Review

Our programming staff constantly works with each other to solve problems in the most efficient way possible and insure the integrity of the system. We are constantly peer reviewing each other's work - critical parts of making solid, well-constructed code.

Transparency

Each step of this process is documented and presented to our customers. Because we have nothing to hide, we let our customers see everything we do and keep them updated every step of the way. All of the changes, fixes, modifications, etc. are listed with every build and sent to our customers prior to an update so they know exactly what to expect out of the system.

Tools

Just like you use ROM to effectively run your business, we have invested heavily in tools to run ours. We use the industry standard, **Connectwise**, to run our enterprise and track our activity. Our source code control tool, **Accurev**, allows us to branch and sub stream code to effectively track every change ever made and control what code is compiled, patched and built.



Thomas See

Complete Software has Complete Co

This chart outlines many of the functions that ROM does, but it does not cover them all. It does, however, give you an understanding of how complete a package the ROM system is. Others may claim that they do what ROM does, but what separates us from the competition is how all of these pieces are inter-twinned and work together in harmony to give you ***a complete look at your business and profitability.***

Truck Dispatching
- Dispatch Requests
- Routes Management
- Waste Hauling
- Bin & Equipment Management

Purchase Orders
- Straight Prices
- Formula Based Pricing
- Elemental Pricing
- Weight Based
- Container Count Based
- MRF Profit Sharing

Broke
- Back to Back Supplier a
- One Weight ticket ties
  Invoice for true per loa
- Drop shipments hauled
- Easily generate all nece
  and customers
- Attach all documents a
- Integrated Expenses Tr

Off-Site / Consign
- Manage Inventory not at
- Integrated with Brokerag
- Adjust for production or

Customer Web Portal
- Control which customers can see what
- Show Pictures of Materials
- Activity Reports
- Excel Export
- Dispatch Requests

Receiving Scale
- Process multiple loads simultaneously
- One Station can have 6 scales attached
- Intuitive, Recycling based touch interface
- Load Sorting
- Split loads by % or Weight
- Dump Loads
- Sort Loads
- Non-Inventory Weight Slips

Position Mar
- See PO balance, SO balan
  summary and detail view
- Balance position with bro

Plant Inventory M
- Monthly Inventory can be "Re
  work to continue during mont
- Easily Auditable Inventory sho
- View inventory separate or co
- Take Physical Inventories with
- Work in Process Tagging and T
- Production Adjustments for Sh
  complex inventory systems
- Chain of Custody system for d
- Elemental Level tracking with
  unit reporting
- Automatic Material Conversio
- Batch Systems for in house pr
- Ferrous Pile Management

MRF Systems
- Material Studies
- Route Management
- CRV DR6 Generation
- Multi-bin Truck Weighing

Price Lists

Contamination Fees

Settlement Generation
- Auto generate Settlements for month's worth of weight tickets
- Settle on Yours, theirs or other weight
- Receive as one commodity, settle as another
- System insures weight tickets are never purchased twice or put on wrong customer by accident
- Buy on Sort or as a singular item
- Flexible Pricing Schemes
- Elemental Pricing Options

Monthly Rentals (Bins/Compactors)

Automatic Freight Charges

CRV
- RC – Generate DR6
- PR – Purchase DR6
- PR – Generate DR7
- CS- MRF DR6
- Follow all rules
- Generate all Reports

Claim
- Track Claims against yard
- Flexible claim application
  create individual transac
- Reminds user to Apply cl
  transaction for supplier c

Automatic Processing Fees

NMVTIS

Advances
- Multiple Advances per Supplier
- Track against orders and shipments
- Roll-over Advances to new ones
- Reminds users to take money back when creating settlements

Public / Retail Purchasing
- Integrated Cameras & Scales
- Intuitive Touch Interface
- Metal Theft Law Compliance
- Customer Cards
- Customer Specific Prices
- Check Wts / Mid Streamers
- Tiered Pricing

Police Reporting Uploads

ATM Payments

Cash Drawer Management

ACH Payments

Positive Pay

Payments
- A/P Aging / Terms Based Payments
- Apply A/R to A/P, and vice versa
- Pay by Cash, Check, EFT or any combination
- Multiple Payments for a single Voucher
- Multiple Vouchers for a single payment

Gross Profit
- Analysis includes Expe
  Adjustments
- Analyze from Purchase

overage

erage
nd Customer
together both Settlement and
d profit analysis / tracking
l by your trucks
essary paperwork for suppliers

nd pictures to ticket
acking

ment Inventory
t your facility
ge and Plant systems
material grade changes

nagement
ce and inventory, in
s
kerage and yard activity

Management
costed" at any time, allowing
h end closing
ws valuation of all items
mbined for multiple plants
Bar Code Scanner
Tracking System
hredders, choppers or other

etailed tracking of every pound
chemistry blending and metal

ns and "Come-Froms"
ocessing

ns
d and brokerage loads
n to next transaction or
tions per claim
aims when making next
or customer

: Analysis
nses, Claims, Sales

e or Sales Perspective

Bookings & Overseas Container Tracking
- Generate Supplier Shipping Instructions
- Back to Back Containers to Orders
- Roll-over Containers
- Document Stage and Date Tracking

Credit Checking
- Stop Orders and Shipments before they happen
- Set Credit, Insurance and Days Late Limits
- Combine Customers for limit checks
- Check credit across transactions from all plants
- Control who can override credit holds

Sales Orders
- Straight price or formula price
- Link to Market Indicator for hedging support, provisional and final invoicing
- Track markets at time of making order
- Distribute committed weight plant or allocate to brokerage.
- Annual Orders with Monthly Requirements / Tracking

Shipping / Outbound Scale
- Non-Ferrous Packing List created by Bar Code Scanner
- Ferrous shipments by Truck / Container or Rail
- Ship as one item, inventory as another
- VGM Calculations

Outside Material Processing

Load Prediction

Letters of Credit

Finished Goods
- Know exactly how much you have ready to ship
- Tags made for your harsh environment
- Track Production

Invoicing
- Invoice by single, multiple or partial loads. Mix and match brokerage and plant shipments as well.
- Centralized Invoicing allows for shipments out of any plant(s) to go on one invoice
- Provisional Invoices
- Track your weights versus what they pay you on
- Commercial Invoice Printouts

Accounts Receivable
- A/R Aging
- Apply A/P to A/R, and vice versa
- Consolidated A/R across all plants

Public / Retail Sales
- Sell directly to the public
- Separate Price List
- Sales Tax Calculations

Cash Receipts
- Apply Cash to Invoices from any plant
- Apply Cash at invoice or line item levels
- Search invoices by Rail Car / Container / Release #s
- Integrated memo creation
- Automatic Tax recalculations and sales adjustments based on payment amount

Systems that Apply to Every Transaction Type
- Enterprise Level Systems that consolidate activity from all plants and allow you to process centrally transactions, with individual or consolidated reports.
- Integrated Camera System takes pictures of everything that was weighed, shipping, receiving and items placed into inventory.
- Integrated Scaling / NTEP Certified – Monitor / operate up to 6 scales from one workstation. Fully certified in all 50 states.
- Integrated Email system for sending any transaction document(s) directly out of the system.
- Reporting – Over 500 reports with filter, sorting, grouping options to present data in millions of different ways. All reports export to PDF and Excel for further analysis. Reports can be automatically emailed.
- Multi-Language capable – Configure what language you want per workstation. For example, Spanish in the yard, English in the office.
- Multi-Currency – Process transactions in any currency and have the reporting system homogenize currencies for consistent profit analysis.
- Multi-Unit of Measure – Process transactions in any unit of measure and be able to view reports and activity in any unit of measure. Scales in pounds, but your ferrous business wants reports in Tons, not a problem.

Advanced Software has Advanced Features

Our competition likes to say that they do everything ROM does. ***They don't.*** As you can see from the previous page, ***ROM is the complete package.*** What separates us and makes ROM the system for you, are its' advanced features. Here are just some of the highlights of ROM's advanced functions. There are a lot more where this list came from.
Schedule a demo today and see for yourself.

Integrated Expenses

Tracking the additional costs that Freight or Processing incur and how they affect your bottom line is critical to running a successful recycling plant or brokerage operation. Expenses can be tied to any transaction in the system and follow through from Sales Order to Shipment to Invoicing. These integrated expenses provide transactional level profit analysis and a true understanding of how much money you made on any deal.

Market Based Pricing with Preliminary and Finalized Settlements

Hedging your material against the Comex or LME? Make a preliminary invoice against a provisional price. In the future, when you settle on the final price, adjust the invoice, and easily issue a credit (or debit) with the same invoice number and proper accounting.

Advances Management

Whether it's a single advance or multiple advances to the same supplier, ROM will keep track of exactly how much money they owe you. The system reminds users every time they work on a settlement to ensure that you get your money back.

Report Automation

Want your management reports every morning, waiting for you when you get up? Report Automation will generate any report, with any parameters and email to any user or group of users you want, even customers. No more wasting time generating reports you look at on a daily, weekly or monthly basis.

Automated Clearing House Payments

No more logging into your bank's website and manually sending wire payments to your customers. Pay the settlements and ROM will generate the file your bank needs to process your electronic payments.

Order Position Management

From one report see for each item, Purchase Order Balances, Sales Order Balances and your inventory. From one screen, get exact detail of each PO, SO and what you have in inventory unprocessed or processed and ready to ship. Know exactly where you stand at all times.

Multiple Settlement Weight Options and Tracking

Whether you settle on your weights, your customer's weights or something in between, ROM will track all three and provide reports detailing out consumer deductions and weight differences.



Multiple Facility Enterprise Management

Transfer material between yards either at cost or at a profit. Track the differences between what one yard says they shipped and the other yard received. Create and track Enterprise level orders with weight assignments for each plant and integrate brokerage activity. Make one invoice for material shipped out multiple plants. Consolidated reports show you activity for all your plants, combined by region or broken out by individual facilities.

Customer Web Portal

Dramatically reduce customer inquiry calls by allowing customers to log into your website and see their own activity. They can view individual scale tickets, purchase tickets, payments and get order status. They can see pictures of the material they delivered and generate their own Excel based activity reports. Don't want customers to see scale tickets? No problem, advanced security options allow you to control what transactions each customer sees.

Document Attachments

Directly link documents your customers send to the transaction they belong to and view them right from the transaction screen. Want to see pictures of the container you brokered, just attach them to the broker weight ticket. Want to see their bill of lading, attach it to your weight ticket. The supplier's contract? See it right from the customer administration screen. No limits on the type or quantity of attachments.

Automatic Freight, Contamination and Processing Fees

Pick up charges? Sorting Fees? Monthly baler rental charges? Moisture or trash deductions? No problem. Whether it is a monthly charge, per pickup charge, by the pound / ton or based on the contamination percentage, set up the customer's price file once and ROM will automatically do the rest, ensuring that every charge is deducted.

AP to AR and Back Again

When the markets are down or the fees are up, you could have a situation where you are charging the customer more than the value of their material. Or when you want to apply outstanding AR to a customer's AP balance, it's no problem. ROM can flip the transactions from AR to AP or the other way around and properly account for it all.

Chain of Custody System

Whether it is certified destruction or vacuum quality alloy processing, track in precise detail exactly what happened to each pound of material. From initial receiving ticket through processing to final disposition, ROM provides an easy to follow flow chart showing each processing step and scale ticket, satisfying the most stringent customer tracking requirement.

21CP™

Call us today
(562) 981-1030

What's important to you?

Being cost effective?



Being effective!



Getting the job done?



Really getting the job done!



Saving Money?



Making Money!



Just like any other piece of equipment, you need to decide what's most important to you. When you want a proven, well constructed, comprehensive system with advanced features, **call us today to setup a demo.**