



Site Inspection Proposal

Prepared For:



Effective Date: 08-04-2017



Index

1. Index.....	2
2. Principal Customer details	3
3. Project Details.....	3
4. About us and Customer List.....	4
5. Summary	5
6. Introduction	5
7. Visit Agenda.....	5
8. Site Inspection	6
9.Contact Information.....	20



Over Seas
T e c h n o l o g y

2- Principal Customer details

Customer Name	EASTERN CEMENT COMPANY	City	Khobar-KSA
Web Site	http://www.epcco.com.sa/		
Business address	Eastern Cement Towers in King Fahad Road (Dammam Khobar) near the intersection with Prince Sultan St. For further details please contact : P.O Box 4536, Dammam 31412 Kingdom of Saudi Arabia.		
Contact person	IT Manager ,Mr Ramil De Las Alas		
Telephone	+966506994514	Email	rdelasalas@epcco.com

3- Project details

Project name	Technical Visit for EASTERN CEMENT factory
Scope of work	IT findings, check current work flow , document visit results, offer solving the findings in professional way.
Site address	EASTERN CEMENT factory

4- About us and Customer List



With more than 500 customers and deployments in 5 countries, Overseas offers a comprehensive and fully integrated stack of Solutions, Consultation & cloud applications, platform services, and engineered systems. Learn more about Overseas and who we are. www.over-seas.net





5- Summary

The report describes an examination of the facilities in order to solve needed issues in its operation. Some simple modifications to the structure of the working system are proposed and the additional equipment required for basic analysis identified.

6- Introduction

The purpose of this mission was to examine the existing facilities in order make easier operation to enable:

6.1 Monitor & Control of the operation of Customer Sales

6.2 Monitor & Control of the Customer vehicle tracking

6.3 Finding Automated system for Inventory and Barcoding to control On Hand Stock & Identify Safety and critical stock

6.4 Vacating Evacuation System is needed for the aim of "Missing People List"

7- Visit Agenda

7.1 Day One (26-03-2017) HQ Visit

Time	Description
9:00am – 9:30am	Meeting with Head of IT Department
9:30am – 10:15am	Introducing Overseas Technology products
09:30am – 09:45 am	Agreement to visit the Factory

7.2 Day Two (28-03-2017) Factory Visit (1)

Time	Description
9:30am – 9:45am	Welcome to IT Head and Team
9:45am – 10:15am	Visiting Sales Office and understanding current process
10:15am – 10:30am	Visiting Weighting (In) Office and understanding current process
10:35am – 11:45am	Visiting Bagged cement Loading Area and studying their work flow
11:50am – 12:30pm	Visiting Bulk cement Loading Area and studying their work flow
12:35pm – 12:45pm	Visiting Weighting (Out) Office and understanding current process
12:50pm – 1:25pm	Meeting with ABB control room team
1:30pm – 2:15pm	Meeting with IT Head & IT team


7.3 Day Three (30-03-2017) Factory Visit (2)


Time	Description
08:00am – 9:00am	Meeting with Eng Walid (Project manager)
9:00am – 9:20am	Visiting Safety manager (Mr. Monther) and understanding their current process & needs
10:00am – 10:30am	Meeting with Warehouse Supervisor (Mr Joil) and study his Inventory cycle & needs
10:35am – 1:00pm	Onsite visit to Factory Warehouse

Over Seas
Technology

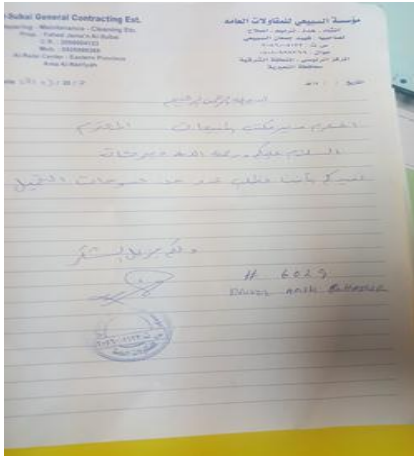

8- Site inspection checklist



8.1 Main Gate Observations & Suggestions

Ref	Observation	Suggestion																						
1	No System recording of entering /outgoing trucks	<ul style="list-style-type: none"> Oracle Apps Screen that record Entering Trucks that allows Sales office to pick-up this list System will initiate the tracking of Trucks <table border="1"> <thead> <tr> <th>Order #</th> <th>Plate</th> <th>Driver</th> <th>From Date time</th> <th>To Date time</th> <th>Place</th> <th>By</th> <th>Standard Minutes</th> <th>Actual Minutes</th> <th>Diff</th> <th>Reason</th> </tr> </thead> <tbody> <tr> <td>12345678</td> <td>ABC 1234</td> <td>Ahmed M</td> <td>23-03-17 14:05:50</td> <td>23-03-17 14:09:50</td> <td>Main Gate In</td> <td>In Gate Sec User 01</td> <td>3</td> <td>4</td> <td>1</td> <td></td> </tr> </tbody> </table>	Order #	Plate	Driver	From Date time	To Date time	Place	By	Standard Minutes	Actual Minutes	Diff	Reason	12345678	ABC 1234	Ahmed M	23-03-17 14:05:50	23-03-17 14:09:50	Main Gate In	In Gate Sec User 01	3	4	1	
Order #	Plate	Driver	From Date time	To Date time	Place	By	Standard Minutes	Actual Minutes	Diff	Reason														
12345678	ABC 1234	Ahmed M	23-03-17 14:05:50	23-03-17 14:09:50	Main Gate In	In Gate Sec User 01	3	4	1															
2	No electric gates	<ul style="list-style-type: none"> System will allow the arrangement between Gate & Sales office. <p>The ANPR system is simple in principle in that it captures all vehicle data at a given time and date, such as registration numbers, details of the vehicle make, model, year, color etc., together with overview images of vehicles and occupants. This information is then fed into a database which analyses the information and carries out transactions based on predetermined actions, i.e. in the case of a Police linked system the vehicle can be checked for Tax, MOT, and Insurance, whether the vehicle or its occupants are "wanted" etc. and take appropriate action.</p> 																						

Ref	Observation	Suggestion
3	No automated visitor management system	<ul style="list-style-type: none"> Automated visitor management system <p>Enhance the professionalism of the enrollment process and visitor check-in</p> <p>Getting Database and archive for visitors images and documents</p> <p>Improve security by identifying who is in a facility quickly and accurately, especially in emergency situations</p> <p>Conduct analysis/reporting on visitor data, quickly and easily</p> 

8.2 Sales Office Observations & Suggestions

Ref	Observation	Suggestion
1	<ul style="list-style-type: none"> No Automated Customer Order Request Using Manual Requests as shown 	<ul style="list-style-type: none"> We suggest using Oracle iSales Module or customized Online Customer Portal that allows customer to: <ul style="list-style-type: none"> Improved accuracy Request validation Timeliness of Results - The data is immediately available, and results can be monitored Increase response rates Give your customers and associates a good impression of your company Eliminate paper and printing costs. Eliminate mailing Respondent Feedback Expression of ideas, suggestion and opinions about product features or concerns Customer support requests or inquiries Direct feedback about product improvements
2	<ul style="list-style-type: none"> No Live Customer support 	<ul style="list-style-type: none"> Key Benefits of Live Chat for Customer Service <ul style="list-style-type: none"> Live Chat is Convenient for Customers Live Chat Increases Sales Reduce Service Costs and it is taps into Customer Pain Points Tips on Making Live Chat go the Extra Mile for Your Business

Ref	Observation	Suggestion
3	<ul style="list-style-type: none"> Using Cards as barcode identifiers for Orders which will impact on business and causes the following issues: Double Work and make mistakes Card wastage and Driver Card replacement take place Waste time and efforts Having dual identifiers (Card No & Order Number) cause data tracking difficulty 	<ul style="list-style-type: none"> Using Order Number as barcode instead of cards in order to achieve the following points Eliminate Double Work , mistakes, Card wastage and Driver Card replacement Save time and efforts Having Unique Identifier (Order Number) instead of 2 identifiers(Card No & Order Number) Best practice for Customer Vehicle & Order Tracking 
4	<ul style="list-style-type: none"> Using old Credit Control techniques 	<ul style="list-style-type: none"> We highly recommend having Electronic Payment System SADAD An electronic payment system enables business to deliver, receive and process electronic invoice submissions for Accounts Payable (AP) and Accounts Receivable (AR) departments. Benefits of Utilizing an Electronic Payment System Processing Cost Reduction Minimize Overdue Payments Simplify Dispute Management Increased Compliance Enhanced Security Improved Workflow Efficiencies Greater Visibility into Financial Supply Chain

Ref	Observation	Suggestion
5	<ul style="list-style-type: none"> No Real arrangement between Sales office and Loading areas 	<ul style="list-style-type: none"> Using Vehicle Tracking system will show the pending Vehicle queue for all locations like Weighting Areas- Loading Areas

8.3 Customers trucks Tracking Observations & Suggestions

Ref	Observation	Suggestion
1	<ul style="list-style-type: none"> There is no Truck tracking <p>Customer cannot get a vehicle report inside factory</p> <p>No standard vs actual timing for gates, Sales Office, Weighting and Loading offices</p> <p>Customer driver may raise a false complaints against time spent inside the factory</p>	<ul style="list-style-type: none"> We suggest to use Customer Truck tracking mechanism for the following reasons <p>Arrangement between Sales office and Loading areas</p> <p>Customer will get shared accurate report about driver time spent</p> <p>No false complaints from customer drivers</p> <p>Real measure for staff job timing</p> <p>KPI for Staff/Staff/Operations</p>


The following is a sample for Truck tracking

Order #	Plate	Driver	From Date time	To Date time	Place	By	STD Minutes	Actual Minutes	Diff.	Reason
12345678	ABC 1234	Ahmed M	29-03-17 14:05:50	29-03-17 14:09:50	Main Gate In	User 01	3	4	1	
12345678	ABC 1234	Ahmed M	29-03-17 14:14:50	29-03-17 14:29:50	Sales Office	Sales 02	10	15	5	
12345678	ABC 1234	Ahmed M	29-03-17 14:33:50	29-03-17 14:38:50	Weighting In	WT 03	3	5	2	
12345678	ABC 1234	Ahmed M	29-03-17 14:41:50	29-03-17 14:56:50	Loading	LD 04	20	15	-5	
12345678	ABC 1234	Ahmed M	29-03-17 15:00:50	29-03-17 15:04:50	Weighting out	WT 05	4	4	0	
12345678	ABC 1234	Ahmed M	29-03-17 15:09:50	29-03-17 15:13:50	Main Gate In	In Gate Sec User 01	3	4	1	

The Current used report is not reflecting truck tracking against operational stages and places



A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	
der#	DN#	Customer	Truck#	Booking Time	In Time	Out Time	Duration	Allowed Duration	Booking Duration	Elapsed	Type	UOM	Order Qty	Shipped Qty	Driver
83840	237883	Promise Co.	4728	3/27/2017 5:53	3/27/2017 5:59	3/27/2017 6:12	0.13	0.25	0.05	00:12	Bulk	Ton	25	24.6	DEV
83841	237884	Rashed A Al-Rashed	9834	3/27/2017 5:54	3/27/2017 5:59	3/27/2017 6:23	0.23	0.25	0:05	00:02	Bulk	Ton	28	27.76	PERKA
83842	237878	Al-Khonami - JCP R/M	1302	3/27/2017 5:55	3/27/2017 5:59	3/27/2017 6:37	0.37	0.25	0:04	00:12	Bulk	Ton	25	25.3	GURDE
183843	237879	Al-Kifah R/M	4948	3/27/2017 5:55	3/27/2017 6:00	3/27/2017 6:12	0.12	0.25	0:04	00:13	Bulk	Ton	29	28.98	LITU
183844	237880	Baeshen R/M	5319	3/27/2017 5:56	3/27/2017 6:00	3/27/2017 6:21	0.21	0.25	0:04	00:04	Bulk	Ton	25	24.78	FRITUM
183846	237881	Al-Khonami - JCP R/M	3181	3/27/2017 5:56	3/27/2017 6:00	3/27/2017 6:14	0.13	0.25	0:04	00:12	Bulk	Ton	25	24.8	RAJ
183847	237882	Prainsa Company	5786	3/27/2017 5:57	3/27/2017 6:01	3/27/2017 6:14	0.13	0.25	0:03	00:12	Bulk	Ton	25	24.88	FRASANA
183851	237888	Bin Merai Contracting Co.	4394	3/27/2017 6:00	3/27/2017 6:04	3/27/2017 6:34	0.29	0.25	0:04	00:04	Bulk	Ton	25	24.96	NARESH
183845	237885	National B/F	8373	3/27/2017 5:56	3/27/2017 6:04	3/27/2017 7:01	0.56	0.45	0:08	00:11	Bag	Ton	25	24.92	G KHAN
183852	237889	Rashed A Al-Rashed	3312	3/27/2017 6:01	3/27/2017 6:05	3/27/2017 6:42	0.37	0.25	0:04	00:12	Bulk	Ton	24	23.74	RODALFO
183853	237890	Rashed A Al-Rashed	7001	3/27/2017 6:01	3/27/2017 6:05	3/27/2017 6:51	0.46	0.25	0:03	00:20	Bulk	Ton	25	24.82	SHAYAM
183854	237891	Rashed A Al-Rashed	9914	3/27/2017 6:02	3/27/2017 6:06	3/27/2017 7:01	0.54	0.25	0:03	00:29	Bulk	Ton	24	23.84	MANI
183848	237886	Farhan Al-Diyab Transport.	2830	3/27/2017 5:57	3/27/2017 6:06	3/27/2017 7:04	0.67	0.45	0:08	00:12	Bag	Ton	27.5	27.44	NEKA NOOR
183855	237892	Khonami Co. Ltd	1130	3/27/2017 6:03	3/27/2017 6:06	3/27/2017 7:18	1.11	0.25	0:03	00:46	Bulk	Ton	25	24.9	BRU
183856	237893	Promise Co.	6034	3/27/2017 6:03	3/27/2017 6:07	3/27/2017 7:09	1.02	0.25	0:03	00:37	Bulk	Ton	25	24.94	MARK
183857	237897	Al-Houssain & Al-Afaliq Co.	2521	3/27/2017 6:04	3/27/2017 6:07	3/27/2017 7:28	1.21	0.25	0:02	00:56	Bulk	Ton	28	27.74	FAROOQ
183858	237894	Rashed A Al-Rashed	2993	3/27/2017 6:05	3/27/2017 6:07	3/27/2017 6:30	0.23	0.25	0:02	00:02	Bulk	Ton	30	29.98	TOYGNATH
183859	237895	Rashed A Al-Rashed	6212	3/27/2017 6:05	3/27/2017 6:07	3/27/2017 6:40	0.32	0.25	0:02	00:07	Bulk	Ton	28	27.94	AFRIDI
183860	237896	Masheed Trading & Transport Co. Ltd	5030	3/27/2017 6:06	3/27/2017 6:08	3/27/2017 6:22	0.14	0.25	0:02	00:11	Bulk	Ton	29	28.94	SADIQ
183861	237897	Ibrahim Saleh Al-Wabil Est	3140	3/27/2017 5:58	3/27/2017 6:08	3/27/2017 7:15	1.06	0.45	0:10	00:21	Bag	Ton	30	30.02	NASRULA
183862	237898		3140	3/27/2017 5:58	3/27/2017 6:08	3/27/2017 6:28	0.17	0.25	0:02	00:08	Bulk	Ton	30	29.8	SALIM SHAI
183863	237899		3140	3/27/2017 5:58	3/27/2017 6:08	3/27/2017 6:28	0.17	0.25	0:02	00:08	Bulk	Ton	30	29.8	SALIM SHAI

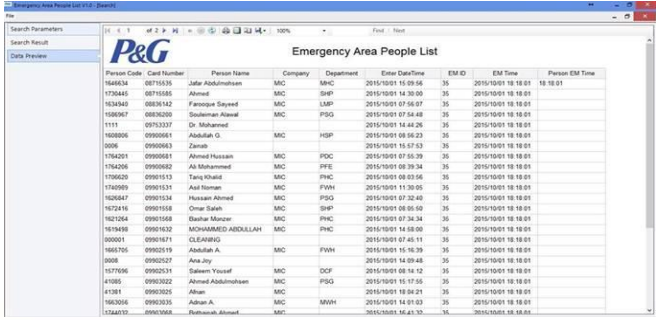

8.4 Loading areas Observations & Suggestions

Ref	Observation	Suggestion
1	<ul style="list-style-type: none"> Line 4 PLC is manually controlled No waiting trucks mechanism is available 	<ul style="list-style-type: none"> Line 4 Automatic start/End of truck filling is suggested Truck tracking screen is suggested to know the waiting truck list
2	<ul style="list-style-type: none"> Bagged cement loading area is not computerized at all <p>No system interact between loading areas and sales office</p> 	<ul style="list-style-type: none"> Computer station is required for recording the loading info. And manage the truck tracking <p>Computerized work plus truck tracking will enhance system interact between loading areas and sales office</p>

Ref	Observation	Suggestion
3	<ul style="list-style-type: none"> No archiving mechanism for operational documents 	<ul style="list-style-type: none"> Online document scanning and viewing at the same module(Oracle Apps) will make the operation more accurate and easy


8.5 Safety Observations & Suggestions

Ref	Observation	Suggestion
1	<ul style="list-style-type: none"> Safety Warning signs are little/Missing 	<ul style="list-style-type: none"> Safety Warning signs required 
2	<ul style="list-style-type: none"> No Emergency Vacating system 	<ul style="list-style-type: none"> Emergency Vacating system is suggested to show the Emergency missing staff list. 

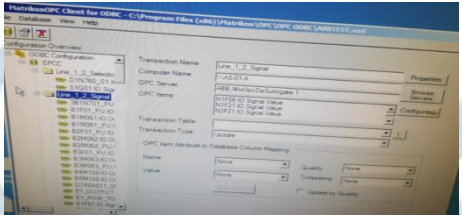
Ref	Observation	Suggestion
		 

8.6 Incident Reporting


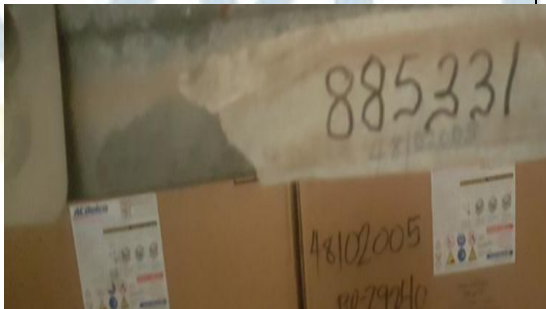
Ref	Observation	Suggestion
1	<ul style="list-style-type: none"> No system for incident (Helpdesk) Reporting 	<ul style="list-style-type: none"> Helpdesk software has many advantages <ul style="list-style-type: none"> No need to expand its telephone calls management system and can deploy employees more effectively. ensures that a business offers 24/7 customer support A business can automate several processes like maintenance of a data base, stock records, movement of goods, marketing trends and so on Increases efficiency of employees by providing physical and technical data on tab. Plays a major role in management information systems and helps companies formulate goals and business plans.

Ref	Observation	Suggestion
		<p>It helps companies identify problem areas and find solutions. The helpdesk software efficiently handles the audit trail freeing manpower and increasing business efficacy.</p> 

8.7 ABB to Oracle Apps

Ref	Observation	Suggestion
1	<ul style="list-style-type: none"> • ABB Database is connected to Oracle apps using ODBC system (Matrikon) that may cause <p>-Delay -Data missing</p> 	<ul style="list-style-type: none"> • Direct connectivity is mentioned that will not affect any of the 2 systems <p>ABB will provide read only database view including needed data This will provide</p> <ul style="list-style-type: none"> - At the same second update - No missing data


8.8 Warehouse

Ref	Observation	Suggestion
1	<ul style="list-style-type: none"> Items are not labeled 	<ul style="list-style-type: none"> Barcode portable printing is highly recommended for the following reasons: <ul style="list-style-type: none"> Saving time, effort and accuracy Easily Create Quick Custom Labels Simplify Tracking with Continued Items Eliminate Data Entry Errors Improve Accuracy with Database Connectivity Improve Efficiency 
2	<ul style="list-style-type: none"> Manual Items labeling and inventory causes mistakes, delay, wasting time and efforts <p>No stock control available</p> 	<ul style="list-style-type: none"> Online Barcode inventory system has the following advantages: <ul style="list-style-type: none"> Provide accurate values No human control Save time and effort Importance Of The Database Speed! Lack Of Mistakes Demand Trends Enable Critical/Safety stock control and Automatic alerting

Ref	Observation	Suggestion
		  <p>The image shows a person in a blue protective suit and hairnet using a handheld device in a warehouse setting. Below this, a close-up of the device displays four property labels with barcodes:</p> <ul style="list-style-type: none"> PROPERTY OF FIRST CHOICE PEDIATRICS, INC. 第一选择 E-3000 PROPERTY OF IVY ACRES 2001 IF FOUND CALL: 631-727-1980 PROPERTY OF UNC CHARLOTTE OPTICS CENTER 2001 PROPERTY OF WHNT-TV WH-000999



Over Seas
Technology

8.9 Fixed Assets control & Tracking

Ref	Observation	Suggestion
9.1	<ul style="list-style-type: none"> Factory assets are not coded <p>No fixed assets system</p> <p>No asset tracking system</p> 	<ul style="list-style-type: none"> A fixed asset management (FAM) solution that will, for instance, track assets by location, calculate monthly fixed asset transaction records, allow the acquisition of new assets through the purchasing process (ie, supply chain management), eliminate the duplication of work and produce meaningful management reports, is intended to satisfy the business needs of an organization and supersede the use of spreadsheets. <p>FAM solutions should enable the organization to:</p> <ul style="list-style-type: none"> Save time and money Reduce theft and losses Prevent the over-payment of depreciation taxes and insurance Reduce the risk of regulatory non-compliance with legislation Improve planning and budgeting functions Establish an accurate baseline of fixed assets Eliminate 'ghost' assets Provide an interface with a bar code scanner and thus enable the printing of labels with bar codes Add new assets on the fly and update any asset status and location Track asset assignment and returns with an employee Schedule asset assignment to the responsible parties.

Over Seas
Technology

8.10 Other services that Overseas can provide

Ref	Suggestion
1	<ul style="list-style-type: none"> We provide all Oracle Business Intelligence for all Oracle modules 
2	<ul style="list-style-type: none"> KPI (key performance indicator) is a quantifiable measure that can be used to determine how well company goals are being met. Managers can set out a number of KPI's for a project that they can use to identify how well individual employees are performing.  <p>You Can Measure Your Targets</p> <p>Create an Atmosphere of Learning</p> <p>Receive Important Information</p> <p>Encourage Accountability</p> <p>Measure customer satisfaction</p>

9- Contact Information

Contact Person	Email	Role	Contact
Ahmed Mageed	ahmed@over-seas.net	Director	966543705200
Mohamed Saad	mohamed@over-seas.net	Executive Manager	966509911337
Ahmed Soliman	asoliman@over-seas.net	Project Manager	966546737475



Over Seas
T e c h n o l o g y



is committed to developing practices and products that help protect the environment

Copyright © 2017, Overseas and/or its affiliates. All rights reserved. This document is provided for information purposes only and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability

or fitness for a particular purpose. We specifically disclaim any liability with respect to this document and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Overseas registered trademarks of Overseas and/or its affiliates. Other names may be trademarks of their respective owners.

Hardware and Software, Engineered to Work Together



Over Seas
Technology