

DEXOR

SYSTEMS WITH SOULS

QUOTATION

Digital Transformation Solution

Odoo ERP Implementation for Plastic Injection Moulding Manufacturing Operations

— PREPARED FOR —

Alem Al Plastic Co.

Kuwait

MODULE IMPLEMENTATION

ENQUIRY OVERVIEW & SOURCES

A CRM built for a moulder, not for a generic trading office. Every enquiry that arrives with a drawing or a sample is answered with one question first: can we run this part on a mould we already have, or does a new mould have to be built?

**What This Module Does**

ENQUIRY TO BLANKET ORDER

One place to hold every enquiry — the drawing, the sample photo, the feasibility answer, the costing and the price per 1,000 pieces — so nothing lives only in a WhatsApp thread or in the GM's head.

- Drawing / sample attached to the enquiry from day one
- Existing mould vs new mould decision recorded, with the date
- Quoted price and the costing behind it kept together
- Feeds Sales, Manufacturing and Inventory directly

**Where Enquiries Come From**

SOURCE RECORDED ON EVERY ENQUIRY

Each enquiry is tagged with its source at entry, so at the end of the year the GM can see which channel actually pays — and which one only consumes machine time on samples.

- Existing customer asking for a repeat part
- Referral from a current customer or supplier
- Direct factory visit — buyer walks in with a sample
- Trading houses & distributors sourcing local supply
- Tenders from packaging and FMCG buyers

**Who Buys From Alem AI Plastic**

B2B BUYER TYPES

Each buyer type behaves differently on volume, colour tolerance and payment — the CRM keeps them apart so the follow-up matches the customer.

- Packaging buyers — containers, caps, crates, trays
- FMCG brands — branded parts, strict colour match
- Contractors — fittings and site items, project-driven
- Distributors & traders — stock items, price-led

**Every Enquiry = a Part + a Mould**

TOOLING VISIBLE BEFORE QUOTING

No enquiry can be quoted until it is linked to a part record and a mould record. The GM sees which enquiries carry a mould investment before the price goes out.

- Mould ownership: Alem-owned or customer-owned
- Cavity count and shot weight per cycle
- Press tonnage the part needs to run on
- New tool required? Estimated tooling cost and lead time

**From Drawing on the Table to a Blanket Order**

The seven steps every moulding enquiry passes through at Alem AI Plastic

**Enquiry**

Drawing or sample in

**Feasibility**

Existing mould or new

**Costing**

Resin + cycle + scrap

**Quotation**

Price per 1,000 pcs

**Trial T0 / T1**

Sample off the press

**Approval**

Customer signs part

**Blanket Order**

Call-offs scheduled

**IMPLEMENTATION NOTE**

Enquiry fields are set up for Alem AI Plastic — part name and drawing number, resin grade and colour, part weight in grams, cavity count, press tonnage, mould ownership, target annual volume and price per 1,000 pieces.

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THE ENQUIRY PIPELINE

Eight stages that mirror how the plant actually works — feasibility before costing, costing before price, and a trial before anyone commits to a volume.



Enquiry In
10%



Feasibility
20%



Costing
35%



Quoted
50%



Trial T0/T1
70%



Part Approved
85%



Blanket Order
100%



Lost
Reason coded



How the Price Is Built

COSTING SHEET PER 1,000 PIECES

Material	Part weight (g) × resin price/kg
Masterbatch / colour	% dosage on shot weight
Machine	Cycle time × machine hour rate ÷ cavities
Scrap allowance	% added per part / resin type
Packing & delivery	Bag / carton / pallet per 1,000 pcs
Tooling	One-off charge, or amortised over volume
Quoted price	KWD per 1,000 pieces + margin %



Won / Lost Reason Codes

FIXED LIST — NO FREE TEXT

A closed enquiry cannot be saved without a reason code from a fixed list. After a few months the GM can count losses by cause instead of guessing.

- Price per 1,000 pieces too high
- Lead time — customer needed it sooner
- Colour match not accepted
- Cavity / tooling cost refused by customer
- Minimum order quantity too high for the buyer
- Competitor — local moulder
- Competitor — imported part
- Customer postponed / project cancelled



PIPELINE NOTE

An enquiry cannot move past Feasibility without a mould decision, and cannot be quoted without a costing sheet. Enquiries that need a new tool are flagged in orange on the GM's pipeline view.

SAMPLES, FOLLOW-UP & MARKETING

The day-to-day tools: sample and trial tracking, one place for all customer messages, reorder prompts before the customer runs out, and a marketing side kept deliberately light.



Sample & Mould Trial Tracking

T0, T1 AND PART APPROVAL

Every sample that leaves the plant is logged against the enquiry — who asked, what was sent, on which trial, and what the customer said about it.

- Trial number (T0 / T1 / T2), date and press used
- Sample quantity sent and the courier / hand-carry note
- Customer feedback: dimensions, colour, finish, warpage
- Corrective action on the mould before the next trial
- Signed part approval stored on the enquiry record



One Thread Per Customer

WHATSAPP · EMAIL · PHONE

Drawings, revised drawings and price discussions all sit on the enquiry record. When a salesman is on leave, whoever picks up the file sees the whole history.

- Click-to-chat WhatsApp against the buyer's mobile
- Email in and out logged on the enquiry
- Call log — who was spoken to and the next action
- Drawing revisions kept in order (Rev A, Rev B...)
- Internal notes the customer never sees



Customer-Part Reorder Prompts

CALL BEFORE THEY RUN OUT

The system learns the typical order interval for each customer-part combination and raises a follow-up task before the next order is due — not after the customer has already bought elsewhere.

- Average days between orders, per customer per part
- Last order date, quantity and price shown on one line
- Task raised a set number of days before the due date
- "Overdue reorder" list — parts a customer has stopped buying
- Call-off schedule tracked against the blanket order



Marketing — Kept Light

ONLY WHAT WILL ACTUALLY BE USED

No campaign automation the GM will never open. Three practical things only: a part catalogue with photos, sample-request follow-up, and a simple log of factory visits and trade contacts.

- Part catalogue with photos, resin, weight and cavity count
- Catalogue PDF generated for a buyer in one click
- Sample-request log with an owner and a due date
- Campaign log: factory visits, exhibitions, trade contacts
- Contact list of buyers met, with the part they asked about



Sample Request Workflow — Nothing Sent and Forgotten

From the buyer's request to a signed part approval



Request Logged

Buyer, part, quantity



Source or Mould

Stock sample or trial run



Sample Issued

Deducted from sample stock



Follow-Up Task

Auto-set, with an owner



Verdict Recorded

Approved, revise or lost



ON THE PHONE

Sales staff can photograph a customer's sample at his office and attach it to a new enquiry from their phone — the drawing and the part photo are on the file before they are back at the plant.

REPORTING & ANALYTICS

Reports written for the questions the GM actually asks: which enquiries are sitting, what are we losing on, which customer has gone quiet, and what is the pipeline worth if it all lands.



Enquiry Funnel & Ageing

WHAT IS STUCK AND WHERE

A single screen showing how many enquiries are at each stage and how long they have been sitting there — feasibility answers waiting on the technical side show up immediately.

- Count and value of enquiries by stage
- Days waiting at feasibility, costing and quotation
- Enquiries with no activity for 14 days, flagged
- Trials open past their promised trial date



Win / Loss by Reason

PRICE, LEAD TIME OR TOOLING?

Because every close carries a reason code, losses can be counted. If half the losses are tooling cost, the answer is an amortisation offer — not a general price cut.

- Losses grouped by reason code, by quarter
- Win rate: new-mould enquiries vs existing-mould enquiries
- Win rate by source — referral vs tender vs walk-in
- Lost value in KWD, and to which competitor type



Customer & Part Performance

WHO GREW, WHO WENT QUIET

A moulding plant lives on repeat parts. This report shows which customer-parts are growing, which are shrinking, and which have simply stopped without anyone noticing.

- Pieces and KWD per customer, this year vs last
- Top parts by volume and by contribution
- Customers with no order beyond their usual interval
- Blanket order coverage — committed vs called-off



Mould & Capacity Outlook

TOOLING SPEND BEFORE IT HAPPENS

The pipeline is also a tooling and machine-loading forecast. The GM sees the money and the press hours the open enquiries would demand before committing to any of them.

- Open enquiries requiring a new mould, with cost estimates
- Alem-owned vs customer-owned mould split in the pipeline
- Press hours the pipeline would consume, by tonnage
- Resin volume implied by open enquiries, by grade



The GM's Dashboard — Five Numbers on Login

Live figures, no report to run and no spreadsheet to update

KWD

Open Pipeline

Annualised value of live enquiries

Days

Enquiry to Quote

Drawing in to price out

%

Trial to Approval

Samples that become orders

No.

New Moulds Pending

Tooling decisions on the GM's desk

No.

Reorders Due

Customer-parts to call this week



REPORTING NOTE

Dashboards are role-based — a salesman sees his own enquiries, the GM sees everything. Every report exports to Excel, so existing habits are not broken on day one.

ADDED VALUE & INTEGRATION

The CRM is the front door of the plant. What is agreed with the customer here becomes the sales order, the production plan and the sample stock movement — entered once, not three times.



Into Sales

APPROVED PART, AGREED PRICE

When the customer approves the part, the approved price per 1,000 pieces becomes the price on the sales order. Nobody retypes a figure that was already agreed.

- Blanket order created from the won enquiry
- Call-off orders released against it as the customer asks
- Agreed price and MOQ carried across automatically
- Tooling charge raised as its own line when applicable



Into Manufacturing

MOULD & MACHINE FEASIBILITY

The feasibility answer is given by production inside the same system, so the commercial team is never quoting a cycle time or a tonnage it invented.

- Mould register: cavities, condition, last shot count
- Press tonnage matched to the part before quoting
- Cycle time from the routing feeds the costing sheet
- Trial T0 / T1 raised as a real production order



Into Inventory

SAMPLE STOCK & RESIN DEMAND

Samples are stock, not gifts that vanish. Every sample issued to a buyer moves out of a sample location, so the cost of chasing enquiries is visible.

- Sample stock location with its own issue records
- Cost of samples issued, per customer and per period
- Resin and masterbatch demand signalled by won enquiries
- Finished-part stock checked before promising a lead time



Configured for Alem Al Plastic

AN OWNER-RUN PLANT, NOT A HEAD OFFICE

DEXOR sets the module up around how the plant runs today, and keeps the screens short. Anything that would only be filled in to satisfy the software is left out.

- Arabic and English on customer-facing documents
- GM approval step on new tooling and on price exceptions
- Existing part numbers and customer codes kept as they are
- Historic customer-part order history loaded at go-live



What Happens the Moment a Part Is Approved

One action in the CRM sets the rest of the plant in motion



Part Approved

Customer signs off the trial sample



Blanket Order

Agreed price per 1,000 pcs locked in



Production Plan

Mould and press reserved for the call-off



Resin Demand

Grade and colour flagged to purchasing



Reorder Clock

Follow-up interval starts for that part



DEXOR — SYSTEMS WITH SOULS

This module is configured for Alem Al Plastic Co. — enquiry fields, costing structure, reason codes and reorder intervals are set around plastic injection moulding and can be adjusted with the General Manager during implementation.

MODULE IMPLEMENTATION

SALES OVERVIEW & PART PRICING

A sales module built for a moulding plant — every quoted price is assembled from resin cost, part weight, cycle time and scrap, so the General Manager sees the margin per 1,000 pieces *before* the price leaves the office.



Sales Module Overview

MOULDED PARTS — B2B SUPPLY

Built around how Alem AI Plastic actually sells: a customer part, a mould, an agreed price, and a stream of deliveries against it — not one-off retail orders.

- Customer part master — code, weight, mould, cavities, press
- Quotation costed from the shop floor, not guessed
- Blanket orders with scheduled call-off releases
- Delivery note, partial delivery and return handling
- One price list per customer, with validity dates



The Cost Stack

REAL COST, NOT A GUESSED MARGIN

The quotation line builds the price from the components you already know — the system does the arithmetic every time, the same way.

- Part weight (g) × current resin price per kg
- Masterbatch / colour dosing & additives
- Cycle time × machine hourly rate (per press)
- Agreed scrap allowance % on top of net weight
- Packing — bag, carton, pallet, labelling



Selling Units That Match Reality

PER 1,000 PCS · PER KG · PER CARTON

Some customers buy per 1,000 pieces, some per kilogram, some by carton. The conversion sits on the part record, so the order can be entered in whichever unit the customer used.

- Price per 1,000 pieces — the default quoting unit
- Price per kg — derived from part weight automatically
- Price per carton / bag — pieces-per-pack held on the part
- Enter in any unit; invoice and stock stay consistent



The Customer Part Record

MOULD · CAVITIES · PRESS

Each part carries the technical facts the sales desk needs to confirm a repeat order against real capacity — instead of promising a date and hoping.

- Mould ownership — Alem-owned vs customer-owned
- Cavity count & shots per hour at the rated cycle
- Nominated press / machine the mould runs on
- Resin grade, colour and masterbatch ratio
- Net weight, runner weight and packing spec



How a Price Is Built — From Resin to Quoted Rate per 1,000 Pieces

Every element is visible on the quotation line, so the GM sees exactly where the margin comes from



Part Weight

Grams incl. runner



Resin Price

Today's KWD / kg



Masterbatch

Colour dosing %



Cycle Time

× machine rate



Scrap %

Agreed allowance



Packing

= Price / 1,000 pcs



IMPLEMENTATION NOTE

Resin prices are held in one place. Change the PP or HDPE rate and every open quotation shows its new cost and new margin — the GM re-prices a whole customer list in minutes, not evenings.

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ORDER WORKFLOW & CALL-OFF PIPELINE

From the costed quotation to the blanket order, the call-off release, the production run, the delivery note and the invoice — one chain, no re-typing, no separate notebook.



Blanket Order Balance — Always Visible on the Order

The system warns before a call-off is released that would exceed the committed quantity

Committed Annual / 6-month quantity agreed with the customer	Released Sum of all call-offs raised to date	Delivered Actually shipped and signed for	Balance Still to deliver — the number the GM is asked about
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Call-Off Release Checks

BEFORE THE ORDER REACHES THE FLOOR

Blanket balance	Warns if call-off exceeds committed qty
Credit limit	Blocked if customer over limit
Overdue invoices	Flagged with days past due
Price validity	Warns if pricelist has expired
Mould availability	Shows press load for the requested date
Finished stock	On-hand checked before a run is raised

Deliveries, Partials & Returns

TRACEABLE TO THE RESIN LOT

A call-off rarely ships in one go. Each delivery is recorded on its own, with the remaining quantity kept open on the order.

- Partial delivery closes only what was actually shipped
- Delivery note printed per carton / pallet count
- Resin lot number carried on every delivery line
- Customer complaint traced to lot the same day
- Return / credit note raised against the original delivery
- Returned pieces recorded as regrind or scrap, not lost

PRICING & ORDER HANDLING

The features that decide whether a moulding job makes money: costed quotations, customer pricelists with a revision trail, blanket order control, and credit checks that run before the press is booked.



Costed Quotation & Live Margin

MARGIN PER 1,000 PCS BEFORE YOU SEND

The quotation shows cost and margin side by side on the same line. Change the resin rate, the cycle time or the scrap allowance and the margin moves in front of you.

Material cost	$\text{Weight} \times \text{resin rate} \times (1 + \text{scrap \%})$
Colour cost	$\text{Masterbatch \%} \times \text{MB rate}$
Machine cost	$\text{Cycle sec} \div \text{cavities} \times \text{hourly rate}$
Packing cost	Bag / carton / pallet per 1,000
Margin	KWD and % — shown per 1,000 pcs



Pricelists & Resin Revision Trail

PER CUSTOMER, WITH VALIDITY DATES

Every customer has its own agreed price per part, valid between two dates. When resin moves, the revision is recorded — so a price discussion has a documented history, not memory.

- Price per part per customer, in the customer's unit
- Valid-from / valid-to dates on every price line
- Quantity breaks — better rate above an agreed volume
- Revision trail: old price, new price, resin rate, date, reason
- Expired price flagged the moment an order is entered
- Price-increase letter generated per customer part list



Blanket Orders & Call-Offs

COMMITTED · RELEASED · BALANCE

The customer commits an annual or 6-month quantity and calls it off in batches. The order holds all three numbers and enforces them.

- One blanket order per customer part and period
- Each call-off records requested date and quantity
- Warning raised when a call-off exceeds the balance
- Schedule view — what is due to ship in the next 8 weeks
- Under-lifting alert when a customer falls behind commitment
- Blanket expiry reminder before the period closes



Credit Limit & Overdue Control

CHECKED BEFORE THE PRESS IS BOOKED

There is no point running 200,000 pieces for a customer who has not paid for the last batch. The check happens at release, not after delivery.

- Credit limit per customer in KWD, set by the GM
- Live exposure = open orders + delivered not invoiced + unpaid
- Overdue ageing shown on the customer before release
- Release requires GM approval when over limit
- Mould-ownership flag — customer-owned moulds noted on the order
- Full audit log of who approved which override and when



Unit Conversion Held on the Part — Enter the Order the Way the Customer Wrote It



Per 1,000 Pieces

Standard quoting unit



Per Kilogram

Derived from part weight



Per Carton / Bag

Pieces-per-pack on the part



Per Pallet

Cartons-per-pallet for shipping



PRICING NOTE

Cost figures are visible to the GM and the accountant only. The sales clerk sees the selling price and whether it is above the approved floor — not the full cost build-up.

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REPORTING & ANALYTICS

Reports written for a moulding plant — margin per part, margin per press, resin exposure per customer, and the call-off schedule the GM is asked about every week.



Margin per Part & per Customer

WHICH JOBS ACTUALLY PAY

Ranks every customer part by margin per 1,000 pieces, so the loss-makers are visible before the next price revision rather than at year end.

- Margin KWD and % per part, per 1,000 pieces
- Same part compared across customers
- Quoted margin vs achieved margin after real scrap
- Parts below the approved margin floor — one list
- Revenue and margin by customer, month and part family



Resin Price Sensitivity

WHAT A 10% RESIN MOVE COSTS YOU

Because every price is built from resin cost, the system can show what happens to margin across the whole order book when PP or HDPE moves.

- Margin at current resin rate vs +5% / +10% / +15%
- Kilograms of each resin committed by open blanket orders
- Customers most exposed to a resin increase
- Days since last price revision, per customer
- Price-revision history chart per part



Call-Off & Delivery Schedule

WHAT SHIPS IN THE NEXT 8 WEEKS

One screen answering the question the GM gets daily: what is due, to whom, from which press, and is there anything late.

- Due quantities by week, customer and part
- Blanket balance remaining per open contract
- Late call-offs highlighted with days overdue
- Under-lifting customers vs their commitment
- Load per press implied by the confirmed schedule



Delivery Performance & Returns

ON-TIME, IN-FULL, BY LOT

Delivery reliability is what keeps a blanket order renewed. The numbers are measured, not assumed — and every return points back to a resin lot.

- On-time-in-full % per customer and per month
- Partial deliveries — how often and for which parts
- Returns and credit notes by reason and by lot
- Complaint-to-lot trace: part, lot, press, shift, date
- Average days from call-off to delivery



Key Indicators — Alem AI Plastic Sales Dashboard

The five numbers the General Manager sees on opening the system



KWD

Margin / 1,000 pcs

Weighted across shipped parts



Tonnes

Sold This Month

Delivered weight, all resins



Pcs

Blanket Balance

Committed but not yet delivered



%

On-Time In-Full

Call-offs shipped complete on date



KWD

Overdue Receivable

Blocking new call-off releases



REPORTING NOTE

Every report exports to Excel with one click, and the margin reports are restricted to the GM and accounts. Dashboards refresh from live orders — no monthly re-keying into a spreadsheet.

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ADDED VALUE & INTEGRATION

Sales is not a standalone screen. A confirmed call-off books a mould on a press, reserves finished goods, picks a lot and produces an invoice — one entry, four departments.



Feeds Manufacturing

CALL-OFF BECOMES A PRODUCTION ORDER

A released call-off creates a production requirement against the specific mould and the press that mould runs on — with the resin and masterbatch quantity already calculated.

- Requirement raised against mould, cavities and press
- Shots and run hours calculated from the cycle time
- Resin and masterbatch demand pushed to purchasing
- Press load checked before a delivery date is promised
- Actual scrap fed back to compare against the quoted allowance



Feeds Inventory

RESERVATION & LOT PICKING

Finished goods are reserved against the call-off, so the same cartons are not promised twice. Picking is by lot, first-in-first-out.

- Finished-goods reservation the moment a call-off is confirmed
- Lot / batch picking with FIFO by production date
- Carton, bag and pallet counts on the picking list
- Stock in pieces and in kilograms, side by side
- Customer-owned mould stock kept visibly separate



Feeds Accounting

INVOICE PER DELIVERY

The invoice is generated from the delivery note, not typed again — quantities, units and prices carried straight through, in KWD.

- Invoice per delivery, or consolidated monthly per customer
- Revenue analysed by customer part, not just by customer
- Credit notes linked to the original delivery and lot
- Receivable ageing feeding the credit check on new call-offs
- Cost of goods posted from the real production cost



What Changes for the GM

PRACTICAL, DAY-TO-DAY

The point is not software. The point is that a price is defensible, a promise is checked against a press, and a complaint is traced the same day.

- Quote in minutes with the margin already calculated
- Re-price a customer list when resin moves — same day
- Know the blanket balance without calling the store
- Confirm a delivery date against real press capacity
- Trace a complaint to lot, press and shift immediately
- Arabic and English documents for customers and MOC



One Call-Off Release — What Happens Across the Plant

Entered once in Sales; production, stock and accounts follow automatically



Call-Off Released

Credit & blanket balance checked



Production Order

Mould booked on its press



Resin Demand

Kg of resin & masterbatch to purchasing



Delivery Note

Cartons picked by lot, partials allowed



Invoice Posted

Revenue & margin per customer part



DEXOR — SYSTEMS WITH SOULS

This module is configured around Alem Al Plastic Co.'s own parts, moulds, presses and customers. Cost formulas, selling units and blanket-order rules are set to your agreements during implementation — and adjusted afterwards as they change.

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MODULE IMPLEMENTATION

PURCHASE & PROCUREMENT OVERVIEW

Resin is the single biggest cost in the plant. This module controls what is bought, what it really costs per kilo landed in the store, and — most importantly — registers every resin receipt against its supplier lot number, which is where the whole traceability chain begins.



Purchase Module Overview

BUILT AROUND RESIN BUYING

One place for every purchase the plant makes — resin lots, colourant, packing, machine and mould spares. Buying is driven by what the machines are scheduled to run, not by memory or a phone call.

- Every resin receipt carries a supplier lot number
- True landed cost per kg — not just the invoice price
- Price history per supplier per grade, in KWD
- Feeds Inventory, Manufacturing and Accounting directly



What the Plant Buys

FIVE PURCHASING CATEGORIES

Each category is set up with its own item list, its own supplier panel and its own approval route — a drum of masterbatch is not bought the same way as a hydraulic pump.

- **Polymer resin** — PP, PE, HDPE, PVC, ABS, PET by grade
- **Masterbatch & additives** — colour, filler, UV, anti-static
- **Packing** — cartons, bags, pallets, stretch film
- **Machine spares** — heaters, thermocouples, screws, hydraulics
- **Mould spares** — pins, springs, hot runner parts, inserts



Supplier Base

REGIONAL, IMPORTED & LOCAL

Every supplier holds its own file: the grades it actually supplies, its lead time, its payment and LC terms, its price history and its delivery record.

- GCC resin producers & regional traders (short lead time)
- Imported resin — Far East / Europe, LC and sea freight
- Local Kuwait suppliers — packing and consumables
- Machine and mould spare agents, incl. OEM parts
- Approved-supplier list per material — no random buying



Nothing Enters Without a Lot

THE FIRST LINK IN TRACEABILITY

The storekeeper cannot post a resin receipt without entering the supplier lot number. That single rule is what later answers the question "which resin lot went into this delivery".

- Supplier lot number, grade and melt flow index recorded
- Colour, bag / bulk quantity and date received
- Certificate of analysis attached to the lot record
- Lot carried forward into the resin store, then into production



From Supplier Lot to Finished Delivery — Where Purchase Fits

Purchase creates the lot; every other module simply carries it forward



Purchase Order

Grade, kg & price agreed



Goods Receipt

Weighted & checked at gate



Lot Registered

Lot no. + COA attached



Resin Store

Stock held per lot



Moulding Order

Lot consumed on machine



Customer Delivery

Traced back to the lot



IMPLEMENTATION NOTE

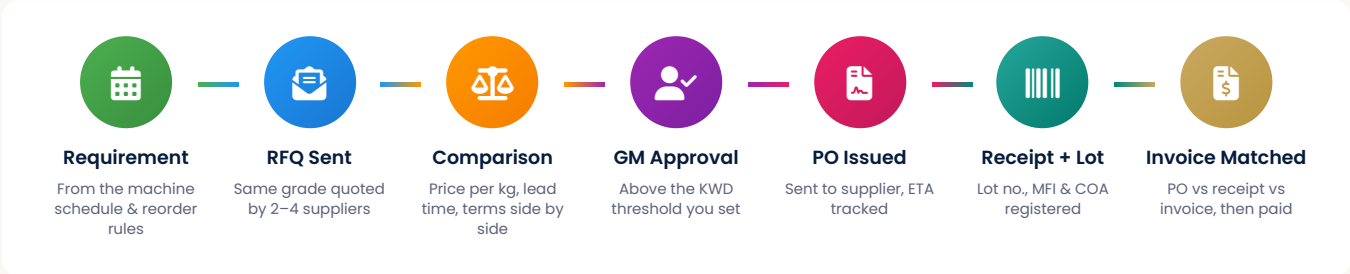
Purchase fields are configured for Alem Al Plastic — resin grade, melt flow index, colour, supplier lot number, certificate of analysis and price per kg in KWD are all captured at receipt, on the same screen the storekeeper already uses.

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THE PROCUREMENT CYCLE

Seven steps from a requirement raised by the production plan to the supplier invoice being matched and passed for payment — with the lot registered in the middle, where it belongs.





Requirement-Driven Purchasing

THE SCHEDULE TELLS YOU WHAT TO BUY

The production plan and the blanket call-offs generate the resin, masterbatch and packing requirements automatically. The buyer works from a list the machines produced, not from a hunch.

- Resin kg required per scheduled moulding order, by grade
- Masterbatch and additive quantities pulled from the recipe
- Packing needs derived from the customer order quantity
- Reorder rule per material — minimum, maximum, order multiple
- Supplier lead time built in, so imports are raised early enough
- Shortage alert before the machine is due to start, not after



Approval & Three-Way Match

NO SURPRISE INVOICES

Nothing above the threshold leaves the plant without the General Manager's approval, and no supplier invoice is passed for payment unless it agrees with the PO and the goods actually received.

Below threshold	Buyer confirms directly — routine consumables
Above threshold	GM approval required before PO is sent
Quantity check	Invoiced kg vs kg actually weighed in
Price check	Invoiced rate vs the agreed PO rate per kg
On mismatch	Invoice held, difference flagged to the GM



Imported Resin — Shipment Tracking & Landed Cost

Freight, clearance, insurance and duty are pushed onto the lot, so the lot cost is the true cost



LC / Terms
Payment terms on the PO



Shipment
B/L, container, ETA



Clearance
Customs duty & agent fees



Freight
Sea, inland & insurance



Landed Cost / kg
Allocated onto the received lot

SUPPLIER & MATERIAL CONTROL

The four working features the buyer and the General Manager use every week — lot registration, resin price history, RFQ comparison, and a supplier record that is based on facts rather than opinion.



Resin Lot Registration & COA

CAPTURED AT EVERY RECEIPT

What the storekeeper fills in when a resin delivery arrives. The receipt cannot be posted until the lot number is entered.

Supplier Lot No.	Mandatory — as printed on the bags
Grade	PP / PE / HDPE / PVC / ABS / PET
Melt Flow Index	From the certificate of analysis
Colour	Natural / black / to shade reference
COA Attachment	PDF or photo filed against the lot
Qty & Date Received	Kg weighed in, date and store



Resin Price History

PER SUPPLIER · PER GRADE · KWD/KG

Open any resin grade and see what it cost across the last purchases, from which supplier, on which date — and what today's price does to the cost of the parts that use it.

- Price per kg in KWD on every past receipt, by supplier
- Same grade compared across suppliers on one screen
- Last price, average price and highest price paid
- Landed price per kg shown next to invoice price

Why it matters: when PP moves, the system shows the new cost per 1,000 pieces on every part that runs on that grade — before the quotation goes out, not after the job is delivered.



RFQ Comparison

SUPPLIERS SIDE BY SIDE

One requirement goes out to several suppliers and their replies come back onto a single comparison sheet — the GM approves from that sheet, with the reason for the choice on record.

- Price per kg, minimum lot size and total KWD compared
- Lead time and delivery date promised by each supplier
- Payment terms — cash, credit days, or LC
- Previous lot rejections against that supplier shown inline
- Awarded RFQ converts into the PO with one click
- Losing quotes stay on file for the next negotiation



Supplier Scorecard

FACTS, NOT IMPRESSIONS

Each supplier is scored from its own transaction record, so the renewal discussion is held with the numbers on the table.

- **Price:** average KWD/kg vs the other suppliers of that grade
- **On-time delivery:** promised date vs actual receipt date
- **Lot rejections:** lots refused or downgraded at inspection
- **Quality:** MFI or colour deviation against the COA
- **Completeness:** short shipments and part deliveries
- Ranking per material category, refreshed automatically



Each Category Has Its Own Route and Its Own Supplier List

A drum of masterbatch does not follow the same approval path as a hydraulic pump



Resin

RFQ + GM approval, lot on receipt



Masterbatch

Shade approval before the order



Packing

Reorder rule, buyer confirms



Machine Spares

Raised by maintenance, OEM list



Mould Spares

Linked to the mould record



QUALITY NOTE

A lot can be received into a quarantine location until the COA is checked, and only then released to the resin store — so material that failed inspection can never be picked for a moulding order by mistake.

Purchase — Page

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REPORTING & ANALYTICS

Reports written for a plant that lives or dies on the price of resin — where the money went, what it really cost landed, whether the plan is covered, and which supplier is actually performing.



Resin Spend & Price Trend

WHERE THE MONEY GOES

The report the GM opens first — total resin spend for the month, split by grade and by supplier, with the price per kg trending beside it.

- Spend in KWD by grade — PP, PE, HDPE, PVC, ABS, PET
- Spend by supplier, month by month
- Price per kg trend line per grade over the year
- Kilos purchased vs kilos consumed on the machines
- Effect of a price move on the cost per 1,000 pieces



Landed Cost & Import Report

INVOICE PRICE VS TRUE COST

Shows what the imported lot really cost once freight, clearance, insurance and duty were added — and whether the cheaper foreign quote was actually cheaper.

- Invoice price per kg vs landed price per kg, per lot
- Cost build-up: freight, clearance, insurance, duty
- Imported vs regional supply compared on landed cost
- Shipments in transit with ETA and value committed
- Duty and clearance cost as a share of resin spend



Coverage — Purchase vs Plan

CAN THE SCHEDULE ACTUALLY RUN?

Puts the machine schedule next to the resin on hand and on order, so a shortage is visible weeks before a machine would have stopped.

- Kg required by the plan vs kg in store vs kg on order
- Days of cover per grade at the current run rate
- Materials below reorder point, ranked by urgency
- Late POs — promised date passed, goods not received
- Packing and masterbatch coverage against the same plan



Supplier Performance

PRICE · DELIVERY · QUALITY

A one-page record per supplier to take into the next price negotiation — everything measured from real transactions, not from memory.

- On-time delivery percentage and average days late
- Lots received vs lots rejected or downgraded
- Average price per kg vs the market of that grade
- Value purchased in KWD and share of total spend
- Ageing of what is still owed to each supplier



Purchasing KPIs — The General Manager's Screen

Five numbers on login, each one clickable down to the individual lot or purchase order



KWD/kg

Avg. Resin Price

Landed, per grade, this month



KWD

Material Spend

All categories, month to date



%

On-Time Delivery

Promised date vs actual receipt



%

Lot Rejection Rate

Lots refused at inspection



Days

Resin Cover

Stock left at the current run rate



REPORTING NOTE

Every report exports to Excel and can be scheduled by email — the resin price and coverage reports are normally sent to the General Manager each Saturday morning before the week's schedule is confirmed.

Purchase — Page

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ADDED VALUE & INTEGRATION

Purchase is not a stand-alone screen. It creates the lot that Inventory holds, that Manufacturing consumes and that Accounting costs — one entry at the gate, used by the whole plant.



Module Integrations

ONE ENTRY, USED EVERYWHERE

A single receipt at the gate updates stock, costing and payables at the same moment — no re-typing into a second book or a spreadsheet.

- **Inventory:** lot-tracked receipt into the resin store
- **Manufacturing:** material availability against the schedule
- **Quality:** COA check and quarantine release per lot
- **Accounting:** landed cost, payables and supplier ageing
- **Maintenance:** spare parts issued against machine and mould



The Traceability Chain

STARTS HERE, ENDS AT THE CUSTOMER

Because the lot is registered at purchase, the plant can answer both directions of the question — forwards and backwards — in seconds instead of a day of paperwork.

- Which resin lot went into this customer delivery
- Which deliveries used a lot that is now in question
- Which supplier and COA that lot came from
- Which machine and shift ran it, and on which mould
- The full chain printed as one recall report



Purchase Document File

EVERYTHING FILED AGAINST THE LOT

No more searching the office for last year's shipping file — every document sits on the record it belongs to and opens from a phone.

- Certificate of analysis per resin lot
- Supplier invoice, packing list and delivery note
- LC documents, bill of lading and shipping papers
- Customs declaration and clearance agent bill
- Supplier price lists and signed rate agreements



What the GM Gets Out of It

PRACTICAL, NOT THEORETICAL

The module is configured around how Alem AI Plastic already buys — we are removing the guesswork, not changing the business.

- Know the true cost per kg before quoting a customer
- See a resin shortage weeks before a machine stops
- Approve significant spend from a phone, with the RFQ attached
- Pay only what was ordered and actually received
- Negotiate with a supplier holding its own delivery record



One Resin Receipt — What It Triggers Across the Plant

The storekeeper posts once; stock, cost, production and payables all move together



Lot Registered

Supplier lot no., grade, MFI, COA



Inventory Updated

Kg in the resin store, per lot



Landed Cost Applied

Freight, duty & clearance onto the lot



Production Released

Moulding orders now have material



Payables Posted

Matched invoice into supplier ageing



DEXOR — SYSTEMS WITH SOULS

This module is configured for Alem AI Plastic Co. — resin grades, supplier lot capture, landed-cost allocation and approval thresholds are set to how the plant actually buys, and adjusted with the General Manager during implementation.

MODULE IMPLEMENTATION

INVENTORY & WAREHOUSING

Stock built around how a moulding plant actually works — virgin resin held **by supplier lot**, masterbatch and additives, regrind as real valued material, WIP at the presses, finished parts by part number, and a proper **mould & tool store**.

**Raw Resin — Bag & Silo**

HELD BY SUPPLIER LOT

Every intake of PP, PE, PS, ABS or PET is received against the supplier's lot number. Nothing enters stock without a lot — that single rule is what makes full traceability possible later.

- Lot number, supplier, grade, MFI and arrival date on every intake
- Bagged resin by pallet & rack; silo resin by silo number
- Weight in KG — bags and part-bags both tracked
- COA / test certificate attached to the lot record
- Quarantine location until QC releases the lot

**Masterbatch, Additives & Regrind**

COLOUR · FILLER · REPROCESSED

Colour masterbatch, UV and anti-static additives are lot-tracked exactly like resin. Regrind is not treated as free material — it is its own item, with its own lot and its own value.

- Masterbatch by colour code & supplier lot
- Additive dosage recorded per production batch
- Regrind returned to stock after granulating, with its own lot
- Regrind valued separately from virgin — books stay honest
- Allowed regrind % per part enforced at issue

**WIP & Finished Parts**

PRESS FLOOR TO CARTON

Material sitting at the presses is real stock and is shown as such. Once moulded, parts are booked by part number, packed, labelled and moved to the finished goods store.

- WIP location per press — you see what is on the floor
- Finished parts by part number & customer
- Packed per carton / pallet with piece count
- Carton label carries batch, resin lot and date
- Rejected parts booked to scrap, not quietly lost

**Moulds, Spares & Packing**

TOOL STORE & CONSUMABLES

The mould store is managed as seriously as the resin store. Every tool has a record and a location. Machine spares, mould spares and packing material sit in their own valued categories.

- Mould register — code, part, cavities, owner, location
- Mould movements recorded: rack → press → toolmaker → back
- Mould spares: hot runners, ejector pins, heaters, thermocouples
- Machine spares: screws, barrels, heater bands, seals
- Packing: cartons, liners, stretch film, pallets, labels

**Eight Stock Categories — Kept Separate, Valued Separately**

One warehouse, eight distinct material types — each with its own location, unit and valuation



Virgin Resin
Bag & silo, by lot



Masterbatch
Colour by lot



Additives
UV, filler, anti-stat



Regrind
Own lot & value



WIP
At the presses



Finished
By part number



Packing
Carton, film, pallet



Moulds & Spares
Tool store

**IMPLEMENTATION NOTE**

Lot tracking is switched on and made mandatory for every resin, masterbatch, additive and regrind item at go-live. Without that, the traceability shown on the next pages cannot be guaranteed — so it is set up first, not later.

MATERIAL FLOW — LOT TO DELIVERY

One continuous chain from the moment a resin lot is unloaded at the gate to the moment the moulded part leaves on a delivery note — with sprue, runner and reject material looping back as regrind.



Lot Receipt

Supplier lot & COA logged



QC Release

Quarantine → free stock



Resin Store

Rack / silo, FIFO by age



Machine-Side Issue

Issued to WO by lot



WIP at Press

Moulding in progress



Pack & Label

Batch + lot on carton



Delivery

Lot on delivery note



The Regrind Loop — Material That Comes Back



Collect

Sprues, runners & rejected parts weighed at the press



Granulate

Granulator output booked as a regrind production



Return to Stock

Own item, own regrind lot, own KWD value



Re-issue Controlled

Allowed regrind % per part enforced on the BOM



What Gets Captured at Receipt

GATE TO RACK

Supplier Lot No.	Mandatory — no lot, no receipt
Material & Grade	PP / PE / PS / ABS / PET + MFI
Quantity (KG)	Bags × weight, or silo weighbridge
Location	Rack / bin code or silo number
COA / Test Cert	Attached to the lot record
Label Printed	Barcode / QR on every pallet



Issue & Picking Discipline

STORE TO PRESS FLOOR

Material moves to the presses against a work order — never on a verbal request. The store man scans the pallet, the lot is stamped on the work order, and stock drops in the same second.

- FIFO / FEFO suggestion — oldest lot picked first
- Scan-to-issue from the pallet or silo label
- Machine-side (line-side) location per press
- Unused material returned to store, lot intact
- Blocked lots cannot be issued at all



Storage Zones — The Plant Mapped Into the System

Each physical area becomes a named location, so a stock figure always has an address behind it



Goods-In & Quarantine

Held until QC releases the lot



Resin Racks

Bagged resin by rack & bin code



Silo Farm

One location per silo, one lot inside



Masterbatch Store

Colour codes & additives, lot-tracked



Regrind Area

Granulator output, bagged & labelled



Line-Side (per press)

Material staged at the machine



Finished Goods

Packed cartons & pallets, by part



Mould & Tool Store

Racks, plus tools out at the press



FLOW NOTE

Every step above creates a stock move with a date, a user and a lot. That record is what lets the GM answer a customer question in one minute instead of a day of searching paper.

LOT TRACEABILITY & MOULD STORE

The two things the General Manager asked for, built properly: trace any resin lot in both directions in one click, and know where every mould is, who has it, and how many shots it has done.



Forward Trace — Lot to Customer

"WHERE DID THIS LOT GO?"

A supplier tells you a resin lot had a problem. Open the lot, press one button, and see everything it touched — no digging through production sheets.

- Every work order the lot was issued to
- Every finished part batch produced from it
- Every carton and pallet packed from those batches
- Every delivery note and customer that received it
- Quantity still on hand, so the rest can be blocked



Backward Trace — Complaint to Lot

"WHERE DID THIS PART COME FROM?"

A customer returns a carton and complains about brittleness or colour. Scan the carton label and the whole history opens up in front of you.

- Which delivery note and date the carton left on
- Which production batch and work order made it
- Which press, which mould, which shift and operator
- Which resin lot, masterbatch lot and regrind % were used
- Which supplier delivered that lot, and when



Mould & Tool Store

EVERY TOOL HAS A RECORD

Each mould is a tracked item with its own file. Movements — rack to press, press back to rack, out to the toolmaker and back — are recorded as transactions, not remembered by the foreman.

- Mould code, part produced, cavity count
- Owner: Alem-owned or customer-owned (and which customer)
- Current physical location — rack, press no., or outside for repair
- Cumulative shot count, updated from production
- Condition, repair history and preventive-service due



Day-to-Day Warehouse Operation

PRACTICAL, NOT THEORETICAL

The store runs on scans and locations, so the count on screen matches the count on the floor without shutting the plant down once a year to find out.

- Barcode / QR labels on every lot and finished carton
- Bin and rack locations — material found, not hunted
- FIFO / FEFO picking so old resin is consumed first
- Cycle counting by area, rolling through the year
- Min / max levels with reorder alerts to Purchase



The Unbroken Chain — One Lot, Six Links

Read it left to right to trace forward, right to left to trace a complaint back to its source



1 • Supplier Lot

Resin, masterbatch, additive



2 • Issue to WO

Lot stamped on the work order



3 • Press & Mould

Machine, mould, shift, operator



4 • Part Batch

Finished parts get their own batch



5 • Carton Label

Batch + lot printed on the box



6 • Delivery Note

Customer, date, quantity, lot



TRACEABILITY NOTE

A single bad lot can be isolated to the exact deliveries it reached — so a recall is a short list of customers, not the whole month's production. This is also what food-contact and export customers ask to see during an audit.

Inventory — Page

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REPORTING & ANALYTICS

Reports written for a moulding plant — KG of resin on hand by lot age, regrind ratio, scrap by part and by press, mould shot counts, and what the stock is actually worth in KWD today.



Stock Valuation by Category

WHAT THE STORE IS WORTH

A KWD figure per category, any day of the month — not a guess at year-end. Virgin, regrind, WIP and finished goods are each valued on their own basis.

- Virgin resin value vs regrind value, side by side
- WIP value sitting on the press floor
- Finished goods value by part number and customer
- Packing, machine spares and mould spares valued
- Month-on-month movement — what went up, and why



Consumption, Yield & Scrap

KG IN VS KG OUT

For every part: how much material went in, how much good product came out, and where the difference went. Losses stop being invisible.

- KG consumed per 1,000 pieces, by part number
- Standard vs actual consumption — variance flagged
- Scrap and reject KG by part, by press, by shift
- Regrind generated vs regrind re-consumed
- Regrind percentage actually used vs the allowed limit



Lot Ageing & Slow Movers

MONEY SITTING STILL

Old resin degrades and old finished stock ties up cash. The ageing report shows both, by lot, so the GM decides what to consume, push or write down.

- Resin lots by age bracket: 0–30 / 31–90 / 90+ days
- Finished part batches ageing in the store
- Non-moving items with no issue in 6 months
- Masterbatch left over from discontinued colours
- Stock turn ratio by material and by part



Mould Register Reporting

WHERE IS EVERY TOOL?

One list showing every mould, where it physically is right now, and how hard it has worked. Customer-owned tools are shown separately for when the customer asks.

- Mould location list — rack, press or at the toolmaker
- Shot count vs expected tool life, per mould
- Moulds overdue for cleaning or preventive service
- Customer-owned moulds held, per customer
- Repair history and cost spent per mould



Inventory KPIs — The GM's Morning Screen

Six numbers that tell you whether the store is under control before you walk the floor



KG

Resin On Hand
By grade, bag & silo



%

Regrind Ratio
Used vs allowed limit



%

Scrap Rate
Reject KG vs total moulded



KWD

Stock Value
All eight categories



Days

Resin Cover
Stock ÷ daily consumption



No.

Moulds Out
At press or at toolmaker



REPORTING NOTE

Every report exports to Excel and PDF. Access is by role — the store keeper sees quantities and locations, the General Manager sees quantities, values and variances across the whole plant.

ADDED VALUE & INTEGRATION

The store is where Manufacturing, Purchase, Sales and Accounting all meet. One stock move updates production, triggers a reorder, confirms availability to a customer and posts the value — from a single entry.



Feeds Manufacturing

LOT ISSUE & WIP

Production pulls material from the store against a work order and gives back finished parts and regrind. The lot travels with the material the whole way.

- Work order reserves resin, masterbatch and regrind by lot
- BOM enforces the allowed regrind percentage per part
- WIP visible per press, not hidden in a spreadsheet
- Finished parts received into stock with their batch number
- Mould pulled from the store to the press on the same order



Feeds Purchase

REORDER BEFORE YOU RUN OUT

Resin imports take weeks to arrive. Minimum levels and lead times are set per material, so the purchase request is raised on time instead of the day the silo empties.

- Min / max levels per resin grade and colour
- Reorder alert accounts for import lead time
- Confirmed sales orders pull demand forward automatically
- Supplier lot quality history visible when choosing a supplier
- Spares and packing reordered on the same rules



Feeds Sales & Delivery

AVAILABILITY & CALL-OFFS

Sales sees real free stock by part number — not total stock minus a guess. Blanket orders reserve finished cartons, and the delivery note carries the batch and lot to the customer.

- Free-to-promise quantity per part, live
- Stock reserved against blanket order call-offs
- Pick, pack and release from the finished goods store
- Batch and resin lot printed on the delivery note
- Returns received back with their original batch



Feeds Accounting

VALUATION WITHOUT RE-KEYING

Stock moves post their value automatically, so the closing stock figure comes from the system rather than from a physical count done under pressure at year-end.

- Perpetual valuation posted on every receipt and issue
- Regrind carried at its own cost, not at virgin cost
- Scrap value recognised instead of written off blindly
- Material cost per part flows into product costing
- Cycle-count adjustments posted with a reason code



Inventory as the Hub — One Move, Five Modules Updated

A single lot issue at the press ripples through the whole plant with no second entry



Stock Move

Resin lot issued to a work order



Manufacturing

WO consumption & WIP updated



Purchase

Reorder alert if below minimum



Sales

Availability & lot on delivery note



Accounting

Valuation, regrind & scrap posted



DEXOR — SYSTEMS WITH SOULS

This module is configured for Alem AI Plastic Co. — resin lot traceability, the mould and tool store, and honest regrind handling are set up as described, and adjusted to the plant's own part numbers, presses and racks during implementation.

Inventory — Page

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MODULE IMPLEMENTATION — THE CORE OF THIS PROPOSAL

MANUFACTURING OVERVIEW

Today the plant knows what it produced but not what it cost. This module attaches every shot, every kilo of resin and every rejected piece to a specific **machine**, a specific **mould** and a specific **shift** — so the question "which machine or which mould is losing me money?" has an answer the next morning, not at month end.

**Machines & Work Centres**

EVERY INJECTION PRESS ON THE FLOOR

Each press is registered as a work centre with its own technical and cost profile. This is what turns machine time into money later — nothing downstream works without it.

- Clamping tonnage & maximum shot capacity (grams)
- **Hourly running cost** — power + labour + depreciation
- Planned availability per shift (A / B / C)
- Auxiliaries linked: dryer, chiller, robot, conveyor
- Machine status live: running / setup / down / idle

**Mould / Tool Register**

ONE RECORD PER MOULD, WITH A SHOT COUNTER

Every mould gets its own record — owned by Alem AI Plastic or held for a customer — with a **live shot counter** that increments with each production entry.

- Mould code, part produced, number of cavities
- Owner: Alem-owned or customer-owned tool
- Standard cycle time & current physical location
- Maintenance triggered by **shots, not dates**
- Repair & modification history on the same record

**Work Orders by Shift**

PART + MOULD + MACHINE + SHIFT

Every production run is one work order line naming the part, the mould, the press and the shift. That single line is what makes every number in this module attributable.

- Planned quantity, planned cycle, planned shots
- **Setup / mould-change time recorded separately** from run time
- Shift handover: the run continues, the entries do not merge
- Operator and supervisor named on every entry
- Schedule board by machine — no clashing mould bookings

**Scrap Captured at the Machine**

END OF EVERY SHIFT — NEVER MONTH END

At the end of each shift the operator or supervisor enters four numbers on a tablet at the press. It takes under a minute and it replaces the month-end estimate entirely.

- Shots produced · good pieces · rejected pieces
- Reject **reason code** from a fixed moulding list
- Downtime logged with its own reason codes
- Regrind returned to stock, not lost
- Entry locks the shift — no back-dating the numbers

**From Guessed at Month End — to a Number Every Morning**

The five things that change on the shop floor from day one

**Scrap per Shift**

Per machine, per mould, every shift

**Scrap in KWD**

Rejects valued at real resin cost

**Lot Traceability**

Supplier resin lot to customer delivery

**Mould by Shots**

Service due at shot count, not calendar

**Cost / 1,000 pcs**

Per machine and per mould, in KWD

**IMPLEMENTATION NOTE**

We load your actual press list, tonnages, hourly rates and mould register during setup — including the current shot count on each tool — so the system starts with your real numbers, not blank templates.

PRODUCTION WORKFLOW

The exact sequence the floor already follows — written into the system so each step leaves a record. Nothing new is asked of the operator except four numbers at the end of his shift.

**Call-Off / Plan**

Customer order or stock plan

**Work Order**

Part + mould + machine + shift

**Mould Mounted**

Setup time logged separately

**Resin Lot Issued**

Lot + regrind % recorded

**Run**

Shot counter increments live

**Shift Entry**

Good / reject + reason code

**QC Check**

Pass, hold or quarantine

**Finished Goods**

Batch carries its resin lot

**The Work Order Line**

PART + MOULD + MACHINE + SHIFT

Part / Item	Customer part code & colour
Mould	Tool code + cavities
Machine	Press & tonnage, hourly rate
Shift	A / B / C + operator name
Setup time	Mould change, logged apart from run
Std vs actual cycle	Seconds — variance flagged

**Resin Lot Issue & Batch Traceability**

SUPPLIER LOT TO CUSTOMER DELIVERY

Material is drawn to the work order **by lot**, with the regrind percentage recorded on the same issue. Every batch produced therefore carries the resin it was made from.

- Virgin lot no., masterbatch lot, additive lot
- Regrind % entered at issue — cost reflects the mix
- Actual kg consumed vs theoretical part weight
- Finished batch labelled with its own lot number
- One click: lot → work order → machine → shift → delivery
- Reverse trace for a customer complaint in seconds

After Moulding — Each Secondary Operation is Its Own Routing Step, With Its Own Labour Time and Its Own Reject Capture

**Trimming / Degating**

Sprue & runner returned as regrind

**Printing / Labelling**

Print rejects counted separately

**Assembly**

Multi-part items, component lots kept

**Packing**

Pieces per carton, pallet ID, lot label

**WORKFLOW NOTE**

The shift entry screen is a tablet or shop-floor terminal at the press — large buttons, Arabic or English, no typing beyond quantities. A shift cannot be closed without a reject reason on every rejected piece.

MOULD MANAGEMENT & SCRAP CAPTURE

The two requests the General Manager put first: know the condition and cost of every tool, and stop guessing scrap. Both are built on the same shift entry — one screen, four numbers, one reason code.



Mould / Tool Register
THE MASTER RECORD FOR EVERY TOOL

Mould code	Unique, barcoded on the tool
Part produced	Item + customer
Cavities	Pieces per shot (blocked cavities noted)
Owner	Alem-owned / customer-owned
Standard cycle	Seconds per shot
Location	On press / rack / repair / at customer
Shot counter	Live — increments each entry



Maintenance Triggered by Shots
NOT BY CALENDAR DATES

A mould wears by use, not by time. Thresholds are set per tool — **polish at X shots, full service at Y shots** — and the alert fires the moment the counter crosses the line.

- Due-soon warning before the tool is scheduled again
- Overdue moulds blocked from being planned onto a press
- Cavity blocked / unblocked recorded with the date
- Every repair & modification kept on the same record
- Spare parts consumed and repair cost in KWD per tool

🔗 Lifetime shots, shots since last service, and total spend to date sit on the mould's header — so a tired tool is visible before it starts making scrap.



End-of-Shift Reject Entry
FIXED REASON CODES FOR MOULDING

Shots produced, good pieces, rejected pieces — then the reason. The list is closed and built for injection moulding, so the data stays comparable across machines and shifts.

- Short shot
- Sink mark
- Contamination
- Colour mismatch
- Startup purge

- Flash
- Burn / black spot
- Warpage
- Sprue / runner
- Dimensional out of tol.

🔒 The shift is closed and locked at handover. Nobody adjusts last month's scrap to make a number look right.



Downtime Reasons & Quality Gates
LOST HOURS AND HELD BATCHES

Stopped time is logged with its own reasons, so a press with a low output has an explanation attached to it.

Mould change

Setup / trial

Breakdown

No material

No operator

Power

🔗 **Quality at the press**

- First-article / first-shot approval before the run is released
- In-process check at set intervals — weight, dimension, visual
- Hold / quarantine a suspect batch, with the lot frozen in stock
- The reject reason feeds straight into the scrap analysis



SHOP FLOOR NOTE
Reason codes are agreed with your supervisors before go-live and can be renamed in Arabic. A code nobody uses is removed; a defect you see often that is not on this list is added.

REPORTING & ANALYTICS

This is the page that answers the question. Every figure below is built from the shift entries of the previous night and is on the General Manager's screen the next morning — by machine, by mould, by shift.



Scrap Rate per Machine per Shift

THE HEADLINE NUMBER

A single grid, refreshed each morning. Any cell above the agreed limit is flagged — the conversation with the supervisor starts from evidence.

Press / Mould	Shift A	Shift B	Shift C
IMM-01 · M-114	2.1%	2.4%	7.8%
IMM-04 · M-207	1.6%	1.9%	2.0%
IMM-07 · M-088	9.3%	4.1%	3.8%

Illustrative layout — figures come from your own shift entries. Drill from any cell to the operator, the reason codes and the resin lot behind it.



Scrap Quantity & Value by Reason

PIECES, KILOS AND KWD

Rejects are priced at the **real cost of the lot that made them** — resin, masterbatch, the machine hours burnt and the labour. A defect stops being a piece count and becomes money.

- Pareto of reason codes — which three defects cost the most
- Scrap value by machine, by mould, by customer part
- Startup purge separated from production defects
- Regrind recovered vs material genuinely lost
- Month-to-date scrap in KWD against target, every morning
- Trend by shift — is night shift consistently worse?



Cost per 1,000 Pieces

PER MACHINE, PER MOULD

The number that ranks your tools and presses against each other:

Material consumed at real lot cost

+ machine hours × hourly rate

+ scrap value

= cost per 1,000 pieces

- Same part on two presses — which one is cheaper, and by how much
- Cost per mould over its life, against its repair spend
- Actual production cost vs the price you quoted the customer
- Setup cost per mould change, isolated from running cost



OEE, Downtime & Cycle Time

PER PRESS, PER MOULD

OEE = availability × performance × quality, calculated per press from the same shift entries — no separate data collection, no extra paperwork.

- Downtime hours per machine, split by reason code
- Mould-change hours — how much capacity changeovers eat
- **Actual vs standard cycle time per mould**, in seconds
- A cycle drifting slower is an early warning on the tool
- Machine utilisation against planned availability per shift
- Output per shift and per operator, machine by machine



The General Manager's Screen — 7:00 AM, Every Day

Built from last night's shift entries — no waiting for month end

%

Scrap Rate

Per machine, per shift

KWD

Cost per Mould

Per 1,000 pieces produced

KWD

Scrap Value

By reason code, month to date

OEE

Per Press

Availability × performance × quality

Hrs

Downtime

Per machine, by reason



REPORTING NOTE

Every report drills down to the individual shift entry and exports to Excel. Production supervisors see their own machines; the General Manager sees the whole plant on one screen.

ADDED VALUE & INTEGRATION

Production is where the money is made or lost, so it sits at the centre of the system. One shift entry at the press updates stock, cost, delivery promises and material requirements at the same moment — nobody re-types anything.



Inventory

RESIN, WIP, FINISHED GOODS, REGRIND

The production entry is the stock movement — raw material leaves, finished pieces arrive, regrind comes back. Stock stops drifting away from reality.

- Resin issued **by lot** and deducted at the press
- WIP visible between moulding and secondary operations
- Finished goods received against the work order with a batch label
- Regrind returned to a separate stock location and re-used at cost
- Moulds tracked as assets with their physical location



Sales

CALL-OFFS & PROMISE DATES

Customer call-offs land straight on the production schedule, and the promise date given to the customer is the one the plant can actually meet.

- Call-off quantity versus produced and delivered to date
- Promise date calculated from real press capacity per shift
- Sales sees the order status without walking to the floor
- Customer-owned moulds linked to that customer's account
- Delivery note carries the batch and its resin lot



Purchase

MATERIAL REQUIREMENT FROM THE SCHEDULE

The production schedule tells purchasing what resin is needed and when — including the extra kilos that scrap and startup purge actually consume.

- Resin, masterbatch and additive requirements by week
- Real consumption rate used, not theoretical part weight
- Reorder alerts before a press stops for "no material"
- Supplier lot recorded at receipt — traceability starts there
- Mould repair & spare-part purchases booked to the tool



Accounting

REAL COST, NOT AN ESTIMATE

Production cost reaches the books as it happens, so the monthly result is a confirmation of what management already saw — not a surprise.

- Actual production cost per work order posted automatically
- Scrap value recognised as a cost, by reason and by machine
- Machine profitability — revenue against hours and cost
- Mould profitability over the tool's life, repairs included
- Part-level margin: quoted price versus produced cost



One Shift Entry at the Press — Everything Downstream Updates

The operator enters four numbers; the plant, the stock and the books move together



Shift Entry

Shots, good, reject, reason



Stock Moves

Resin out, FG in, regrind back



Mould Counter

Shots added, service due checked



Cost Posted

Material + machine hours + scrap



GM Dashboard

Scrap % and KWD by machine & mould



DEXOR — SYSTEMS WITH SOULS

This module is configured around Alem Al Plastic Co.'s own presses, moulds, resin grades and shift pattern. Reason codes, cost rates and report layouts are agreed with the General Manager before go-live and adjusted afterwards on request.

MODULE IMPLEMENTATION

ACCOUNTING & FINANCE OVERVIEW

Accounting built to answer one question the General Manager keeps asking — **which machine and which mould is making money, and which one is losing it** — backed by real posted costs from the shop floor, in Kuwaiti Dinar, not by a month-end estimate.

**Cost Comes From The Floor**

NOT FROM A SPREADSHEET

Production cost is posted from what actually happened on the press — not typed in at month-end. Cost per 1,000 pieces is a posted accounting number you can drill into.

- Real cost of the resin lot issued, landed cost included
- Machine hours at each press's own hourly rate
- Labour charged by shift, to the machine that ran
- Scrap valued at the moment it was produced

**Profit Per Machine & Per Mould**

THE QUESTION THAT STARTED THIS

A P&L view per machine, per mould and per customer part — revenue against material, machine hours, labour, scrap and mould depreciation.

- The loss-making press is visible this month, not next year
- The tired mould shows up as rising scrap and cycle cost
- Each customer part carries its own margin in KWD
- Every figure drills down to the run that produced it

**The Ordinary Accounting, Done Properly**

FULL KWD LEDGER

Everything a plant's books need, running in Kuwaiti Dinar with a multi-level chart of accounts and cost centres per department and press.

- Customer invoicing per delivery / call-off release
- Receivables ageing with credit limit per customer
- Supplier payables, ageing, cheques & post-dated cheques
- Bank, cash, petty cash, journals, trial balance
- P&L, balance sheet, period locking, full audit trail

**Cash View for an Owner-Run Plant**

ONE SCREEN, EVERY MORNING

The GM sees the cash position without asking anyone to prepare it — what is due out against what is coming in, and who is late.

- Cash and bank position in KWD, updated as entries post
- Upcoming supplier payments and cheque due dates
- Expected customer collections on the same timeline
- Overdue follow-up list, oldest and largest first

**Where The Numbers Come From — Nothing Is Typed Twice**

Accounting is fed by the modules that already record the work, so the books match the floor

**Purchase**

Landed lot cost & supplier payables

**Inventory**

Resin, regrind & finished goods valuation

**Manufacturing**

Machine hours, consumption, scrap value

**Sales**

Invoices & revenue per customer part

**Posted P&L**

Per machine, mould and part in KWD

**IMPLEMENTATION NOTE**

The chart of accounts, cost centres and analytic structure are set up around Alem Al Plastic's actual plant — one cost centre per press, one analytic tag per mould and per customer part — so the reports on page 4 work from day one.

FINANCIAL WORKFLOW

One unbroken chain from the imported resin lot to the money in the bank — each step posts a real journal entry, so the cost of a part is never reconstructed after the fact.



What Actually Posts at Each Step EVERY LINE TRACEABLE TO A RUN, A LOT OR A SHIFT

Event on the floor	Accounting effect	Carried on the entry
Imported resin received	Stock valued at invoice + freight + clearance + duty	Lot number, supplier, KWD/kg
Material issued to press	Stock credited, work-in-progress charged at real lot cost	Machine, mould, work order
Run confirmed on the press	Machine hours × press rate and labour by shift absorbed	Cost centre = the press
Scrap & regrind declared	Scrap valued in KWD and charged; regrind credited back	Machine, mould, reason code
Good pieces to store	Finished goods valued at the absorbed cost per 1,000 pcs	Customer part number
Delivery invoiced	Revenue and cost of sales posted together, margin known	Customer, part, mould
Clearing invoice arrives late	Charge allocated back onto the lot it belongs to	Lot number, shipment
Month closed	Machine and mould depreciation posted, period locked	Asset, cost centre



Month-End Without the Guess

CLOSE IN DAYS, NOT WEEKS

Because cost posts as the work happens, closing the month is a review, not a reconstruction. Nobody estimates scrap or machine time after the fact.

- Work-in-progress balance is already correct at any date
- Scrap already valued at the shift that produced it
- Depreciation on machines and moulds runs automatically
- Period locked once closed — no silent back-dated edits
- Accruals and prepayments handled as schedules, not memory
- Last month's figures do not move after they were reported



Collection Side of the Chain

INVOICE TO CASH IN KWD

Invoicing follows the delivery note, so what was shipped is what was billed — and the follow-up list builds itself from the ageing.

- Invoice per delivery or consolidated monthly per customer
- Credit limit checked before the next release goes out
- Cheques and post-dated cheques tracked to clearing date
- Receipts allocated against invoices, partial payments handled
- Customer statement produced on demand, in Arabic or English
- Ageing buckets update the moment a receipt is posted



No double entry

The storekeeper's receipt is the accountant's entry.



No hidden scrap

Scrap is priced at the shift, not absorbed into a total.



No unpriced part

Every part number carries a costed, defensible figure.



No untraceable cost

Any figure opens onto the run that created it.



WORKFLOW NOTE

No step in this chain is manual data entry into accounts. Storekeepers, machine operators and the sales desk each

COST ACCOUNTING & CONTROLS

The part of the system that turns kilos, cycles and shifts into Kuwaiti Dinar — and then checks that number against the price the part was quoted at.



Real Cost Per 1,000 Pieces

A POSTED NUMBER, NOT AN ESTIMATE

Four elements, each taken from the record of the run itself, land on the finished goods value of every part.

Material	Kg issued × the real lot cost in KWD
Machine	Hours run × that press's own rate
Labour	Shift cost against the machines manned
Scrap	Valued at the point produced, regrind credited



Standard vs Actual

IS THE PRICE STILL VALID?

The standard used to quote a part — part weight × resin price, cycle time × machine rate, plus a scrap allowance — is compared against the actual cost of the runs.

- Variance split four ways, so the cause is named
- Re-quote triggered when a resin price move eats the margin
- Standards versioned — the old quote is still auditable

**Material
Price**

**Material
Usage**

**Cycle
Time**

**Scrap
Variance**



Scrap Is a Costed Line

NOT A GUESS AT MONTH-END

Scrap quantity declared on each shift is valued in KWD and charged to the machine, the mould and the reason code that caused it. The regrind recovered is credited back at its own value.

- Reason codes: start-up, short shot, flash, contamination, colour change, mould fault
- Scrap in KWD per machine and per mould, month on month
- Regrind valued separately and consumed at that value
- The mould that quietly costs money stops being invisible



Landed Cost on Imported Resin

THE LOT COST IS THE TRUE COST

Freight, clearance, insurance and duty are allocated onto the received lot — by weight or by value — so every part costed from that lot carries the real number, not the supplier invoice alone.

- Charges added even when the clearing invoice arrives later
- Foreign-currency purchases converted and posted in KWD
- Landed KWD/kg visible per lot, comparable across shipments
- Same lot cost flows into standards, so quotes stay honest



Assets & Controls — Machines, Moulds and the Ledger Itself

Depreciation lands on the same machine and mould the profit is measured on



Machines as Assets

Each press registered with cost, life and depreciation posting to its own cost centre.



Alem-Owned Moulds

Capitalised and depreciated over shots produced or over useful life.



Customer-Owned Moulds

Tracked, insured and counted without being capitalised on the balance sheet.



Period Locking

A closed month cannot be reopened quietly — reported figures stay reported.



Full Audit Trail

Who posted, who changed what, and when — on every single entry.



Cost Centres

Moulding, mould shop, stores, maintenance, admin — overhead lands where it belongs.



COSTING NOTE

Machine hourly rates are set once per press from its power draw, tonnage, maintenance and depreciation, then reviewed yearly — so a 400-tonne press is never costed like a 90-tonne one.

REPORTING & ANALYTICS

Profitability per machine, per mould, per customer part — the three reports the General Manager opens first, built from posted entries so the numbers survive being questioned.



P&L Per Machine

WHICH PRESS EARNS, WHICH PRESS EATS

Every press gets its own monthly profit line — what it produced and sold against everything it consumed to do it.

- Revenue of parts produced, against material, hours and labour
- Scrap cost and depreciation charged to that press
- Contribution per machine hour, ranked across the floor
- Idle and down hours shown next to the loss they explain
- Same press compared month to month, not against a target



P&L Per Mould

THE TIRED TOOL SHOWS ITSELF

A mould that has started running slower or scrapping more stops being a suspicion and becomes a line in the accounts.

- Cost and margin per mould, trended month by month
- Scrap KWD per mould with the reason codes behind it
- Actual cycle time against the standard the price used
- Shots to date against expected life, with depreciation
- Refurbishment spend on a mould against what it earns back



P&L Per Customer Part

MARGIN ON WHAT WAS ACTUALLY SOLD

Selling price against real cost for every part number and every customer — including the ones being made below cost since the last resin move.

- Margin in KWD and % per part, per customer, per month
- Loss-making parts listed first, with the variance cause
- Customer-level profitability across their whole part range
- Price-review list when standard cost drifts past a threshold
- Margin before and after a resin price move, side by side



Cash, Receivables & Payables

THE OWNER'S MORNING SCREEN

Alongside the statutory P&L, balance sheet and trial balance, the practical view of what is owed and what is coming.

- Receivables ageing by customer against their credit limit
- Supplier payables ageing with cheque and PDC due dates
- Cash-flow position: payments due against collections expected
- Overdue follow-up list, and this month against last month
- Petty cash and bank reconciliation kept current, not chased



The Standard Set, Always Available

ANY DATE RANGE, ANY COST CENTRE, EXPORTABLE

Profit & Loss

Total or per cost centre

Balance Sheet

Assets, stock, moulds

Trial Balance

Drill-down to entry

Cash Flow

In, out and forecast

Partner Ledgers

Customer & supplier



Profitability Per Machine, Per Mould, Per Customer Part

The headline figures on the GM's dashboard the moment he logs in — all in KWD, all posted

KWD

Cost / 1,000 pcs

Actual, per part and per run

KWD/hr

Contribution / Machine Hour

Presses ranked best to worst

%

Scrap Cost Ratio

Valued scrap over production cost

%

Gross Margin / Part

Price against posted actual cost

Days

Collection Days

Invoice to money in the bank



REPORTING NOTE

Every figure on these reports drills through to the journal entry, the work order and the shift that created it — and exports to Excel when the GM wants to take it apart himself.

ADDED VALUE & INTEGRATION

Accounting is only as true as what feeds it. Every number on the previous pages arrives from a module where somebody already did the work — nothing is re-keyed, nothing is invented.



From Purchase

LANDED LOT COST & PAYABLES

The buyer raises the order and the storekeeper receives it — accounting picks up the cost and the liability from the same documents.

- Three-way match: order, receipt, supplier invoice
- Freight, clearance and duty allocated onto the resin lot
- Payables and ageing built from the invoices, not a list
- Foreign supplier invoices converted and posted in KWD
- Price paid per supplier per lot, comparable over time



From Inventory

STOCK & REGRIND VALUATION

Stock value in the balance sheet is the stock in the store — the two cannot drift apart because they are the same records.

- Resin, masterbatch, regrind and finished goods all valued
- Lot-level valuation, so the right cost is issued every time
- Stock count differences posted with a reason, not absorbed
- Slow-moving and dead stock visible in KWD, not just in kilos
- Finished goods held for a customer valued at real cost



From Manufacturing

HOURS, CONSUMPTION & SCRAP

This is the link that makes the whole thing work — the shift record on the press becomes the cost of the part, automatically.

- Machine hours per work order at the press's own rate
- Material consumed by lot, charged at real landed cost
- Scrap and regrind valued with machine, mould and reason
- Labour by shift, allocated to the machines actually manned
- Mould changeover and downtime costed, not written off silently



From Sales — and Built for Kuwait

REVENUE PER PART, LEDGER IN KWD

Invoices carry the customer part number, so revenue meets its own cost — and the ledger runs the way a Kuwaiti plant actually trades.

- Invoice per delivery or call-off release, revenue by part
- Kuwaiti Dinar base with 3-decimal fils precision throughout
- Cheques and post-dated cheques handled as they are used here
- Arabic and English documents, and an audit trail an auditor accepts
- Access by role — the GM sees everything, the clerk sees his desk



What Changes for Alem Al Plastic BEFORE AND AFTER, IN PLAIN TERMS

Question	How it is answered today	How it is answered after
What does this part cost?	A spreadsheet estimate, updated when someone remembers	A posted cost per 1,000 pieces from the actual runs
Is this press earning?	A feeling, argued about at the end of the year	A profit line per machine, every month, in KWD
How much scrap did we make?	A kilo figure with no price attached to it	A KWD cost by machine, mould and reason code



One Chain, One Set of Numbers — Resin In, Profit Out

Each module hands the next one a costed fact; accounting is the end of the line, not a parallel record



Purchase

Resin lot received with landed cost



Inventory

Lot valued and issued at its true cost



Manufacturing

Hours, labour and scrap absorbed to the run



Sales

Delivery invoiced per customer part



Accounting

Profit per machine, mould and part in KWD



DEXOR — SYSTEMS WITH SOULS

This module is configured for Alem Al Plastic Co. — its presses, its moulds, its resin suppliers and its customers. The accounts are set up so that within the first closed month the General Manager can see which machine and which

INVESTMENT & MILESTONES

Odoo 18 ERP for plastic injection moulding — three milestone installments, each released against delivered work

TOTAL NET INVESTMENT

9,500 KWD

3 milestone installments • 40% / 30% / 30% • you pay only for what you receive

PAYMENT MILESTONES



ON SIGNING

40%
3,800 KWD

Kickoff, team allocation, discovery on the shop floor



CONFIGURATION COMPLETED

30%
2,850 KWD

Moulds, resin lots and shift scrap capture configured and demonstrated



GO-LIVE

30%
2,850 KWD

Plant running live on the system; 12 months support starts



PROJECT TIMELINE

8–12 Weeks — Kickoff to Go-Live, then 12 Months Support

Weeks 1–2

Discovery & Data

Parts, machines, moulds, resins, opening stock

Weeks 3–5

Configuration

Mould register with cavities & shot counter + resin lot setup

Weeks 6–7

Scrap Capture Setup

Machine & shift entry with reject reason codes at the press

Weeks 8–10

Training

Supervisors, store, accounts and the GM — hands-on

Weeks 10–12

Go-Live

Live production, daily numbers the next morning

After Go-Live

12 Months Support

Included — then 20% annual maintenance

INSTALLMENT 1 — 40%



On Signing

3,800 KWD

Releases the team. Discovery on the floor: every press, every mould, every resin grade and the part list are collected and loaded.

INSTALLMENT 2 — 30%



Configuration Completed

2,850 KWD

Due only after the mould register, resin lot traceability and shift scrap capture are demonstrated working on your own data and accepted.

INSTALLMENT 3 — 30%



Go-Live

2,850 KWD

Due when the plant is running live on the system and the first shift reports come out the next morning. 12 months support starts here.



You pay only for what you receive. Each installment is released against a delivered, accepted milestone — nothing is invoiced in advance of work you have not seen running.

SCHEDULE & TERMS

Three installments, three triggers – nothing due until the milestone is delivered and accepted

MILESTONE	DESCRIPTION	AMOUNT KWD	%	TRIGGER
1. On Signing Week 0	Project kickoff, team allocation, plant discovery: press list, mould list with cavity counts, resin grades and suppliers, part master and opening stock.	3,800	40%	Signature of the agreement.
2. Configuration Completed Weeks 3–7	All six modules configured: mould register with cavity count, owner, location and live shot counter; resin lot traceability from supplier lot to delivery note; scrap capture per machine per shift with injection reject reason codes.	2,850	30%	Configured system demonstrated on Alem Al Plastic's own data and accepted in writing.
3. Go-Live Weeks 10–12	Training of supervisors, store, accounts and management; cut-over to live production; first live shift reports and scrap-per-machine figures produced. 12 months of support begins.	2,850	30%	System live in production and accepted.
TOTAL NET INVESTMENT		9,500	100%	Currency: Kuwaiti Dinar (KWD)

COMMERCIAL TERMS

 NAMED USERS 25 included	 IMPLEMENTATION 8–12 weeks	 SUPPORT 12 months included
 ANNUAL MAINTENANCE 20% thereafter	 PAYMENT TERMS 15 days from issue	 CURRENCY KWD

NOTES

-  1. You pay only for what you receive. Each installment is released against a delivered, accepted milestone.
-  2. Whatever the plant genuinely needs gets built. Anything we and Alem Al Plastic agree is essential for a plastic injection moulding plant will be added, developed and implemented upon request.
-  3. 25 named users are included. Additional users can be added later at the prevailing rate.
-  4. 12 months of support is included from go-live. Annual maintenance thereafter is 20% of the implementation value.
-  5. Invoices are payable within 15 days of issue. All amounts are in Kuwaiti Dinar (KWD).

 BANK DETAILS FOR TRANSFER

Beneficiary: _____
Account No.: _____
SWIFT / BIC: _____
Bank details will be confirmed on the signed agreement and reproduced on every invoice.

Bank Name: _____
IBAN: _____
Currency: KWD