



**ANALYSIS &
INFORMATION SERVICES**

Expert Automation with Integrity

**Flexible Accounting &
ERP Software Solutions**

AIS Quality Management for AccountMate

Comprehensive quality control automation—for companies that can't afford to make mistakes with their high-end products and customers

For compliance required by law and those who want to offer higher quality

- ☑ ISO standards
- ☑ Government regulations and safety standards
- ☑ Industry compliance standards
- ☑ Your customer's unique quality standards
- ☑ Your own unique quality standards



Is it possible to eliminate poor quality?

When the cost of failure is astronomical, manufacturers with premium, complex or custom products seek to streamline processes. Maintaining a high level of quality control is imperative to prevent things from failing:

- ▶ Project management for manufacturing and professional field services
- ▶ Products with compliance requirements such as ISO, safety, packaging, ingredients, raw materials, and other quality standards
- ▶ Pharmaceuticals and medical equipment
- ▶ Food
- ▶ Aircraft
- ▶ Precision equipment

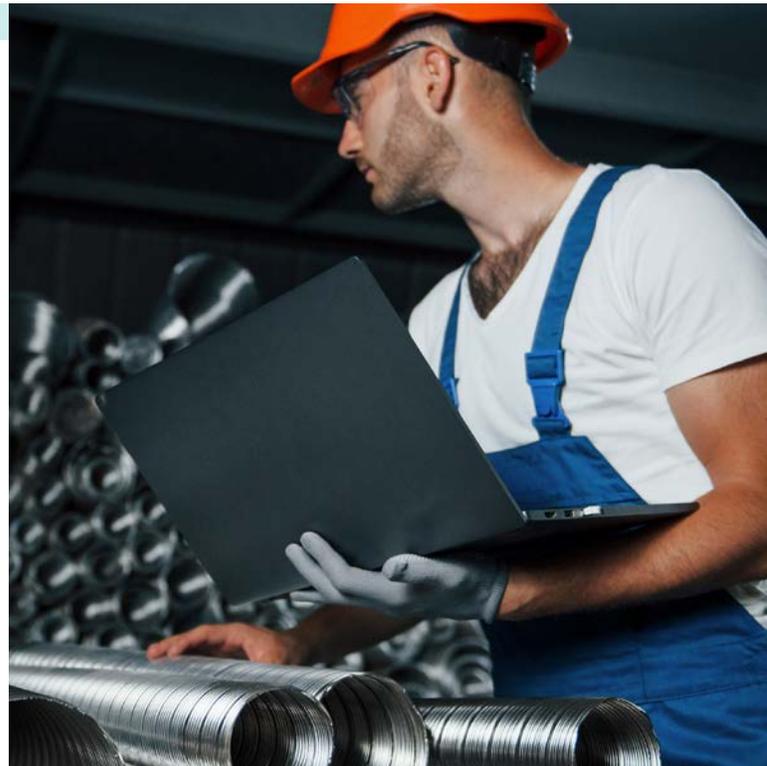
Ensure that your people and your products adhere to your quality standards every time, by building in due diligence for quality control at every step in your workflow with AIS Quality Management.

Bring your failure rate close to zero

- ▶ Document clearly defined quality standards
- ▶ Assign user testing requirements at the user, task, and department levels
- ▶ Automatically deliver user testing and assessment to assure quality
- ▶ Audit adherence to quality controls and get alerts of non-conforming and recurring issues

AIS Quality Management lets you automate your quality controls so that you consistently meet your standards. You'll keep your entire company running on your most current standards, even as your requirements change in response to your company growth and your marketplace changes.

Manage consistent, 100% compliance with your latest quality standards



Maintain higher profit margins by delivering consistent high quality

When quality is critical to your customer but your company gets something wrong, it can mean losing the entire account, not just one order. If this happens with multiple customers, you can lose the trust of your current and potential customers.

In contrast, it's valuable to your customer when you can easily and reliably meet stringent quality standards, and you can provide documentation to prove that you've done it. You can increase your pricing with higher margins in return for that value.

Your focus on quality increases the value to your customer and differentiates your offerings. You can be more competitive when your premium product is part of a quality assurance regime with consistent standards and higher quality attributes.



How AIS Quality Management works

Only certified users can access your systems each day

AIS Quality Management serves as the gateway to access to your critical systems—AccountMate and other software, databases, reports, records, machines on the plant floor, and more.

Employees and users cannot log in to begin work—they're locked out if they haven't passed the current test that certifies their knowledge of the quality standards associated with that system.

Any update to your quality standards triggers new training and testing for re-certification before users can re-access the system

When a quality standard is updated or added, the next time the user logs in, they'll immediately be redirected to training to learn what's new, then take a test. They must pass the test before being allowed system access to begin work.

Use AIS Quality Management to define and track all details of your quality controls

Quality standards documents

- ▶ Define your quality standards in documents to govern user access to each system
- ▶ Assign training requirements to each quality standards document

Quality standards training

- ▶ Develop course materials to teach the quality standards
- ▶ Publish electronic and hand-written tests to assess knowledge of the quality standards
- ▶ Deliver the tests and document results
- ▶ Expedite individuals to test to accommodate personnel shortages, outages and overtime, finding the best match of skilled labor for daily duties

Quality management status assessment

- ▶ Report a list of users who accessed, tested, need to test, are in training, or completed various training
- ▶ Report on training dates, start and due dates of testing, the length of time users spend in training, and test results
- ▶ Report by document, by user, and by department

Any level of project complexity is supported

For example, a company in the medical packaging industry uses AIS Quality Management to manage their 150-step quality process for how to dispose of garbage safely.

Another manufacturer with AccountMate uses AIS Quality Management to update and re-certify buyers regularly to ensure that raw materials they're purchasing meet the newest compliance standards.

By controlling which operators are allowed into the technology, you ensure 100% compliance on existing and updated processes.

Get your quality controls built in

- 1** The best way to achieve consistent high quality is to integrate it into the financial and ERP software that drives your company.
- 2** Get quality management checks inserted every place you want them, from your sales orders to purchasing, manufacturing, delivery and more.
- 3** AccountMate's inherent flexibility is ideally suited to allow quality checks specific to your company—even for the most sophisticated, optimized workflows.
- 4** AIS Quality Management plugs into AccountMate, providing a wide range of common quality management tools. Use it as is, or have it customized to include your company's unique quality checks now and as your company evolves.

"It's more cost efficient to do it right than to get it wrong."



Automate audits to ensure that all quality standards are met

Know immediately when something has failed

AIS Quality Management can alert you as soon as an action is taken that veers from your quality standards. You define who gets alerted, in what circumstances.

You see close-up when things go wrong. By spotting and identifying problems quickly, you can pinpoint errors and ensure they are responded to or alleviated before the order or service is delivered.

“When we do this, we do it like this every time: Step 1, Step 2, Step 3.”



Schedule recurring audits

Base your quality audits on employee, machine, process, department, customer, product, or other criteria. For example, you could schedule audits based on the experience level of the employee; or based on recurring cycles in your sales or operations.

Set up targeted audits after something goes wrong

Suppose you get a product return from your customer after they noticed a mistake, and the item in question came from one batch of product. AIS Quality Management lets you take corrective action, such as assuring your customer that you'll automatically audit all their orders before they ship for the next two months and provide documentation so they can trust that you've addressed the problem.

If you're printing a product label but the ink smeared, that's a failure. Once you identify whether the problem was the machine, the operator, the ink, the paper, etc., you can set in motion an updated compliance document and ensure all workers on that team are trained and audited with results sent to you.

If you failed something last week, turn on an audit to watch over that process with a scheduled daily check by a supervisor every 2 hours, or other specified action and time.

The system is quite flexible. Whatever you want to monitor for quality can be automated like this.

When it's mission-critical for you to manage quality

Do you serve a market of high-end customers who require high-precision products and services?

If so, AIS Quality Management for AccountMate delivers a very strong ROI to your bottom line. It will empower you to manage any or all areas of your business to a high level of quality to meet your market's needs, comply with regulations, and differentiate your company from the competition.

Let's begin a conversation about automating your quality management.

AIS: A technology partner that lowers your cost and risk



AIS uses software to build a system that allows people to respond to what happens in their business in a way that's designed to be easily modified.

Our experts first listen to people at all levels of the company before designing a solution. They compare current processes to what they could be, mapping business pains to positive solutions. That assessment is the human part.

With this personalized assistance, plus flexible technology, companies can have their wish lists fulfilled. Low cost and high impact changes bring high-value benefits. You have more time to implement growth opportunities and explore what else your company is capable of.

Modular tools are available that snap-in, if and when they're needed. A flexible system lasts for decades. Many of our clients were burned by previous mid-tier or high-end solutions that cost them millions and never produced a positive result. With AIS, people soon discover that they can stop hesitating and start moving their business forward—and faster. Together we can quickly implement powerful changes and innovations with a very high return on your investment.

People don't expect it, but once they see what's possible, they generate business ideas on a higher level. Let's start a conversation about your custom automation solution.

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Please [click here](#) to schedule a 30-minute consultation with AIS