

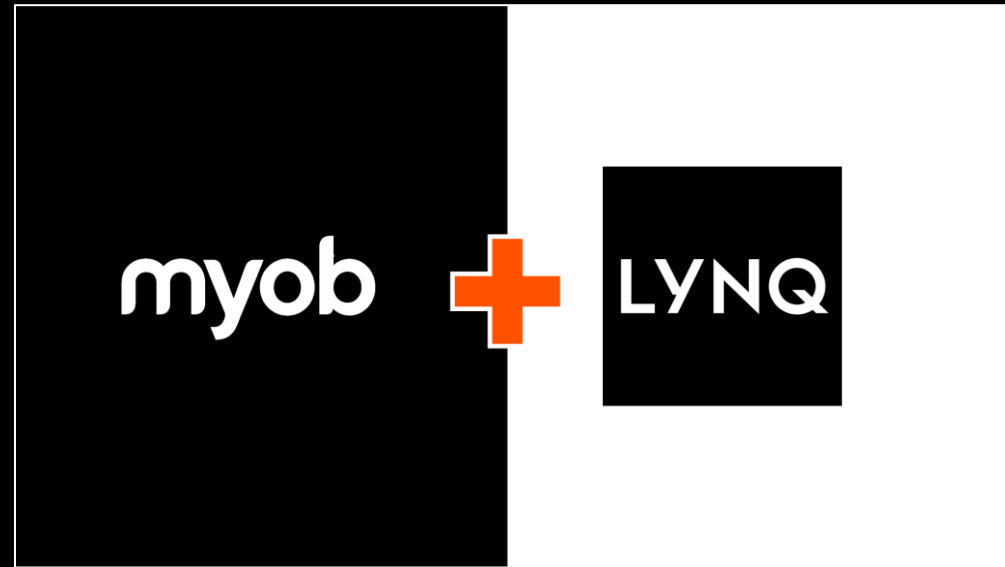
Over the next decade, **forward-thinking** businesses will transform themselves through connectivity, data, automation and an increasingly sophisticated workforce. They will look to their **partners** to provide them with the technology.

LYNQ

Transforming
manufacturing **together**

Plug-and-play manufacturing execution system (MES)
software for **MYOB Advanced**.

- **Company Overview** (5 mins)
- **Demonstration of LYNQ | MES for MYOB Advanced** (25 mins)
- **Partnering with LYNQ | Licensing, Pricing and Partner Program** (15 mins)
- **Q & A** (15 mins)

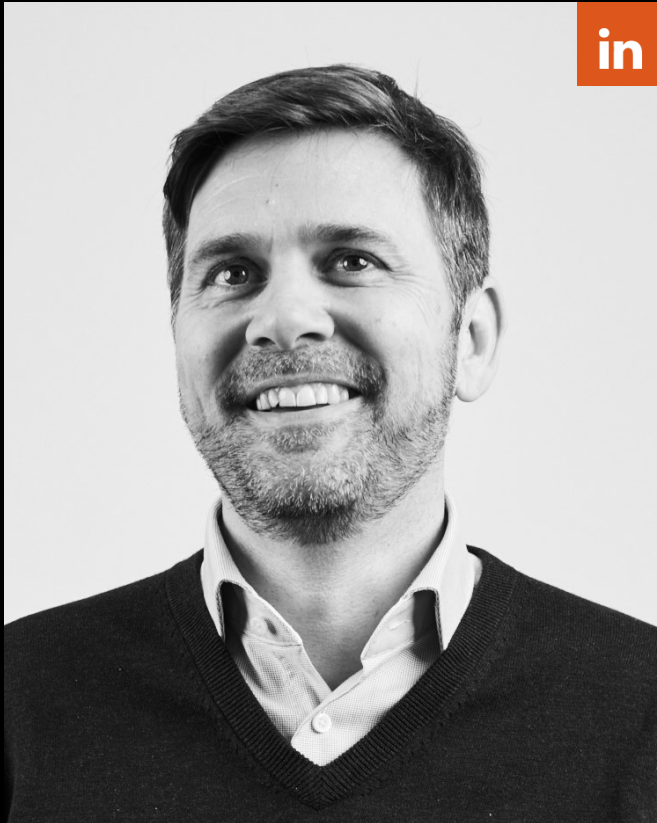


■ Introducing LYNQ

Company Overview

About our CEO

LYNQ



Mark Gregory
CEO

25 years experience

C-level manufacturing experience in Engineering, Industrial Equipment and Medical Device industries within publicly listed companies (LSE: SPX | NASDAQ: TRIB). With a passion for outstanding design and product quality, Mark leads LYNQ's initiative to provide affordable, high return MES software.

Email: mark.gregory@lynqmes.com

LinkedIn: <https://www.linkedin.com/in/mark-gregory-7b890414/>

Manufacturing Execution System (MES)

What is a MES?

A fully integrated, bi-directional, closed loop, **planning** and **production** system which...

...accelerates **digital transformation** and automation initiatives to achieve **delivery**, **quality** and **financial** goals



Source: IEC62264-3 Generic activity model of manufacturing operations management

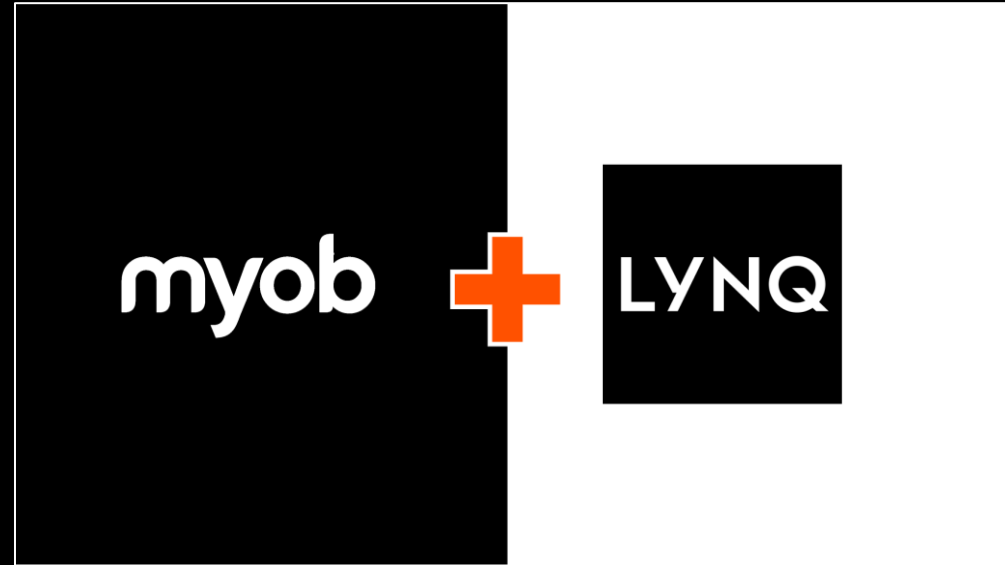
A single, **planning** and **production** solution to **digitalise** and drive factory performance

Our customers

- Manufacturing businesses with USD\$5 million+ turnover
- Between 50-1000 employees and/or machines
- Job shop, batch production or production line environments (or mix of these)
- Forward thinking and have a continuous improvement program planned or in progress

Business challenges

- Must adapt and digitalise to thrive or survive
- Must be able to measure their business to improve
- Must have an integrated solution that keeps pace with technology and can scale with their business
- Must increase efficiency, productivity and profitability to remain competitive

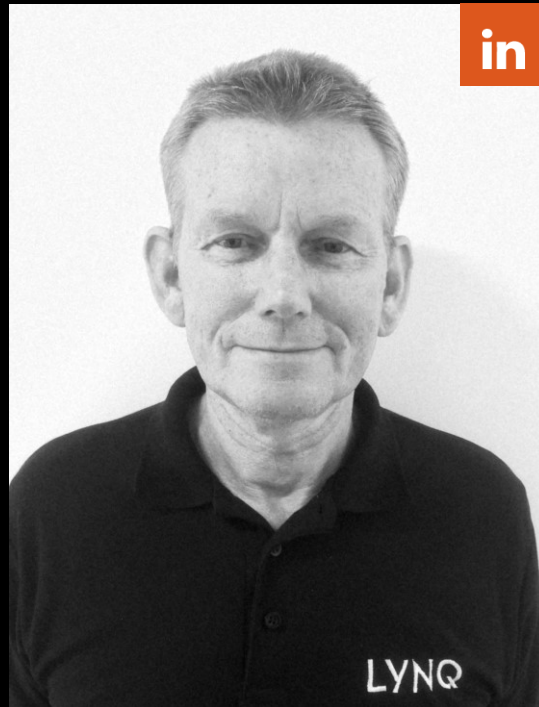


■ Demonstration

Demonstration of LYNQ | MES for MYOB Advanced

About your presenter

LYNQ



Mark Senior
Regional Manager (APAC)

35 years experience

Specialist local knowledge of Australia, New Zealand, East Asia and South Asia coupled with an extensive background in engineering and finance including ERP and MES solutions experience.

Email: mark.senior@lynqmes.com

LinkedIn: <https://www.linkedin.com/in/mark-senior-cpa/>

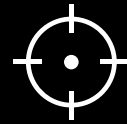
LYNQ | MES for MYOB Advanced

LYNQ



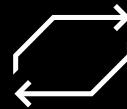
Plan

Visual scheduling of resources with **online plans** and interactive **job lists**.



Track

Real-time **data collection** and **tracking** of employees, equipment and jobs.



Automate

Automatic data capture from **machines** and other devices.



Analyse

World-class factory **performance analysis** with **loss visualisation**.



Optimise

Paperless shop floor with **downtime alerts** and collaborative **messaging**.

One product. All the features.

LYNQ

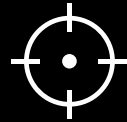


Plan

Effective scheduling of resources with online plans and interactive job lists.

Core features

- Resource management
- Detailed scheduling**
- Materials planning**
- Finite capacity planning**
- Online production plans**
- Interactive job lists

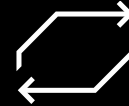


Track

Real-time data collection and tracking of employees, equipment and jobs.

Core features

- Configurable terminals**
- Job management
- Materials management
- Time and attendance**
- Real-time tracking
- Performance monitoring
- Supervisory control



Automate

Automatic data capture from machines and other devices.

Core features

- Machine connectivity**
- Automatic data collection
- Human machine interface
- Data management



Analyse

World-class factory performance analysis with loss visualisation.

Core features

- Factory performance**
- Employee performance
- Equipment performance
- Product analysis
- Loss visualisation**



Optimise

Paperless shop floor with downtime alerts and collaborative messaging.

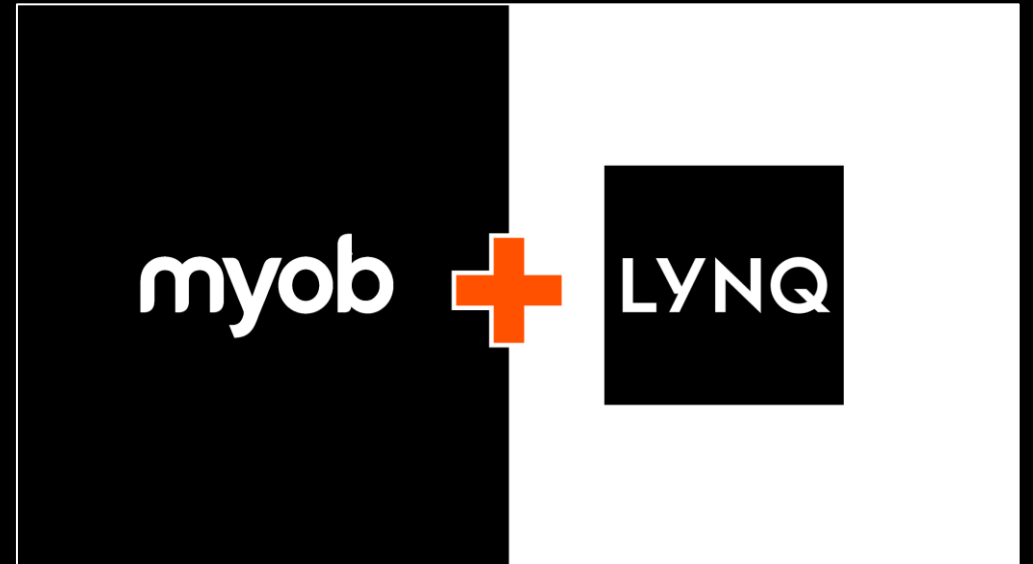
Core features

- Instant messaging
- Configurable alerts**
- Issue management
- Paperless shop

Your business. Connected.

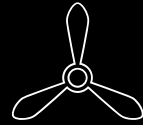
LYNQ

- **Plug + play with MYOB Advanced**
Certified integration with 2020.6 and above
- **Connect with Machines**
140+ industrial drivers to automate data collection
- **Integrate with other Applications**
Simple webhooks make it easy to connect
- **Customise with Microsoft Power Platform**
Build your own apps, reports and much more...

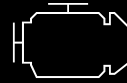


Built for industry

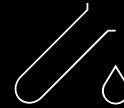
Flexible configuration options designed to support both **process** and **discrete** based manufacturing industries operating **job shop**, **batch** production or production **line** environments



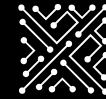
Aerospace



Automotive



Chemicals



Electronics



Food & Beverage



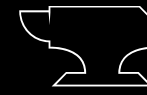
Glass & Ceramics



Life Sciences



Industrial Equipment
& Machinery



Metal
Fabrication



Offsite
Construction



Oil & Gas



Paper &
Paper Products



Plastics
& Rubber



Printing
& Media



Textile & Clothing

Benefits

LYNQ

Job shop

Custom product / one off

Design > Calculate > Quote > Source > Make > Deliver

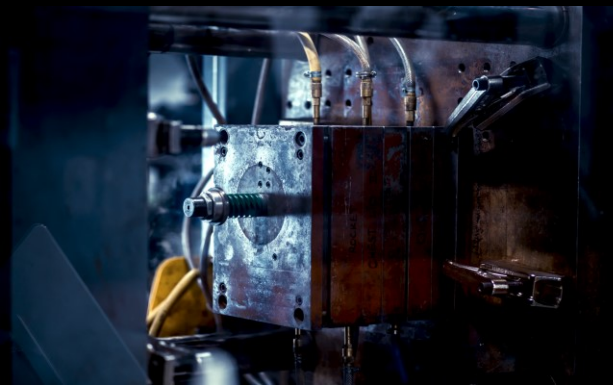


- **Capable to Promise** – ability to determine the delivery date of a potential orders by overlaying them on the existing plan
- **Accurate job costs** – ability to collect data easily and accurately to determine accurate job status and costs for margin and/or profit analysis
- **Employee utilisation** – ability to analyse and make best use of high cost, skilled employees (OLE)

Batch production

Moderate product mix / moderate volume

Plan > Source > Make > Deliver



- **Scheduling** – effective batch scheduling and changeover optimisation to minimise planned downtime for increased productivity and faster delivery
- **Margin analysis** – planned vs actual variance analysis to identify and eliminate production loss for improved cycle times and product margins
- **Resource utilisation** – ability to analyse and improve returns and output from investments in equipment and employees (OLE & OEE)

Production line

High product volumes / low mix

Plan > Source > Make > Deliver



- **Line monitoring** – real time analysis with automated data collection and management alerts to increase efficiency and productivity
- **Six Big Loss** – analysis and instant notification of breakdowns, adjustments, minor stops, slow running and startup and production rejects
- **Equipment utilisation** – ability to analyse and make best use of high investments in machinery and infrastructure (OEE & TEEP)

Why invest in LYNQ?

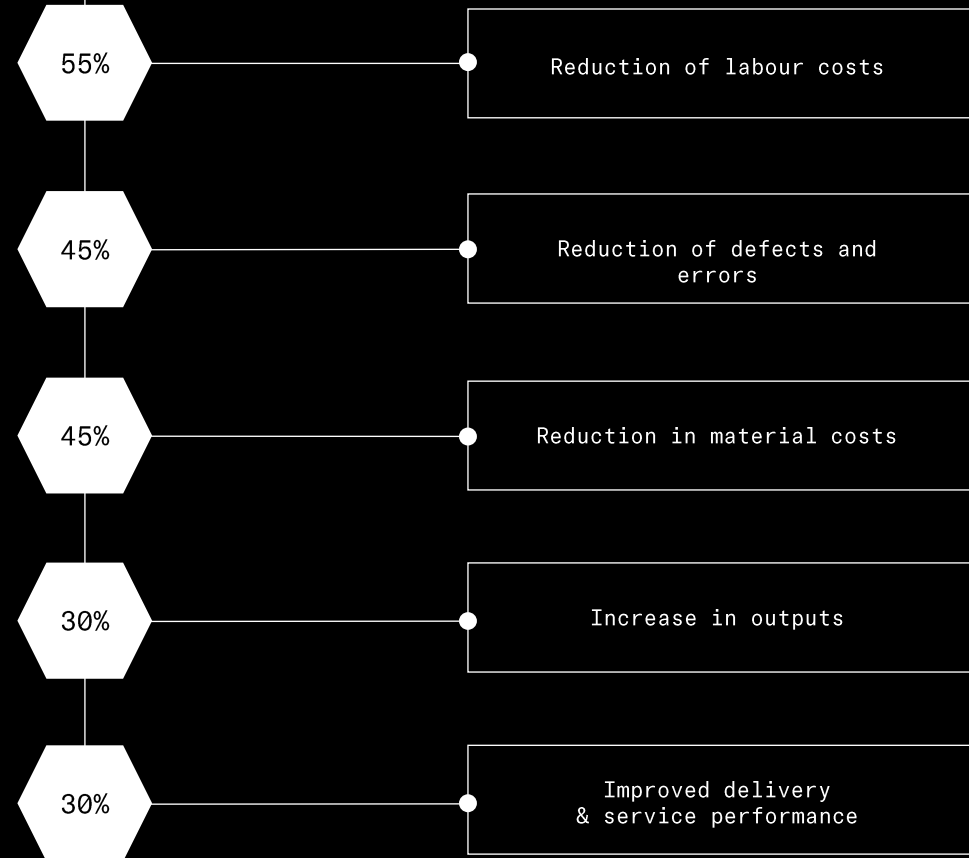
The impact of factory automation and digitalisation using LYNQ to drive resource effectiveness is significant. Here are just some of the benefits our customers realise...

What our customers say...

“LYNQ delivered one of the best training experiences I have ever had in 30 years of manufacturing. The attention to detail, thoroughness, and accuracy brought to the table was wonderful.”

Ed Hanrahan, Bodypoint, Vice President Operations

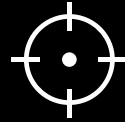
Reference and case studies available upon request



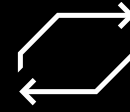
Differentiate with LYNQ



Plan



Track



Automate



Analyse



Optimise

One solution

Optimise manufacturing workflow by integrating your **planning and production** activities with an all-in-one solution.

Fast payback

Typical ROI in **less than six (6) months** from an increase in the effectiveness of the resources being managed.

Quick to deploy

Rapid, fixed priced implementation in less than 12 weeks. **Assisted evaluations** available upon request.

Configurable

Sophisticated, next-generation web-based technologies, **easily configured** for any industry and any device, providing any time access.

Insightful

Gain instant insight with out of the box, **world-class performance** analysis and loss visualisation of your employees and equipment.

Machine connectivity

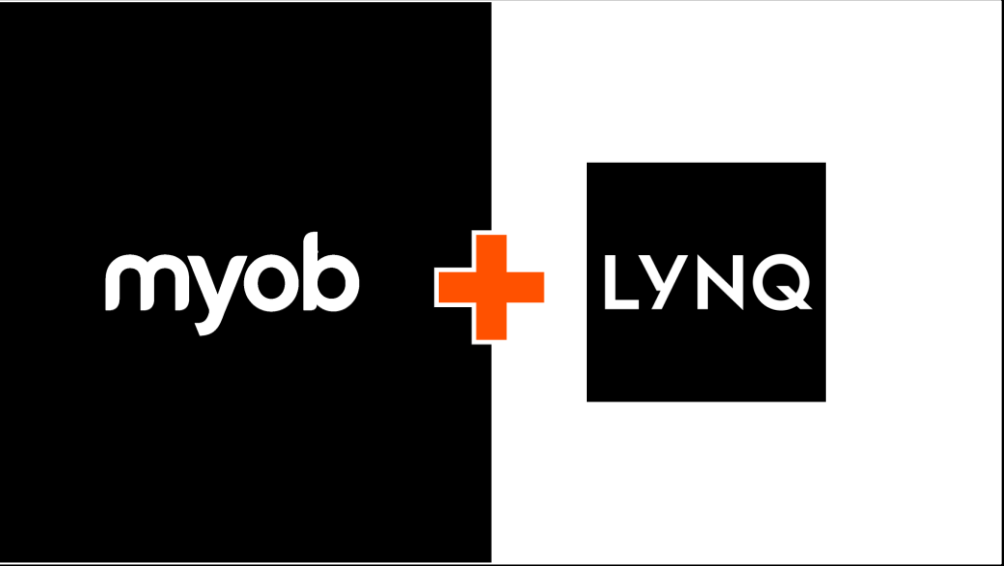
Automate data capture from your machines and other devices with more than **140 drivers** to the most common PLC/IO devices supporting Industry 4.0.



Your business. Understood.

Effective resource management to increase efficiency, productivity and profitability.

 [Watch a demo of LYNQ | MES for MYOB Advanced \(30 min\)](#)



■ Partnering

Transforming manufacturing together

Win new business and retain customers to drive your growth.

LYNQ

Retain customers

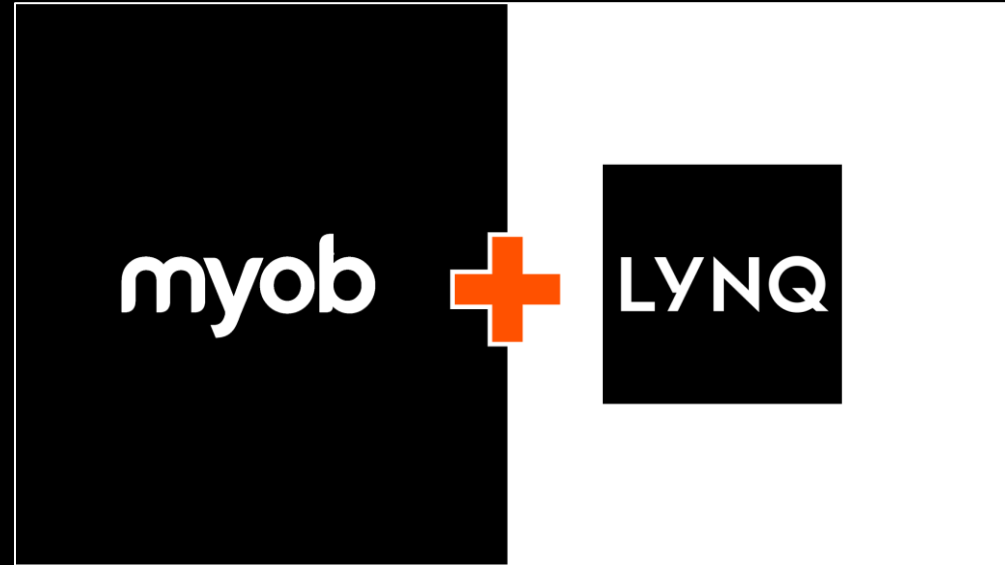
Retain customers by extending and enriching their existing system with a configurable, MES software solution that can be deployed in less than 12 weeks and provides a return in just 6 months.

Grow your base

Grow your customer base with a partner program that provides you with the right tools, enablement and software access to win new business and drive growth, fast.

Increase revenues

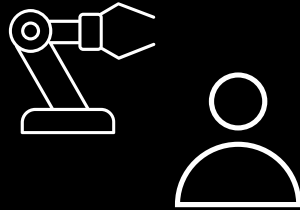
Increase software revenues by earning a percentage on sales. Grow your service revenues with implementations. Add new revenue streams with consultancy from factory automation projects.



■ Licensing

Simplicity and choice for our customers

LYNQ is licensed by **named resource**. Your license supports **unlimited users** and **unlimited terminals**.



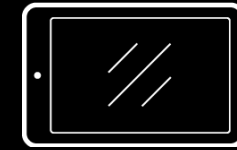
Named Resource

A named resource license is required for any manufacturing employee, machine or work centre that you wish to plan, track, automate or analyse to optimise their effectiveness.



Unlimited Users

A user is a management or administrative employee that is not directly involved in the production process for whom scheduling and performance analysis is not required.



Unlimited Terminals

A terminal is a mobile or tablet device that is used for data collection and/or management purposes. Terminals may be used by an individual or shared between a group of workers.

LYNQ can be deployed **on premise** or in a **private cloud**. You may purchase the **software only** (perpetual or subscription) or **software as a service** (SaaS).



On Premise



Private Cloud

Software Only

Lifetime

Provides perpetual rights to use the software, meaning you own the licenses and can continue to use the software after the term of the agreement.

To keep your software up to date and supported, you are required to pay Annual Maintenance and Support Fees charged at 20% of the software list price.

Subscription

Provides non-perpetual rights to use the software, meaning you can use the software only during the term of the agreement secured by periodic payments.

This model lowers your initial licensing costs and provides the flexibility to increase or decrease the number of resources with each subscription.

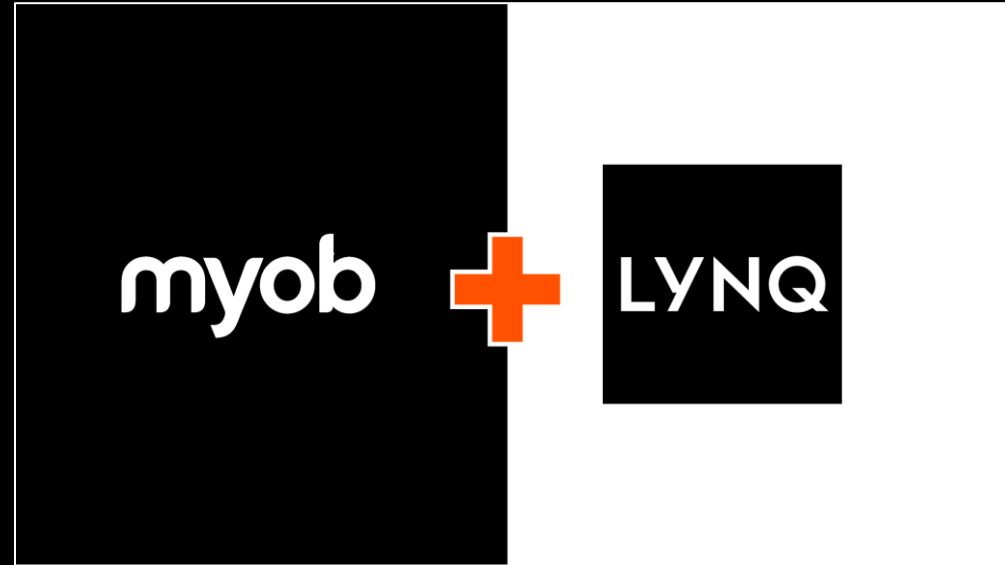


Cloud Services

Infrastructure-as-a-Service (IaaS) offering providing optimised performance of the software without the hassle of securing, managing and maintaining networks and servers.

Cloud Services is available as an add-on to the purchase of a LYNQ MES software subscription.

Software as a Service (SaaS)



■ Pricing

Subscription, SaaS and Earning Potential

Pricing and ROI Examples (AUD)

Manufacturers running LYNQ MES benefit from an **increase in the effective of their resources** ... helping to achieve delivery, quality and financial goals.

Number of Resources	Subscription – On Premise / Hosted (Per Resource Per Month AUD)	SaaS – Private Cloud (Per Resource Per Month AUD)	Savings ** (Per Month AUD)	ROI (months) SaaS
10	\$70	n/a	\$3,600	6 months
25	\$49	\$137	\$9,000	4 months
50	\$42	\$103	\$18,000	3 months
100	\$24.50	\$69	\$36,000	2 months
200	\$15.75	\$43	\$72,000	1.5 months

*Subscription and SaaS billed annually – 36 month term applies.
 **Quick Start Services additional at \$14,000 fixed (up to 50 resources)

**savings based on 5% gain in resource effectiveness at an average labour / machine cost rate of \$45 per hour.

Earning Potential Per Subscription (AUD)

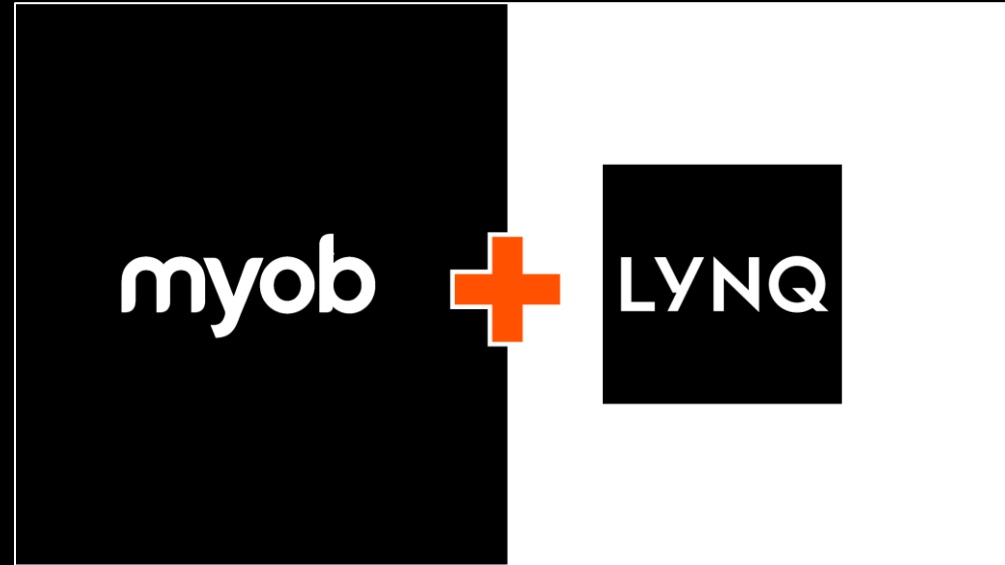
Manufacturers running LYNQ MES benefit from an **increase in the effective of their resources** ... helping to achieve delivery, quality and financial goals.

Number of Resources	Subscription – Software Only (Per Resource Per Month AUD)	SaaS – Private Cloud (Per Resource Per Month AUD)	Implementation Services (Fixed Price AUD)
10	\$8,400 per year	n/a - minimum 25 resources	\$14,000
25	\$14,700 per year	\$41,300 per year	\$14,000
50	\$25,200 per year	\$62,300 per year	\$14,000
100	\$29,400 per year	\$83,300 per year	\$28,000
200	\$37,800 per year	\$104,300 per year	\$56,000

*Subscription and SaaS billed annually – 36 month term applies.

BRONZE 20%	SILVER 30%	GOLD 40% + services
\$1,680 per year	\$2,520 per year	\$17,000 (\$3,360 per year)
\$2,940 per year	\$4,410 per year	\$19,880 (\$5,880 per year)
\$5,040 per year	\$7,560 per year	\$24,080 (\$10,080 per year)
\$5,880 per year	\$8,820 per year	\$39,760 (\$11,760 per year)
\$7,560 per year	\$11,340 per year	\$71,120 (\$15,120 per year)

**Partner earning potential based on a single subscription sale (i.e. software only)



■ Partner Program

Transforming manufacturing together

Partner Program

No fees and hassle free.

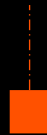
LYNQ

Receive an invitation to SILVER
when you register ten (10) sales
accepted leads (SAL)

Receive an invitation to GOLD
when you close six (6) deals
within a twelve (12) month period



Bronze



Silver



Gold

Referral Agent

Earns commissions by introducing LYNQ and assisting with the sale.

20% software license fees

10% annual license fees

0% implementation services

Approved Sales Partner

Earns a percentage of software sales by marketing and selling LYNQ.

30% software license fees

20% annual license fees

10% implementation services

Certified Solution Provider

Earns a percentage of software sales by marketing and selling LYNQ plus service revenue from implementations and consultancy.

40% software license fees

30% annual license fees

100% implementation services

INTRODUCE

Learning Path

Role: Sales & Presales

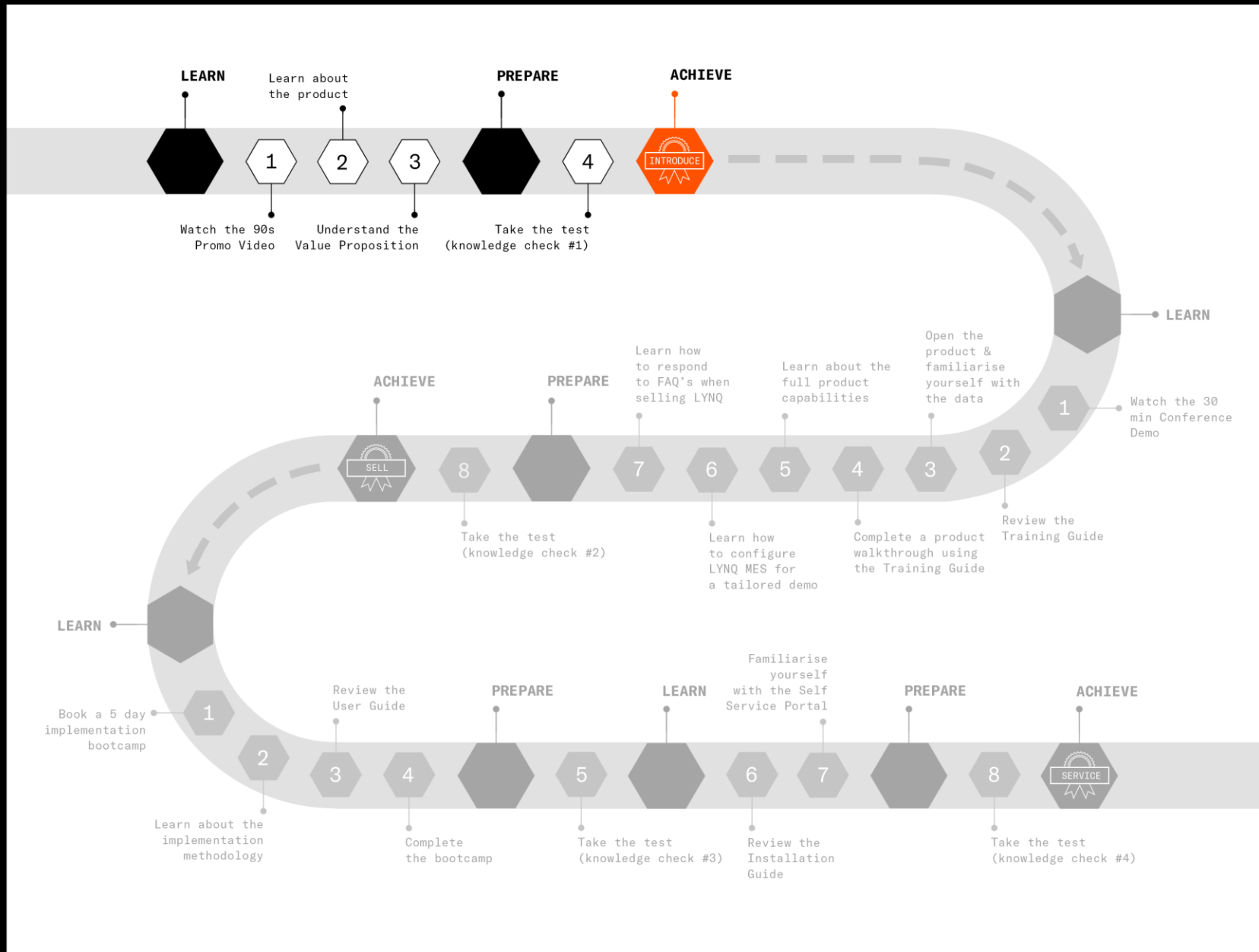
Hours: 2+

Knowledge checks: 1

Summary

1. Complete the self-paced Course#1 (introduce) via the Partner Portal and pass the knowledge check.
2. Sign the partner agreement.

LYNQ Bronze Partner.



Now that you are a certified LYNQ Bronze Partner you can earn commissions by:

- Working with our marketing team to run cooperative campaigns to generate demand.
- Registering leads via our website to ensure you are recognised for the sale.
- Supplying any additional information reasonably requested in relation to the lead.
- Assisting in making contact with the prospect by arranging an introduction, meeting, conference call or other means of communication.

SELL

Learning Path

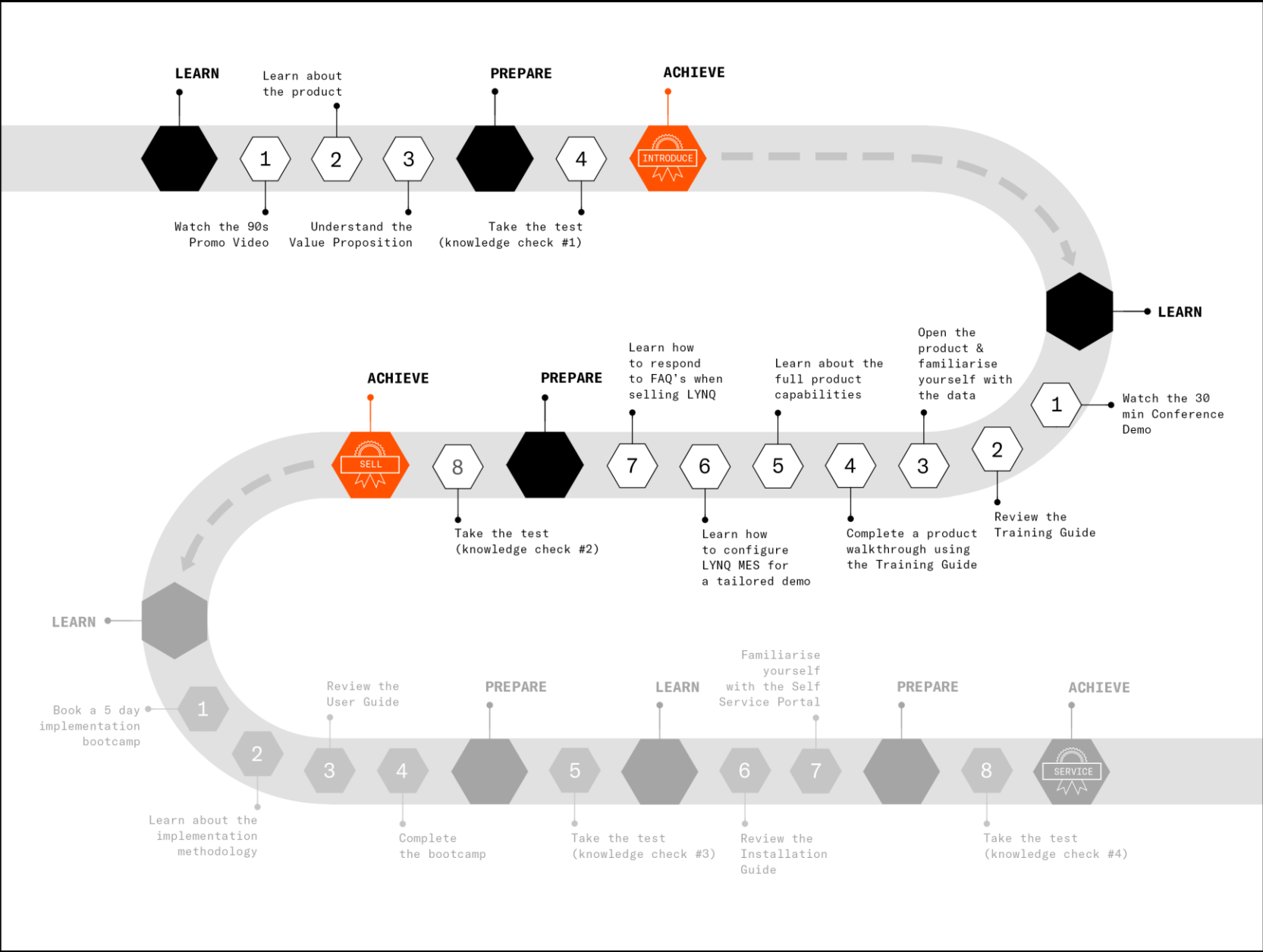
Role: Sales & Presales

Hours: 12+

Knowledge checks: 2

Summary

1. Complete the self-paced Course#1 (introduce) via the Partner Portal and pass the knowledge check.
2. Complete the self-paced Course#2 (sell) via the Partner Portal and pass the knowledge check.
3. Sign the partner agreement.



Now that you are a certified LYNQ Silver Partner you can earn higher commissions by:

- Managing the entire customer lifecycle from generating demand to closing the sale, without assistance from LYNQ.
- Submitting orders using the forms provided accompanied by a signed end user license agreement to sales@lynqmes.com.
- Providing customer success criteria and other information as reasonably requested to support a successful implementation by LYNQ.

SERVICE

Learning Path

Role: Sales, Presales, Service & Support

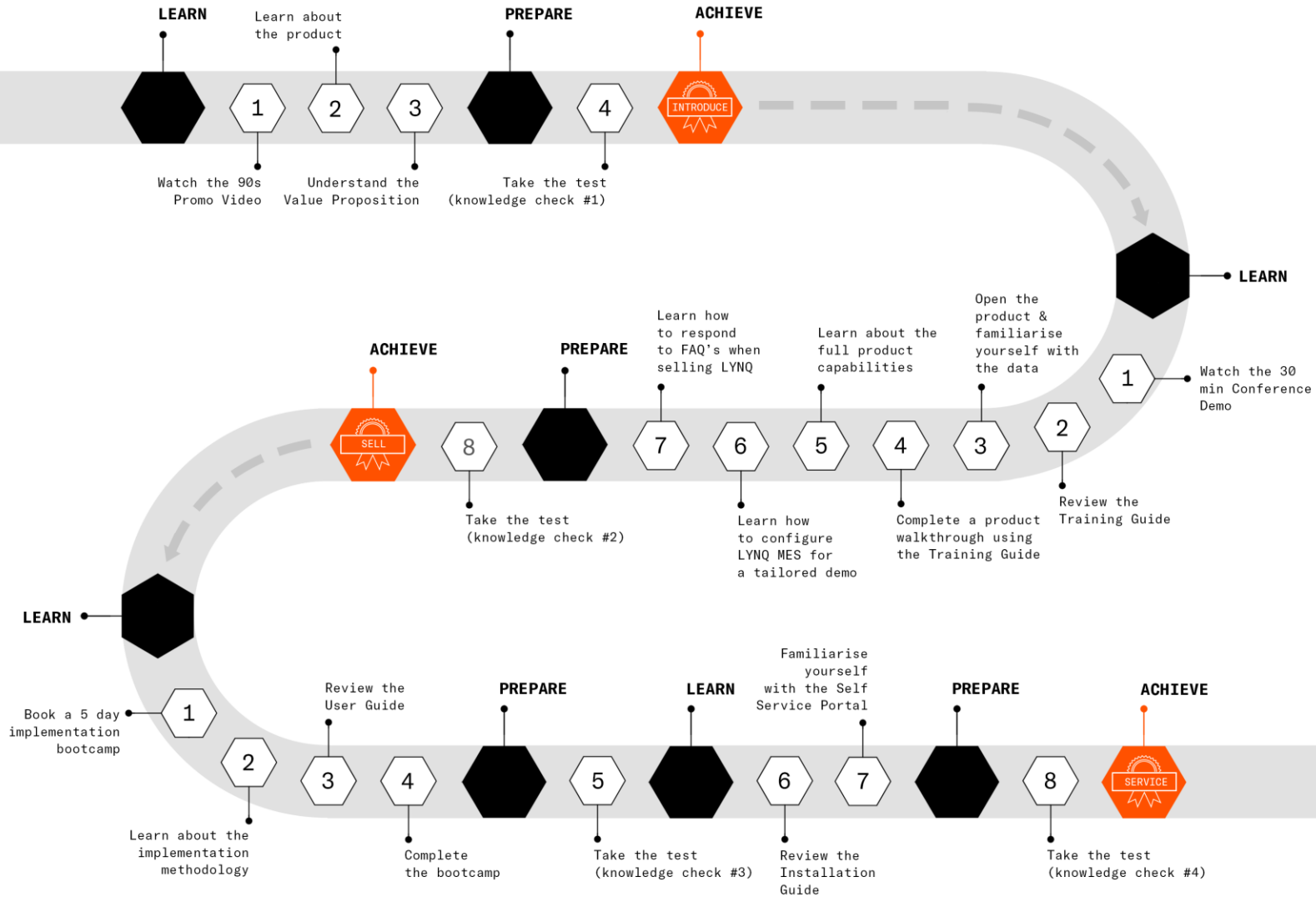
Days: 7+

Knowledge checks: 4

Summary

1. Complete the self-paced Course#1 (introduce) via the Partner Portal and pass the knowledge check.
2. Complete the self-paced Course#2 (sell) via the Partner Portal and pass the knowledge check.
3. Complete a 5-day implementation bootcamp and pass the knowledge checks.

(USD \$10,000 excl. expenses, includes 1st implementation, jointly delivered).
4. Sign the partner agreement.



Now that you are a certified LYNQ Gold Partner you can earn higher commissions by:

- Managing the entire customer lifecycle including demand, sales, implementation and 1st and 2nd line support.
- Submitting orders using the forms provided accompanied by a signed end user license agreement to sales@lynqmes.com.
- Providing implementation documentation to include factory review, configuration, user acceptance, project completion as required for the provision of 3rd line support by LYNQ.



Your business. Understood.



Become a partner

<https://lynqmes.com/partners>



Register a lead

<https://lynqmes.com/partners/refer-a-lead>

...and let's transform manufacturing together.

LYNQ

AMER | EMEA | APAC