

The background of the slide is an abstract composition of numerous three-dimensional cubes. These cubes are rendered in a vibrant color palette of reds and oranges, with some faces appearing to glow from within. The cubes are arranged in a complex, overlapping pattern that creates a sense of depth and movement. The lighting is dramatic, with strong highlights and deep shadows, giving the cubes a metallic or crystalline appearance. The overall effect is one of modern, industrial design.

# LYNQ

## Achieving Excellence with Manufacturing Operations Management.

Changing the future of manufacturing through industry  
partnerships, innovative projects and technology.

ACUMATICA SUMMIT 2024

# About Us | Facts and Figures

# LYNQ

**50,000+**

Active Users

**350**

Customers

**15**

Industries

**10**

Countries

**One solution**



**Acumatica**  
The Cloud ERP



**LYNQ**



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

**Trusted. Secure.**

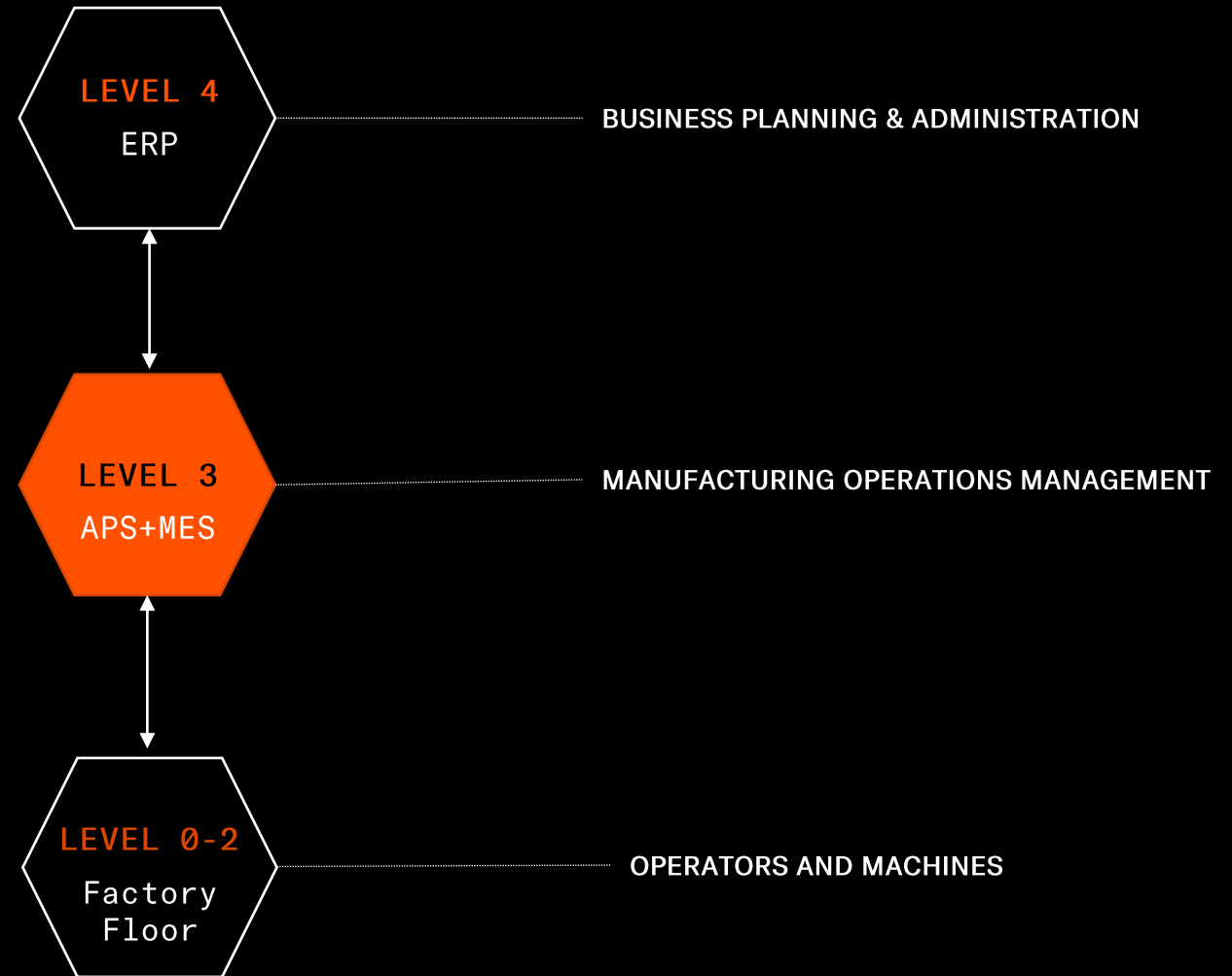
ISO 27001; 27017; 27108 and Cyber Essentials Plus Certified

# Manufacturing Operations Management.

## What is a MES/MOM?

A fully integrated **planning (APS)** and **production (MES)** system which...

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



# Why LYNQ ?

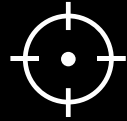
# LYNQ

“You can’t **manage**, what you can’t **measure**...”



## 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**.

...a fully integrated **planning** and **production** solution to improve factory performance.

# Deployment. Your way.

# LYNQ

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## Software Only



### On Premise

Provides **annual usage rights** to install and use the latest edition (GEN3) platform MES solution **on your own infrastructure** inclusive of maintenance and support with our standard service level.



### Partner Cloud

Provides **annual usage rights** to a cloud version of LYNQ inclusive of maintenance and support to **deploy on your chosen infrastructure** with service levels provided by your partner.



### Public Cloud

Provides **Software-as-a-Service (SaaS) usage rights** with **shared infrastructure** and private databases provided and managed by LYNQ offering optimised performance and a guaranteed service level of **99.5%**



### Private Cloud

Provides **Software-as-a-Service (SaaS) usage rights** with **private (isolated) infrastructure** and databases provided and managed by LYNQ offering **customisation**, optimised performance and a guaranteed service level of **99.5%**

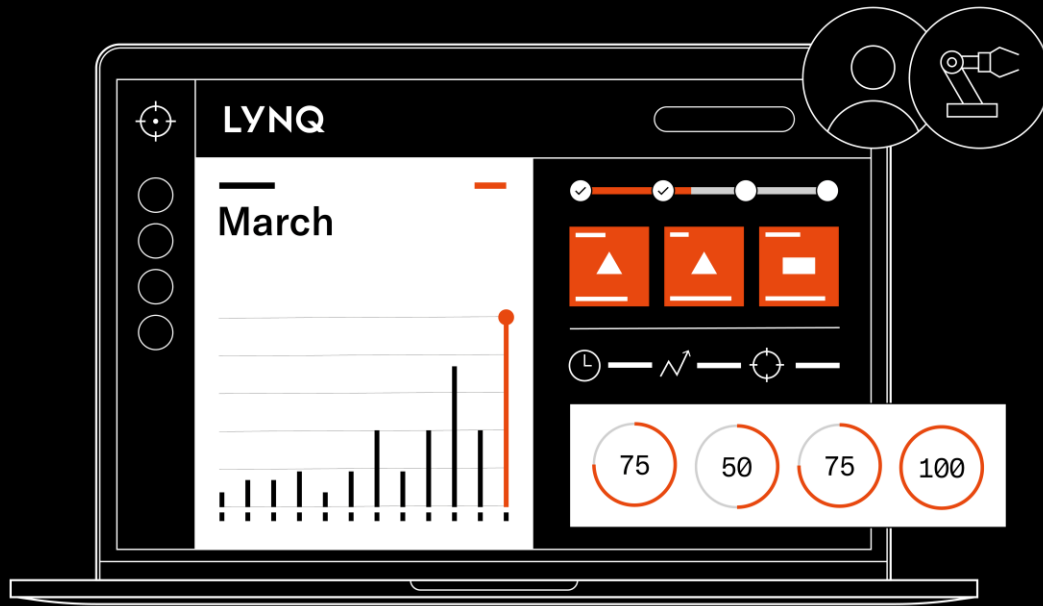
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## Subscription Only – Billed Annually or Quarterly

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# Introducing GEN3.

# LYNQ



- Next generation, mobile first platform technology stack
- Cloud first Advanced Planning and Scheduling
- On Premise and Partner Cloud software only options
- Public and Private Cloud SaaS options
- Integrated onboarding
- Document management
- Centralised management
- Multisite with worldview
- Industry add-ons and marketplace apps
- XLS/CSV import (any customer, any ERP)
- Developer API and authentication for partners
- Extended master data (Products; BOMs; Routings; Jobs)



Data Science and  
Engineering



Artificial  
Intelligence



Data Lake and  
Analytics



Augmented Working and  
Process Efficiency



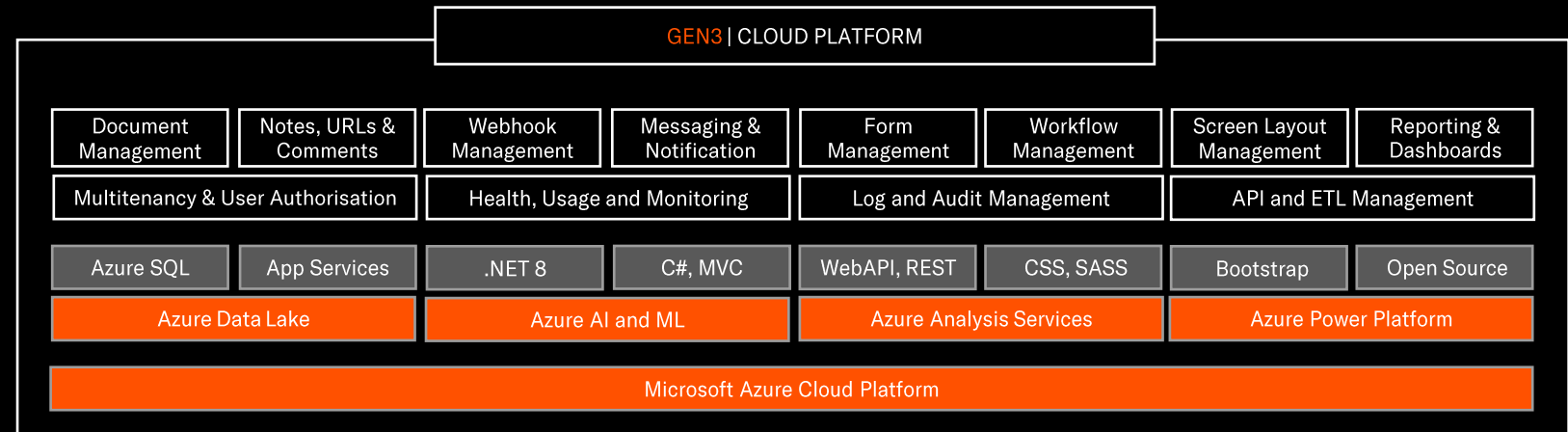
Microsoft Security  
Over 90 standards

**GEN3 Cloud Platform.**  
**10x faster.**

# Our platform. Your future.

# LYNQ

Our **GEN3 platform** is built using Microsoft's latest technology stack providing access to more than 200 products and cloud services designed to help bring new solutions to life—to solve today's challenges and **create the future**.



Data Science and Engineering



Artificial Intelligence



Data Lake and Analytics



Augmented Working and Process Efficiency

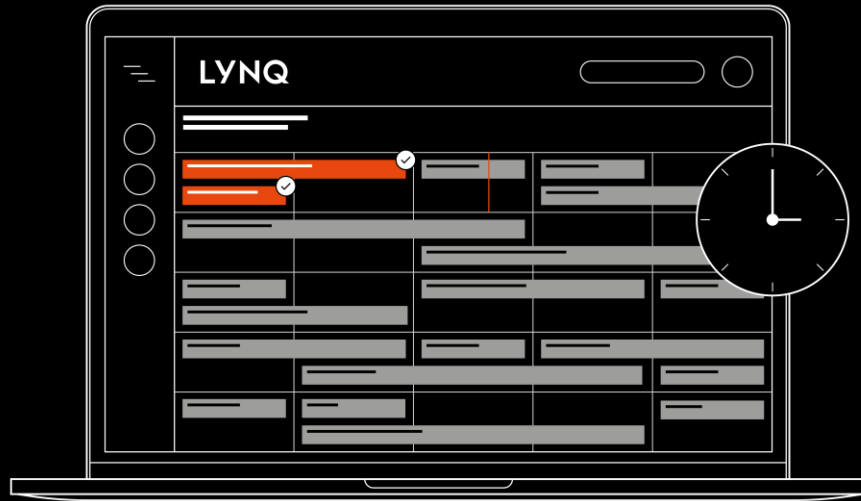


Microsoft Security Over 90 standards

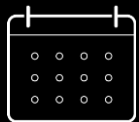
## GEN3 Cloud Platform. 10x faster.

# Next generation APS.

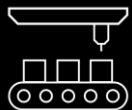
# LYNQ



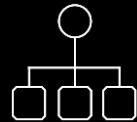
- Improved user interface and experience
- Setup and changeover minimisation
- Skills sets and certification
- Employee based scheduling
- Job splitting
- Multi plan and planner
- Work centre affinity
- Improved capacity management
- Integrated materials management
- Capable to Promise with ERP integration



Visual Planning Board



Loading Detail



Material Planning



Interactive Job Lists



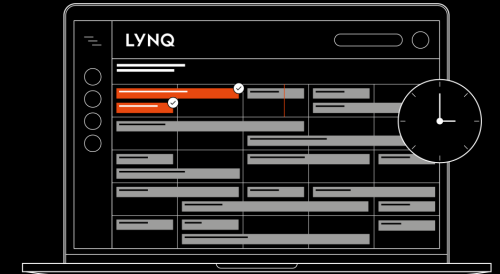
Progress Reporting

Full featured.  
In the **Cloud**.



# Versus | Acumatica

# LYNQ



Feature / Function	LYNQ	Acumatica
Extended work calendar (shifts, maintenance time, holidays etc)	✓	✓
Drag and drop scheduling	✓	x
Auto scheduling of production orders (including dependents; understanding setup/run/move/queue)	✓	✓
Employee based scheduling	✓	x
Setup and changeover minimisation	✓	x
Skills sets and certification	✓	x
Job splitting	✓	x
Multi plan / planner with scenario planning	✓	x
Work centre / production line affinity	✓	x
Overlap / parallel operations and jobs	✓	x
Integrated materials management (mini MRP)	✓	x
Semi-automatic reschedule of late operations	✓	x
Multiple resource scheduling (incl secondary and custom constraints)	✓	x
Alternate resource scheduling (skills and attributes)	✓	x
Capable to Promise (CTP) with ERP Integration	✓	x
Capacity management (including dashboards and reports)	✓	x
Employee time and data capture	✓	✓
Equipment time and data capture	✓	x
Custom data capture	✓	x
Fully customisable functional and graphical terminal behaviours	✓	x
Multi jobbing	✓	x
Machine connectivity / automatic data collection (IIoT)	✓	x
Downtime and productivity alerts	✓	x
Performance management (by machine or employee)	✓	x

Your business.  
 Planned.  
 Tracked.  
 Automated.  
 Analysed.  
 Optimised.  
 Understood.

# Deployment Options.

Offering **simplicity** and **choice** to suit every partner and manufacturer.



Deployment	GEN2	GEN3 On Premise*	GEN3 Partner Cloud*	GEN3 Public Cloud*	GEN3 Private Cloud*
Technology	Desktop Plus	Platform	Platform	Platform	Platform
Infrastructure	Provided by Customer	Provided by Customer	Provided by Partner	Azure or AWS	Azure or AWS
Management	Customer	Customer	Partner	LYNQ	LYNQ
Multi Tenant	No	Yes - Private	Yes - Private	Yes - Shared	Yes - Private
Data	Local	Local	Hosted	Secure Cloud - Private	Secure Cloud - Private
Environment	Desktop First	Mobile First	Mobile First	Mobile First	Mobile First
Worldview	No	Yes	Yes	Yes	Yes
Marketplace	No	Yes	Yes	Yes	Yes
Industry Add-Ons	No	Yes	Yes	Yes	Yes
Onboarding	Customer Portal	Integrated	Integrated	Integrated	Integrated
Licensing	Perpetual	Subscription	Subscription	Subscription	Subscription
Pricing	Named Resource	Tiered	Tiered	Tiered	Tiered

\* GEN3 editions available from April 2024

# GEN3 Pricing – Subscription **\*\* USD – subject to change \*\***



COMPANY	MICRO	SMALL	MEDIUM	LARGE	ENTERPRISE
Resources (Operators/Machines)	25	50	100	250	250+
Automated Data (IOT/PLC)	5	10	20	50	50+
View Only (Non-Production)	5	10	20	50	50+
Tenants (Companies)	1	2	3	4	4+

PRODUCT	MES25	MES50	MES100	MES250	MES500
Software Only (On Prem or Partner)	\$1,250 per month*	\$1,950 per month*	\$2,550 per month*	\$3,250 per month*	Quoted
Public Cloud (SaaS)	\$1,850 per month*	\$3,250 per month*	\$4,450 per month*	\$6,250 per month*	Quoted
Private Cloud (SaaS)	\$2,500 per month*	\$3,750 per month*	\$5,000 per month*	\$7,500 per month*	Quoted
Professional Services (required)	\$12,500 per site**	\$15,000 per site**	\$22,500 per site**	\$35,000 per site**	Quoted

\*Based on 36-month contract term. Shorter and longer terms are available. \*\*Fixed price. Guaranteed delivery. Per site.

# Why invest in LYNQ?

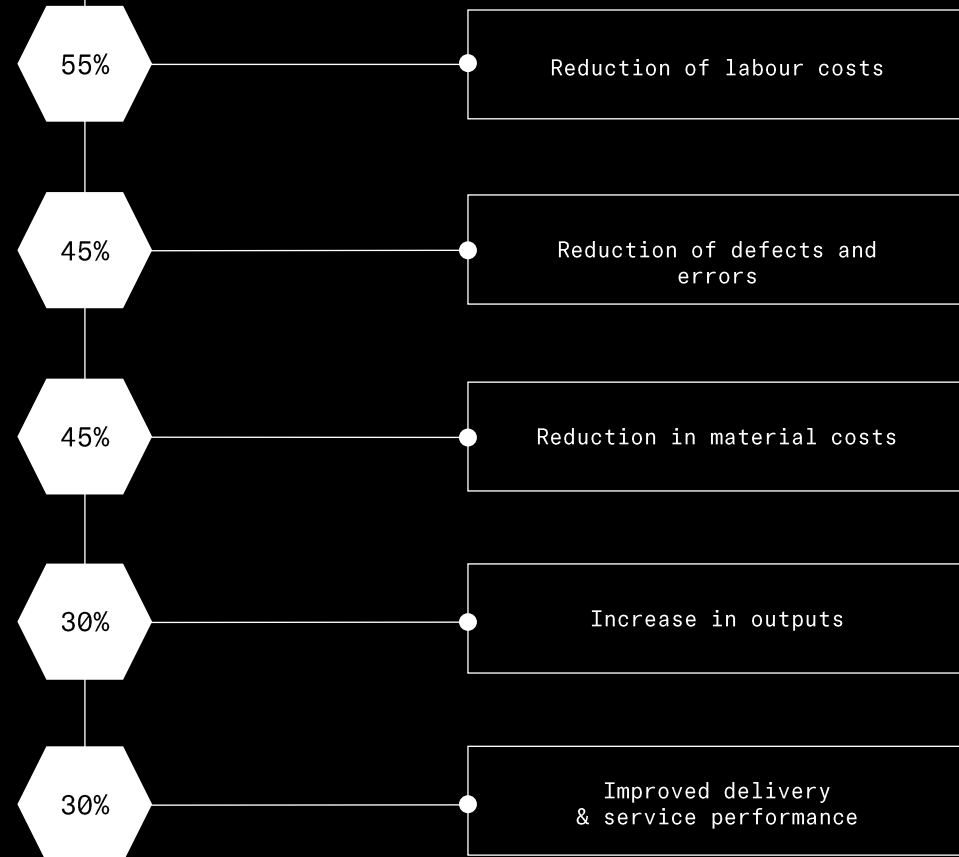
The impact of factory automation and digitalisation using LYNQ to drive resource effectiveness is significant. Here are just some of the benefits our customers realise...

## What our customers say...

“We went live in March. Six months later, **we have reduced our inventory by \$4 million** and it’s still falling. That’s money that has come straight back into the business.”

Andrew Walker (CEO), IKI Manufacturing

Reference and case studies available upon request



**LYNQ**

AMER | EMEA | APAC