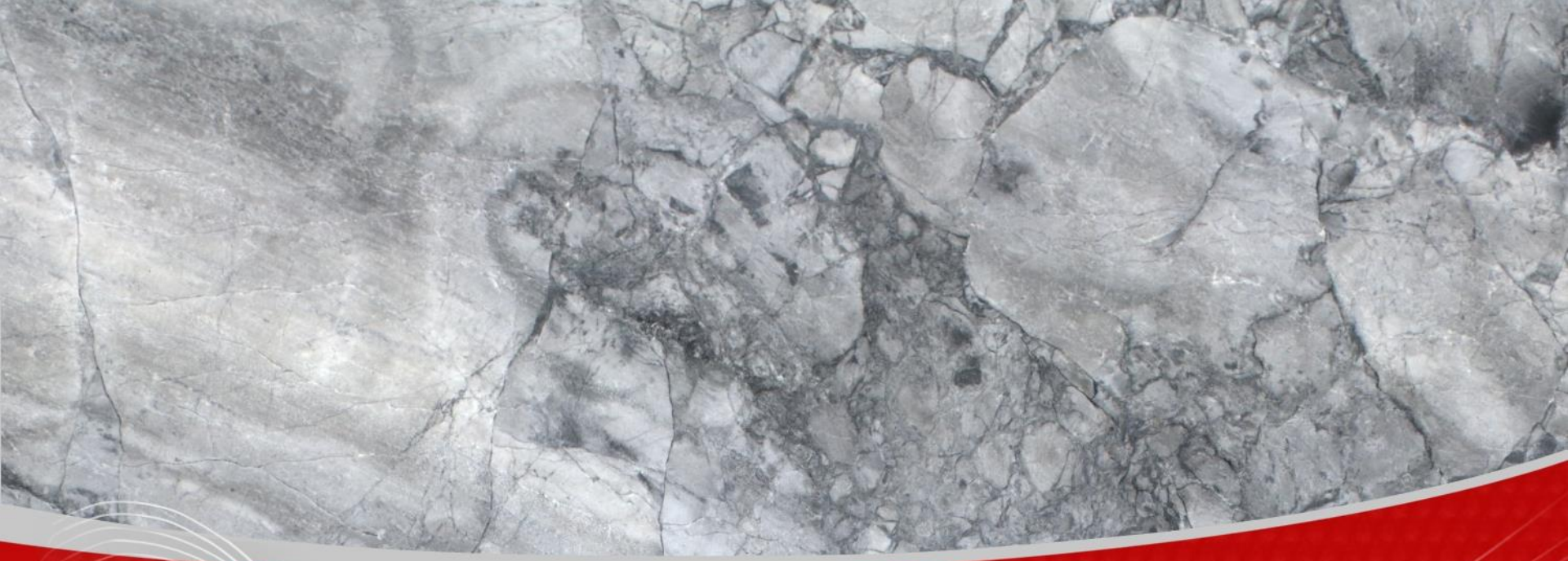


IDStone®

IDStone:

Innovating the natural stone industry management

Mr. Vicente Martínez (Product Manager)

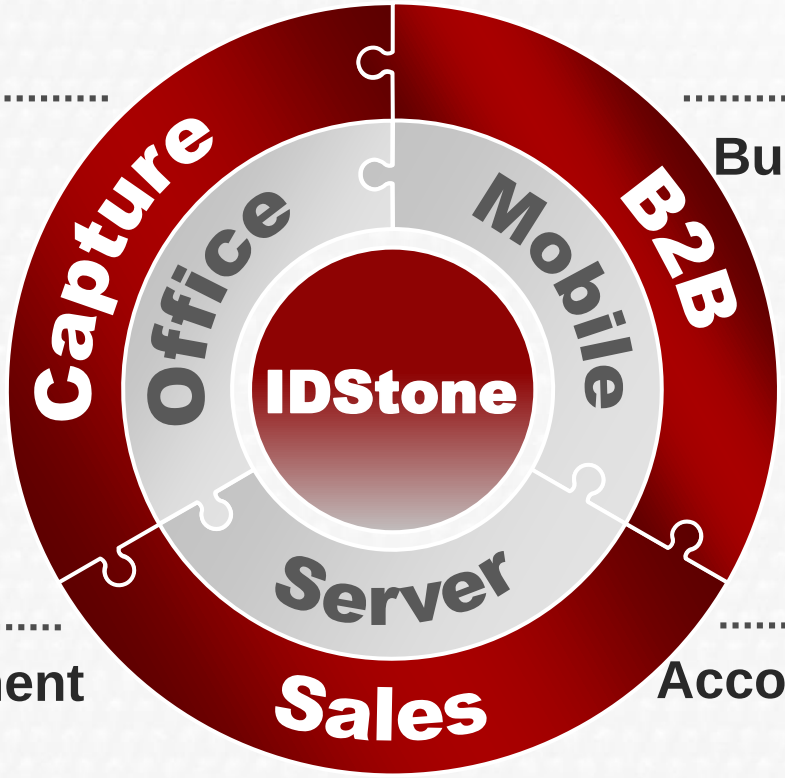
Mr. Iván Povedano (Development Team)

IDStone SGA

Since 1998, the integrated solution for the natural stone industries

Stock Management

- Identification
- Capture Information
- Full traceability
- Costs management
- Production



Business Management

- Buys
- Sales
- Shipments
- External Services

Financial Management

Accounting Management

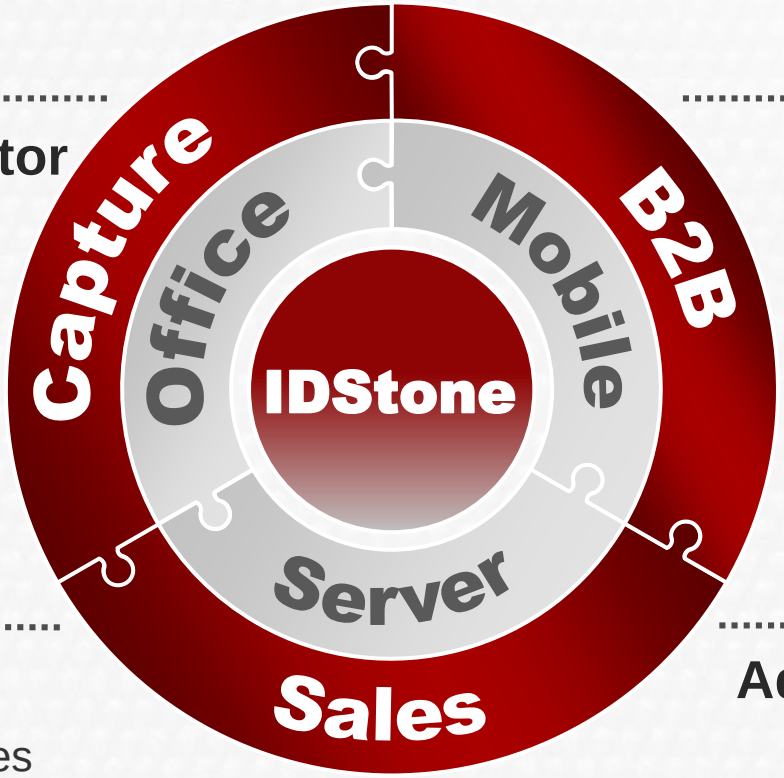
IDStone Advantages

Focused on the sector

Specifically designed for the stone industry.

Innovative

Proposing new solutions and new procedures.



Modular Design

Information and procedures are fully integrated and shared.

Advanced technology

Own development

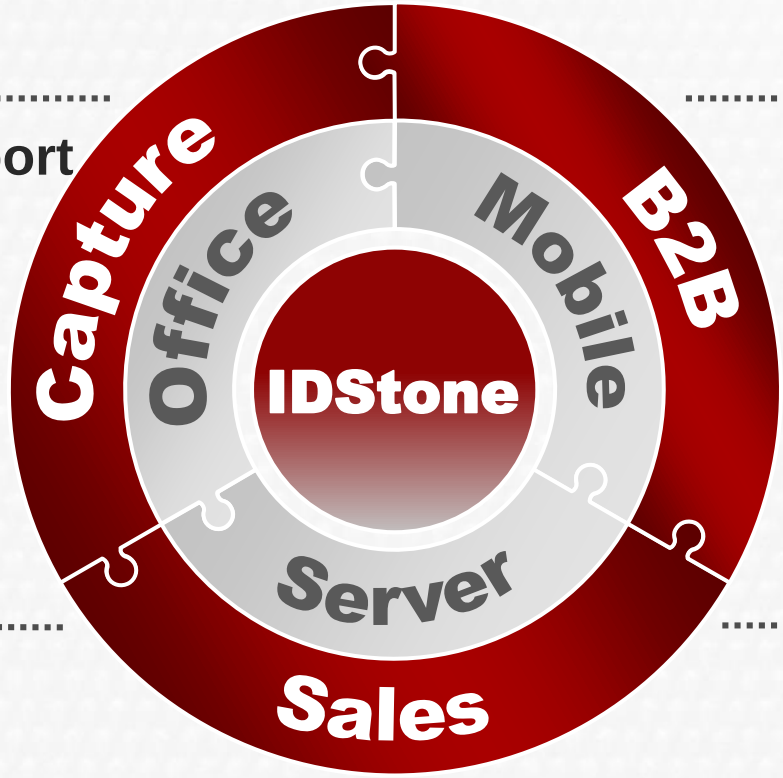
Great flexibility for customer requirements.

IDStone SGA

Ready for companies with multiple geographic locations

Multilanguage support

- English
- Spanish
- French
- Other languajes under request.



Centralization

Centralized information from geographically dispersed places (production plants, quarries), real time.

Online and Offline environments

Capturing information although no connection to the central database.

Large companies and SMB

IDStone SGA

A solution that can be integrated with the company's ERP system

Several Methods

- Database triggers (preferred method)
- Web services
- Direct connection between databases
- Mix previous methods

Custom Integration

- MS Dynamics AX
- MS Dynamics NAV
- Others ERPs

IDStone SGA

Available modules

Information management

- IDStone **server** → Data storage and communications (System Core)
- IDStone **office** → Information management system

Capture information

- IDStone **mobile** → Online/Offline data collection, industrial mobile devices
- IDStone **dc** → Online data collection, industrial fixed touch screen PC
- IDStone **capture** → Image and data collection of slabs (polishing machines)

Information for sales team

- IDStone **b2b** → B2B portal, marketplace
- IDStone **sales** → Tablet PC client

IDStone SGA

Some IDStone customers, different profiles

LEVANTINA
THE NATURAL STONE COMPANY

شركة مصنع الأجيال المحدودة
AL AJIAL FACTORY CO.LTD.
MARBLE EXPERTS

MARCOTSA
MÁRMOLES COTO, S.L.

MÁRMOLES VISEMAR

MGLW
Marble Granite Limestone Warehouse

GARCIAMOYA
EXPERIENCE IN STONE

deltaStone
Quality style resources

INTERMARMOR
NATURAL STONES AND MARBLES

STONELAND

Success Stories: Levantina Group

LEVANTINA
THE NATURAL STONE COMPANY

- One of the most important company in the natural stone industry
- Complete business model: quarries, production plants, sales offices and subsidiary companies around the world use IDStone solutions.
- 2007: IDStone Deployment and ERP integration with MS NAV.
- 2009: Newer version of IDStone and MS Dynamics AX integration.
- 2011: IDStone Capture installed on all polishing machines of granite

Modules:

IDStone Mobile

IDStone Office

IDStone Capture

Success Stories: Monte Coto (ivory cream quarry)

MARCOTSA
MÁRMOLES COTO, S.L.

- One of the most important quarry on the world in m3 of extracted blocks
- The world's biggest working cream marble quarry.
- IDStone is running in all businesses areas
- Notice: in this scenario IDStone can operate in offline mode, without connection to the central database. The data is synchronized when a network communication is available.

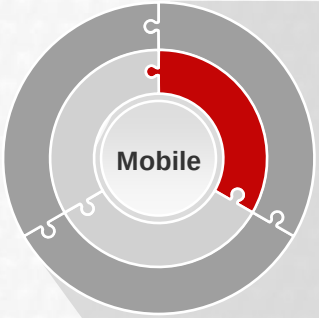
Modules:

IDStone Mobile

IDStone Office

Inside the modules

IDStone SGA



IDStone Mobile: for production plant and quarry

- Capturing information in the production line and quarries.
- Mobility, ease of deployment, ease of use.
- Support for all production operations
- Autonomous operation in disconnected environments.
- Devices "approved" suitable for natural stone industry, resistant to dust and water splashes.
- Devices "approved" for use in quarries
- Data transmission via cable, WIFI or GPRS/UMTS mobile network.

Information captured in production plant and quarry

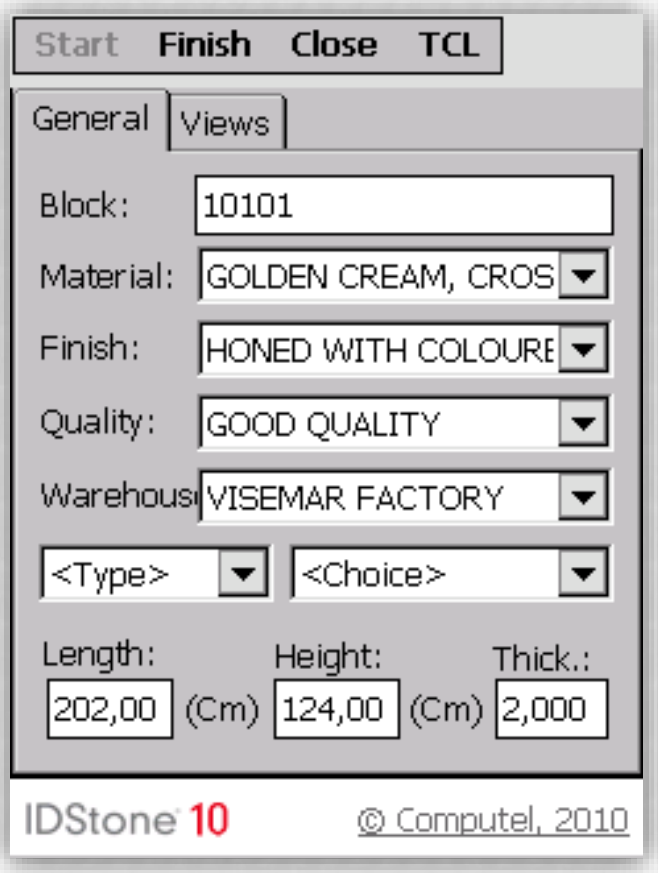
- Quarries:
  - Production of block
  - Inventory management
- Production plants:
  - Block cutting (gang-saw)
  - Slab polishing
  - Bridge saw
  - Disposals inventory for breakages or other reasons
  - Warehouse movements
  - Sales
  - Buys
  - Inventory management

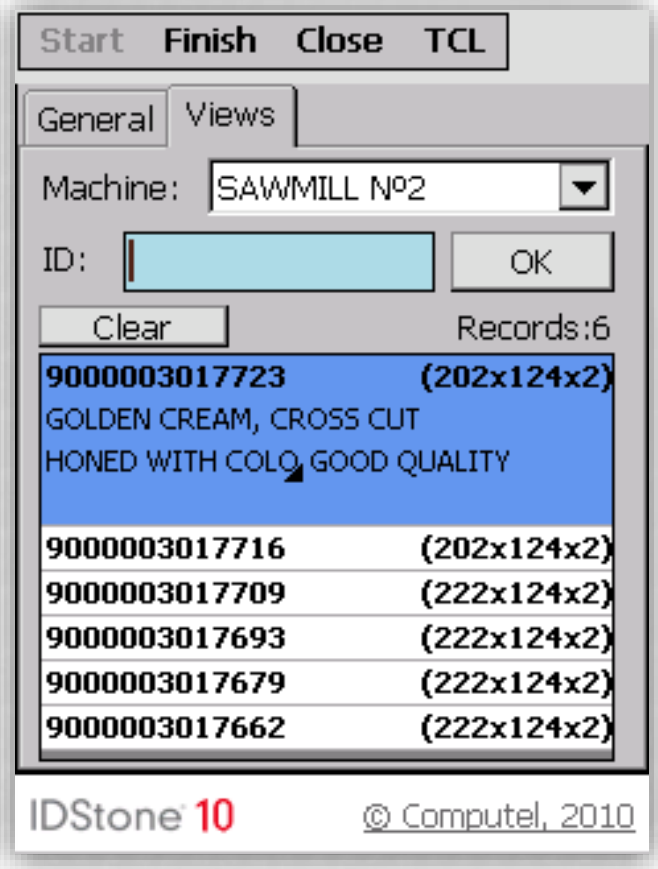
Example: Block cutting (gang-saw)

On the same screen:

- Decrement block stock
- Increase slabs stock
- Identification
- Traceability

Optimization of the screen, ease of use, touch control.

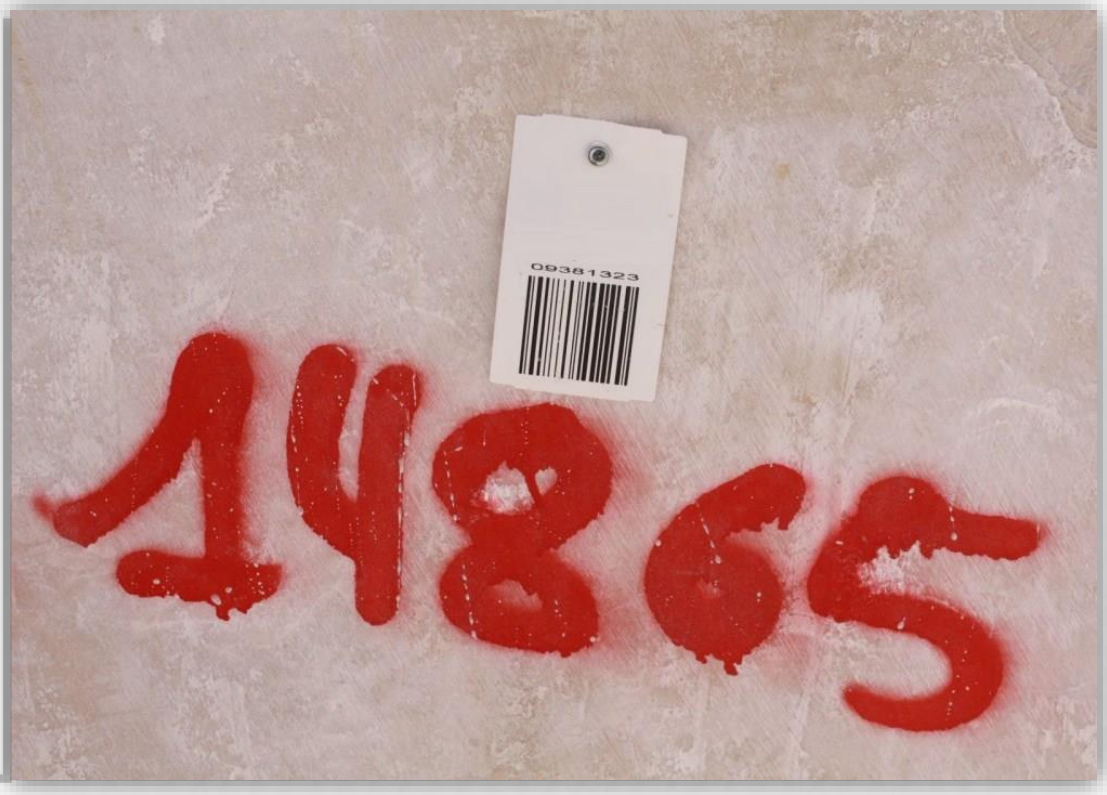




Devices "approved" for natural stone industry

Special labels for blocks

- Placement by anchoring or adhesive
- Setting time less than the time of marking with paint
- Weatherproof
- Durability proven by years of experience in customer
- Easy inventory of blocks
- Prevents errors in data entry in the production environment



Special RFID tags for blocks

- **Secure installation** – tags are easily driven into place (placement by anchoring) and are nearly impossible to remove.
- **Fast:** setting time less than the time of marking with paint
- **Rugged reliability:** high resistance to moisture, thermal fluctuation, vibration and shock
- Available with a standard low-frequency integrated chip, containing a unique electronic identification number. Custom options are also available.

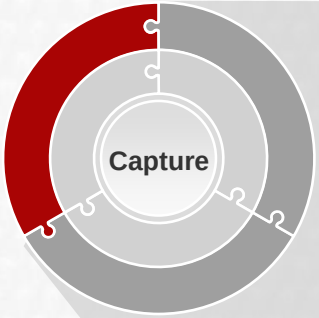
Special adhesive labels for slabs (patented)

- Adhesive labels to stick on the edge, even after cutting the block in slabs. For diamond wire cut edges and edges drilled.
- High adherence
- Adaptable to irregular surfaces.
- Resistant to production processes and
- Durability proven by years of experience in customer
- 12x40mm Standard Model*

*Other dimensions on request.

Special adhesive labels for tiles

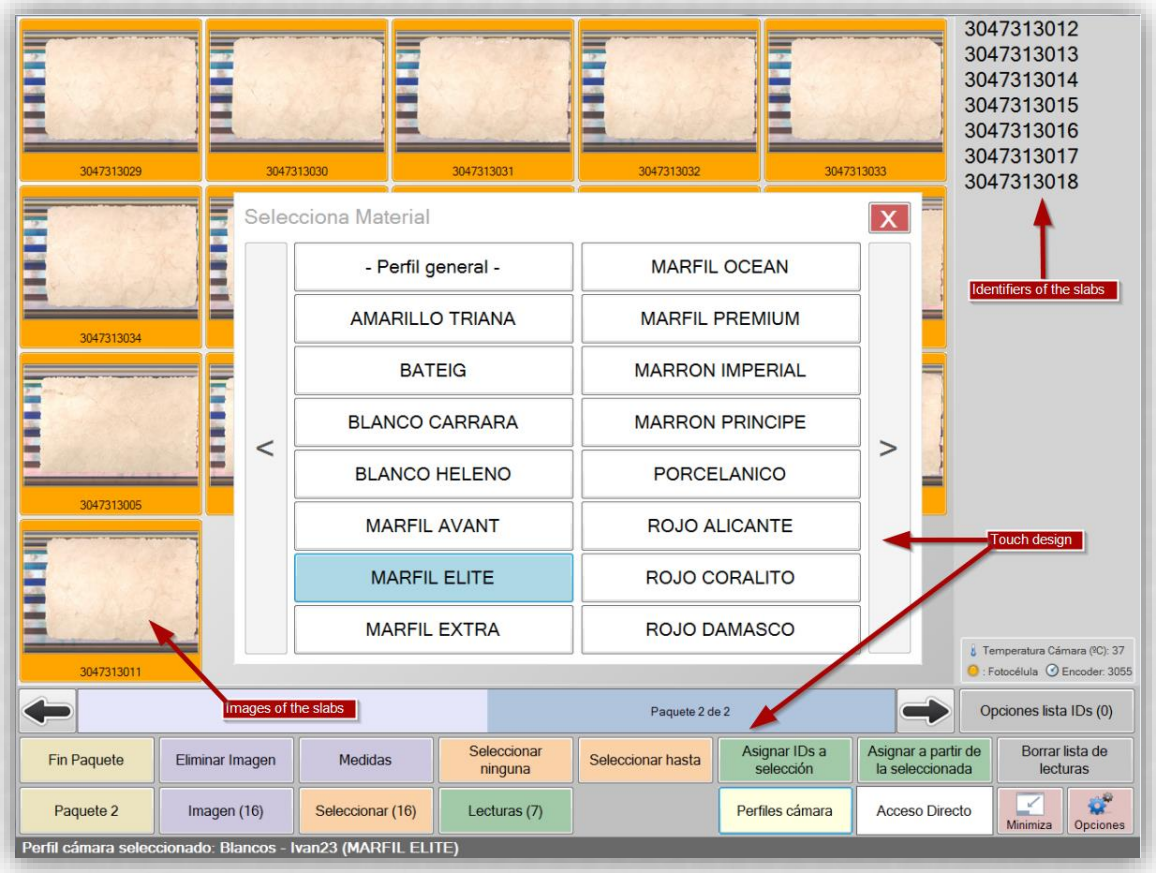
- High adhesion adhesive labels
- Weatherproof labels
- Essentials for good management of stock of tiles and similar formats.
- Using staples in case of wooden pallets.
- 80 x 40mm Standard Model**.** Other dimensions on request.



IDStone Capture: image = information

- System for taking high-resolution images of slabs directly from the production line.
- The operator can input optional data: quality report, production report.
- Measurement of slabs.
- Involved departments:
  - Quality: quality processes, claims.
  - Commercial: innovation and improved sales processes.
  - Marketing: better corporate image, improved customer service.

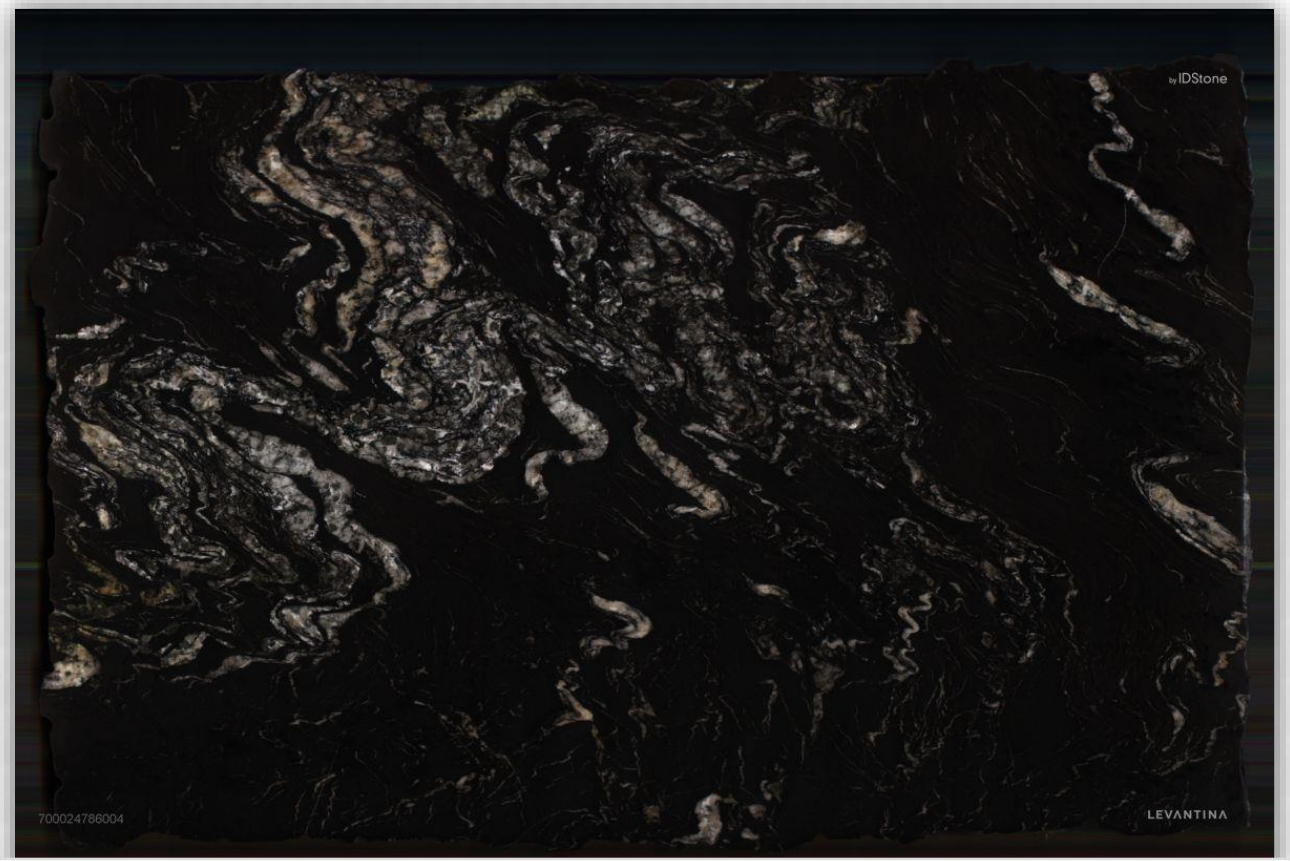
IDStone Capture: intuitive design, very short learning time.



Can be installed on any production line.

Marble production lines.

Granite production lines

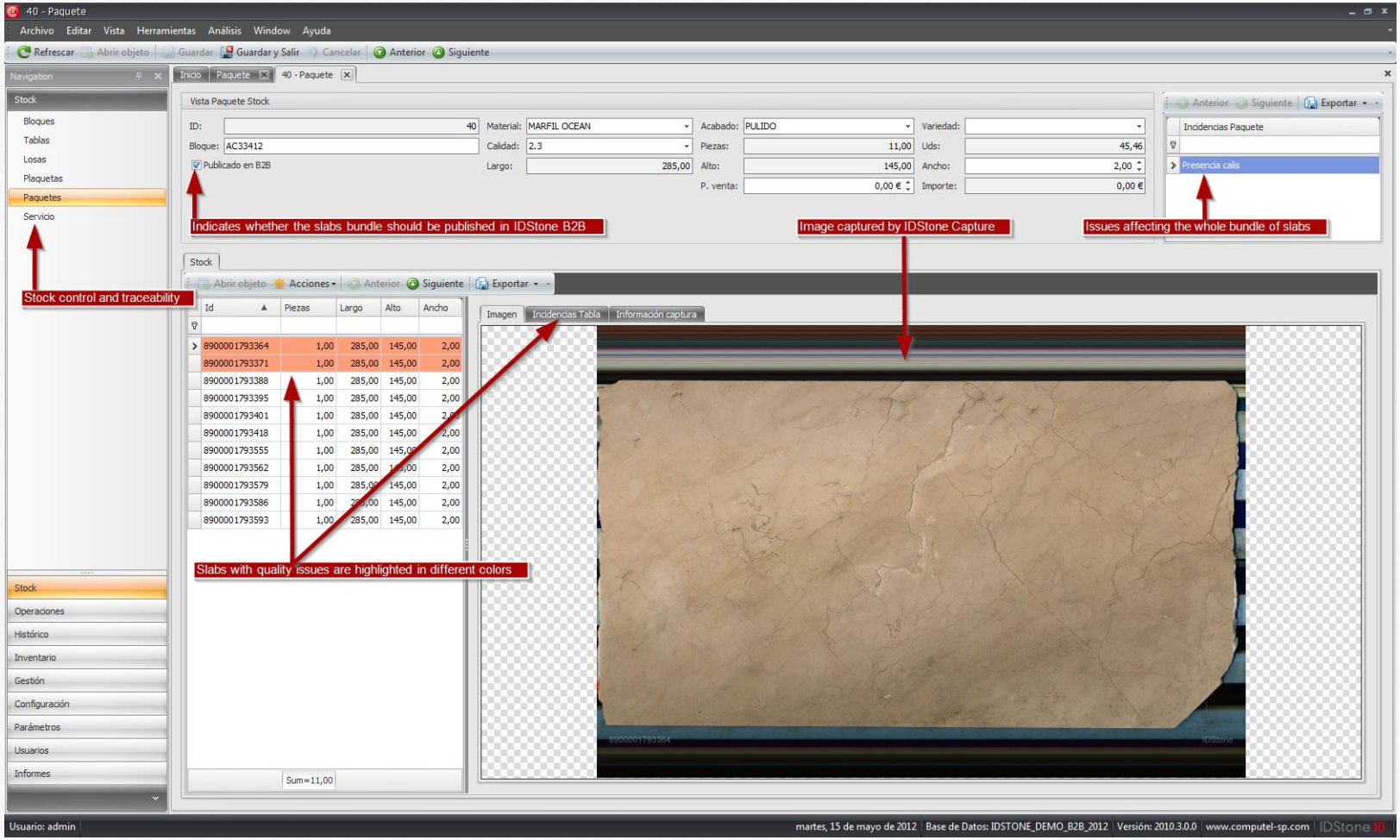


More images: http://idstone.es/en/imagenes-idstone.html

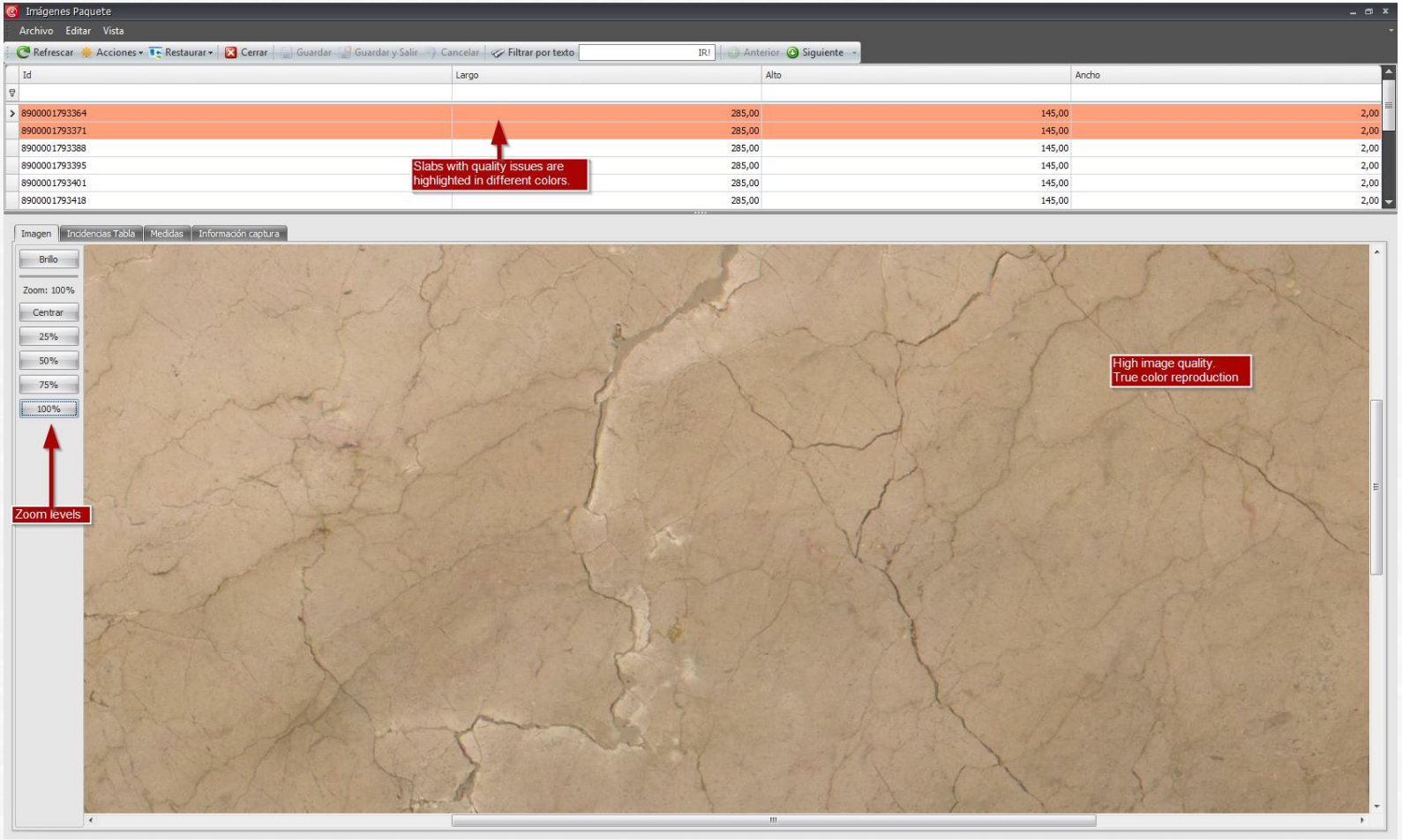
IDStone Office: Information management

- IDStone's management system. It manages the information generated by other modules or by itself.
- Advanced presentation technology.
- Images are integrated like normal data.
- Image color management.
- Stock management.
- Full traceability block→slab→tiles.
- Buys, Sales, Production.

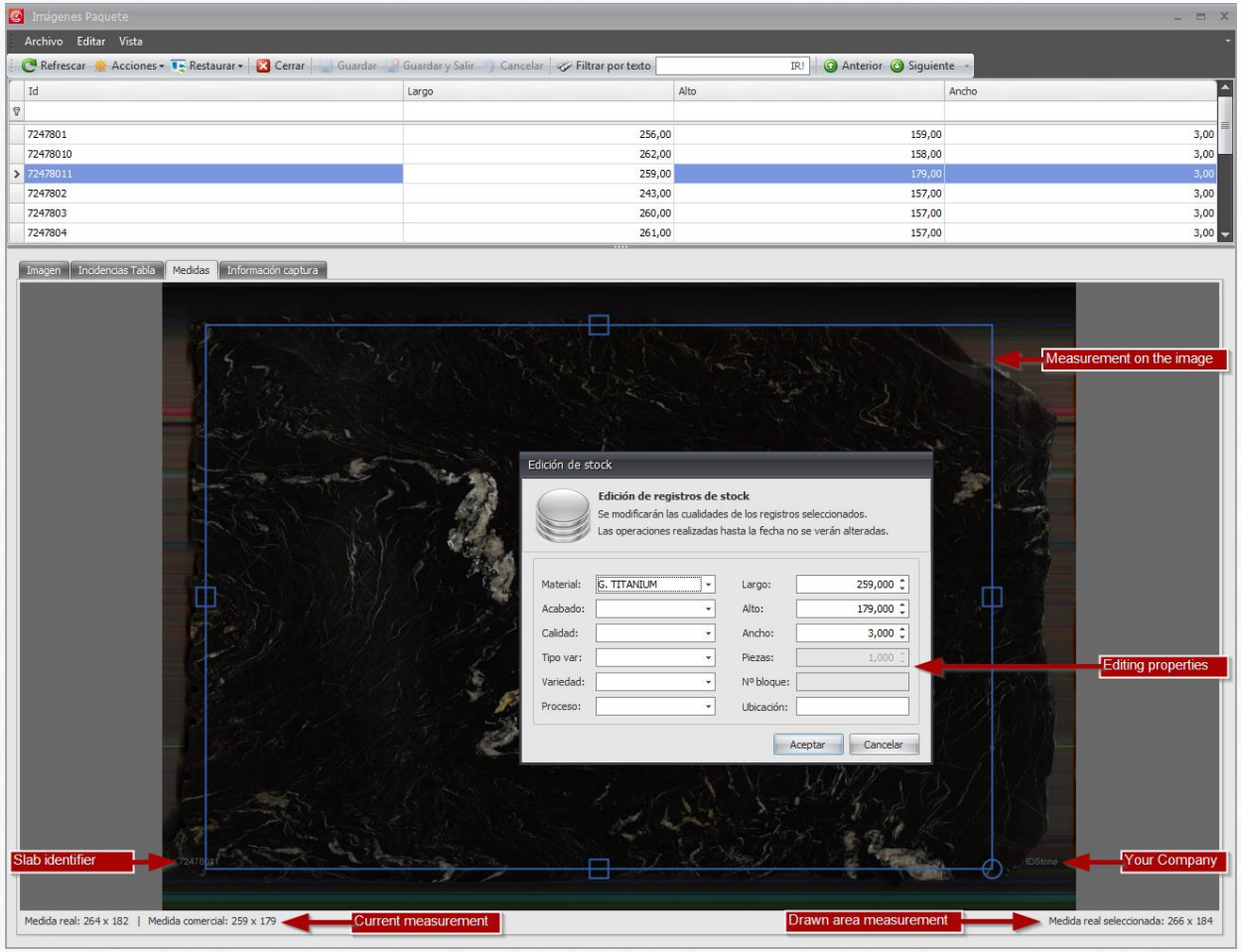
A bundle of slabs(I)



A bundle of slabs (II)



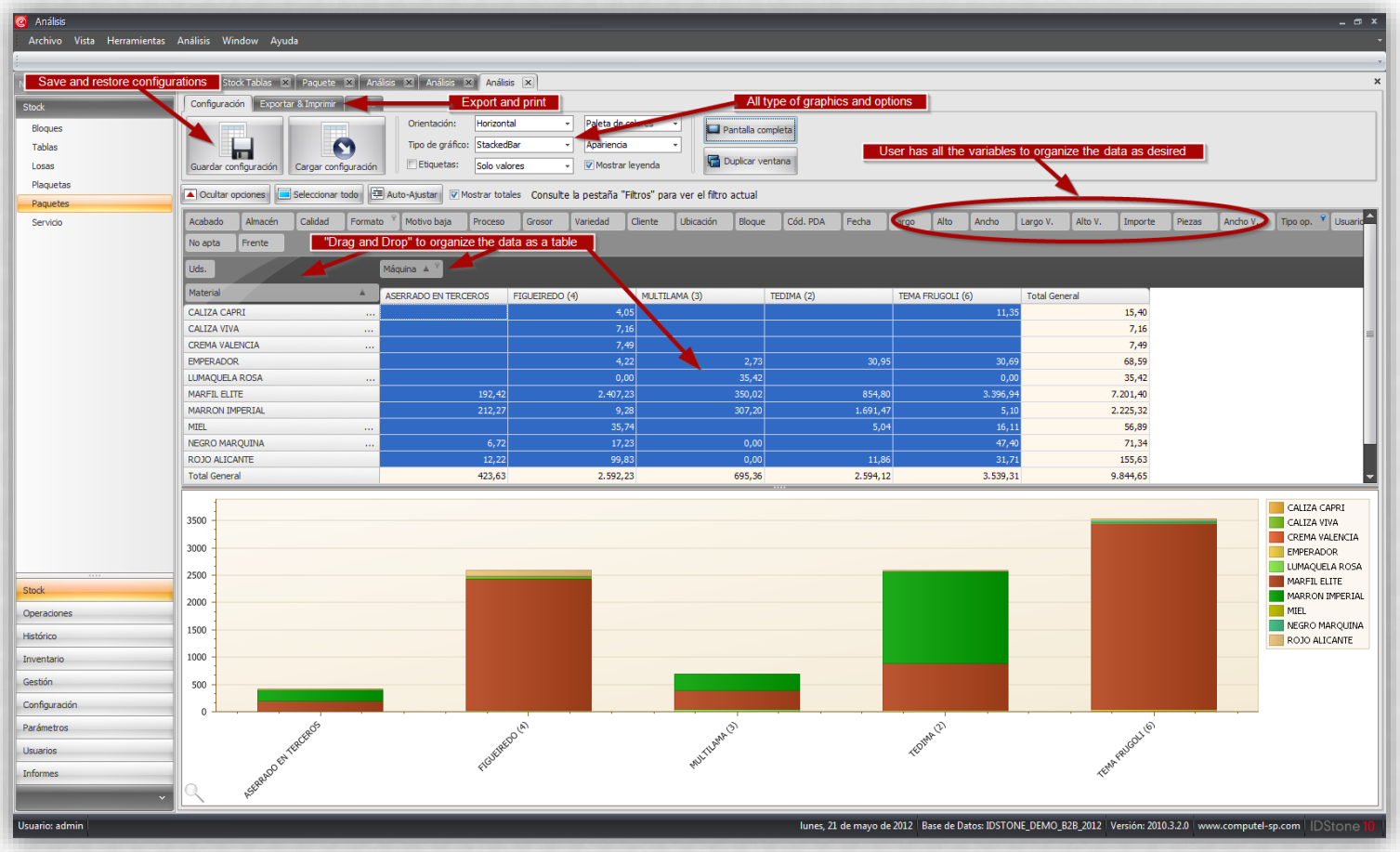
A bundle of slabs (III)

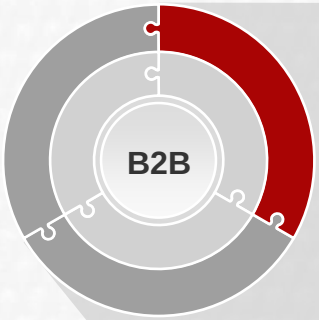


IDStone data analysis

- Module for advanced data analysis, integrated into the system.
- User configurable with "Drag and Drop“ technology. Easy and intuitive.
- Configurable data area and graphics.
- All configurations designed by the user can be stored for later use.
- Improved user experience in access to information, reduce the need of numerous reports.

Dynamic analysis of information: much more than reports

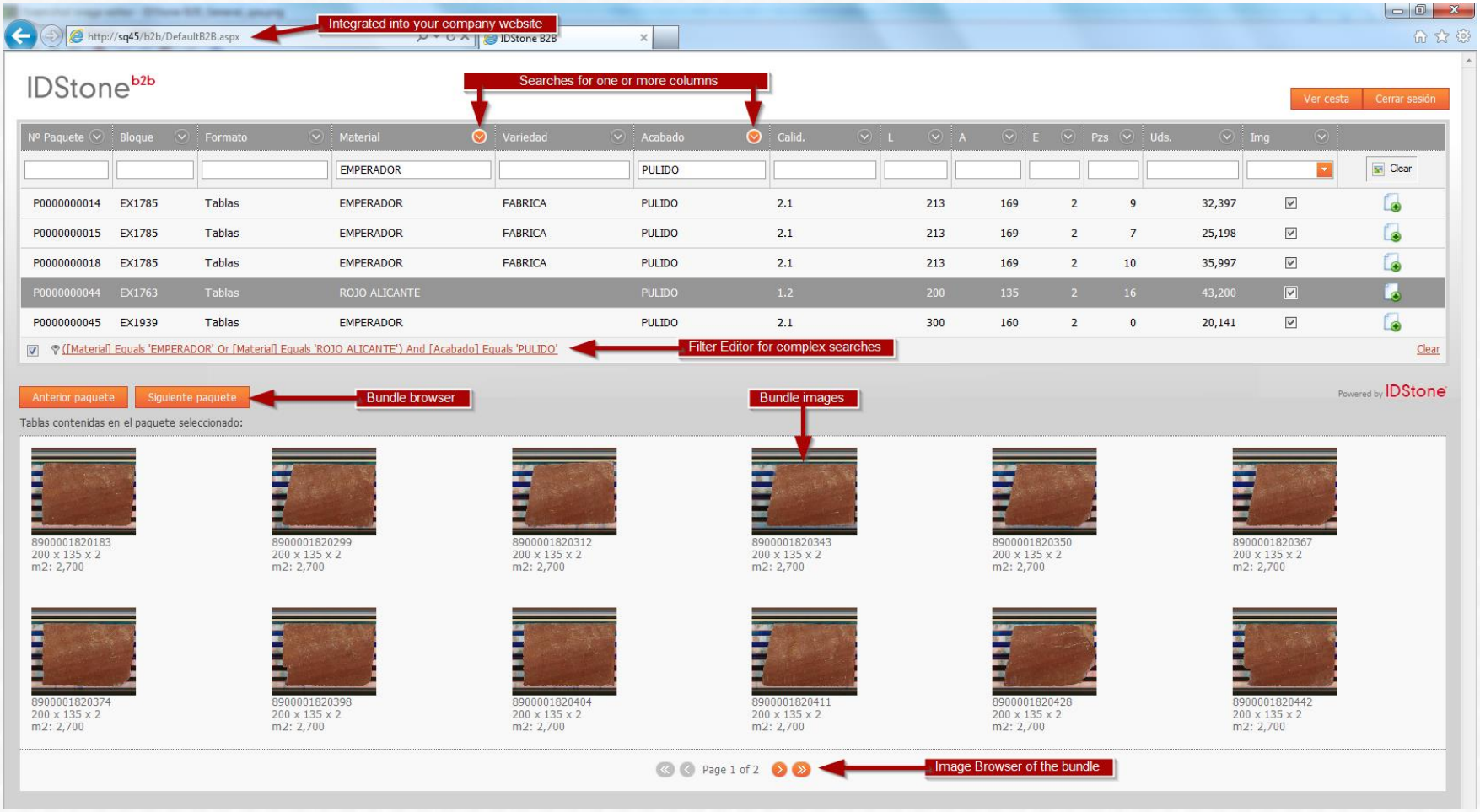




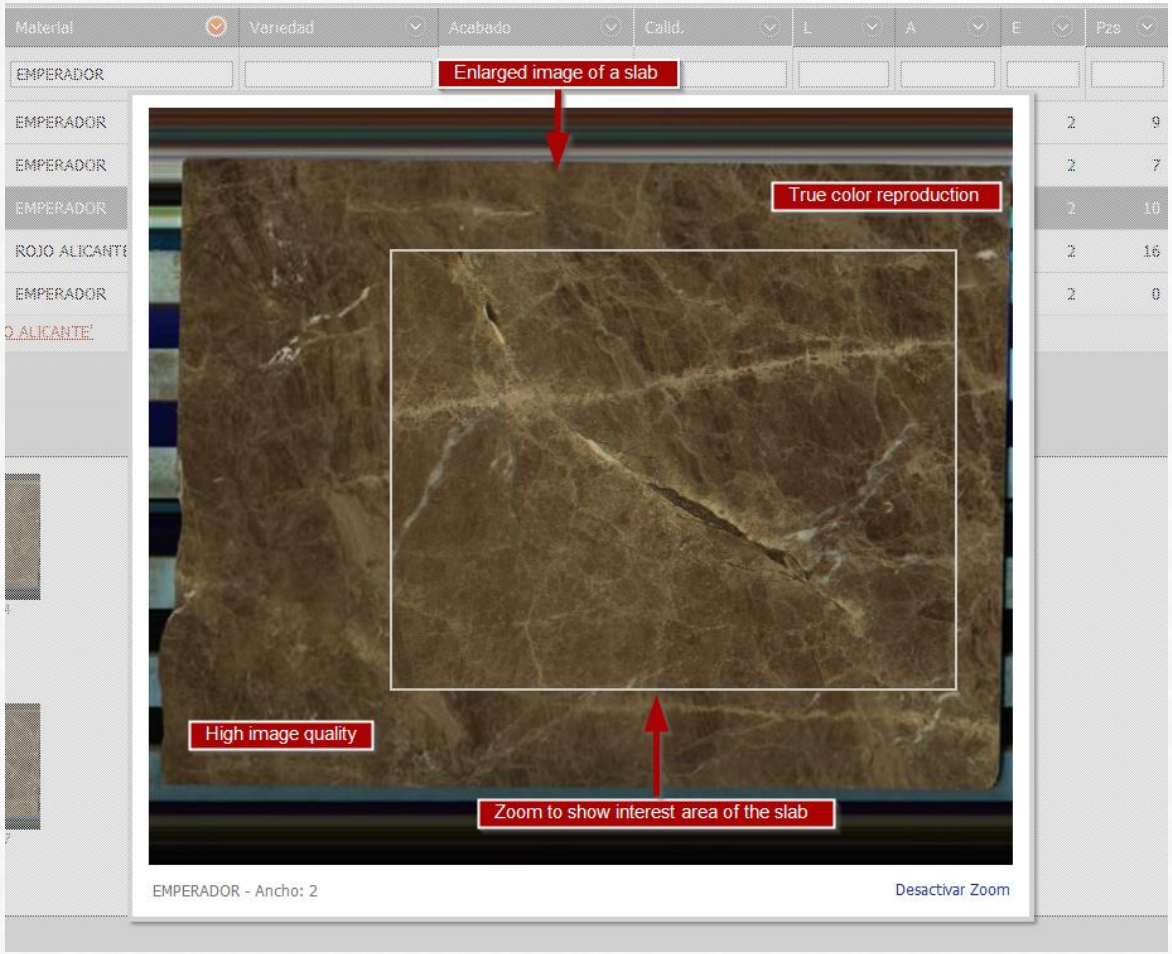
IDStone B2B: a great boost for your sales

- Publication on an e-commerce website:
  - One or several images per block / bundle.
  - You decide what to publish or not from IDStone Office.
  - 100% integrated with IDStone Office / Server.
- Open Showroom 24 hours, 365 days a year.
- Improve and accelerate the sales process.
- Selection and reservation of bundles.
- Generate quotes, reservations and orders.
- Display all tables in the bundle / block = Customer validation before shipment.

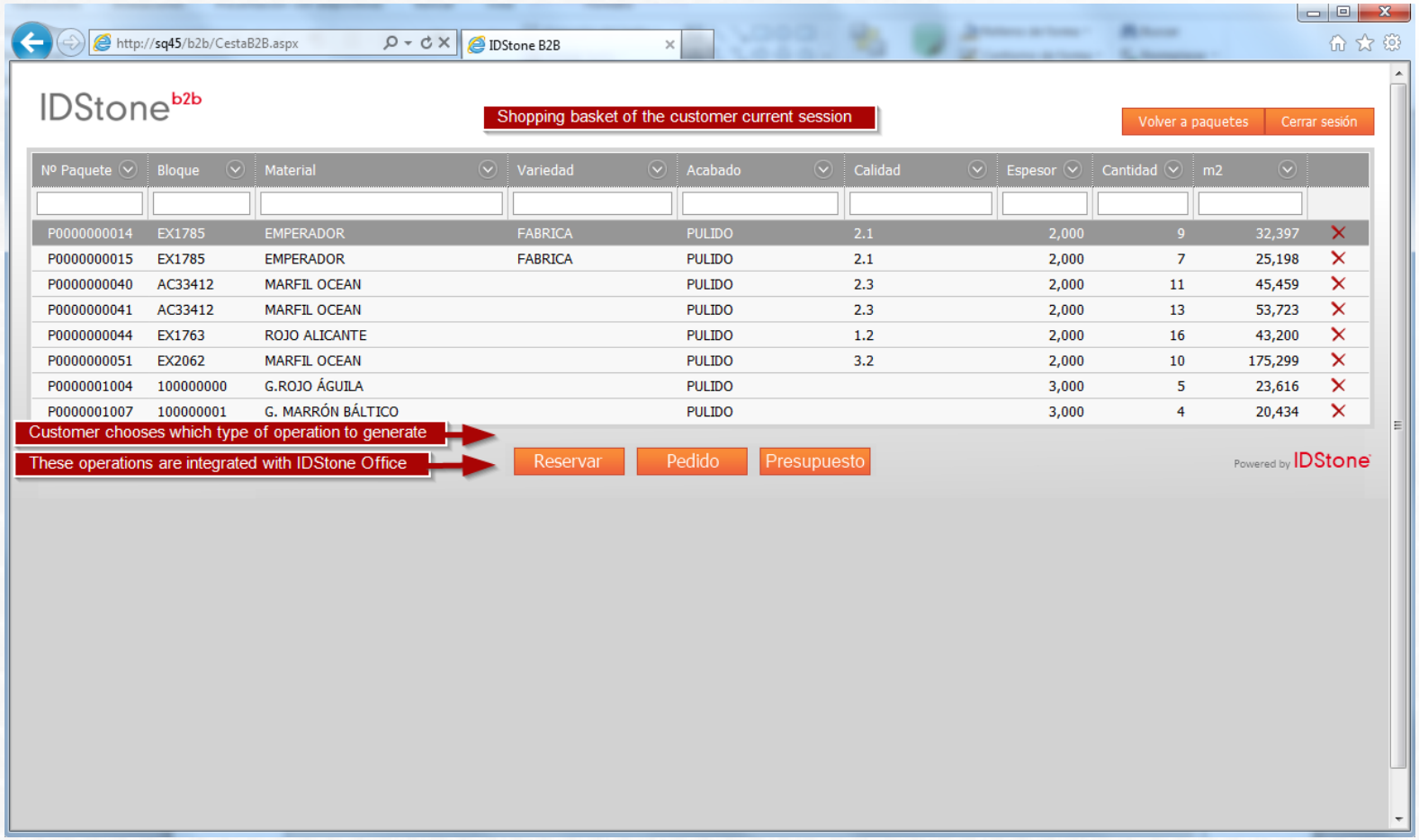
View of a bundle in Internet Explorer



View of a bundle. Zoom of a slab.



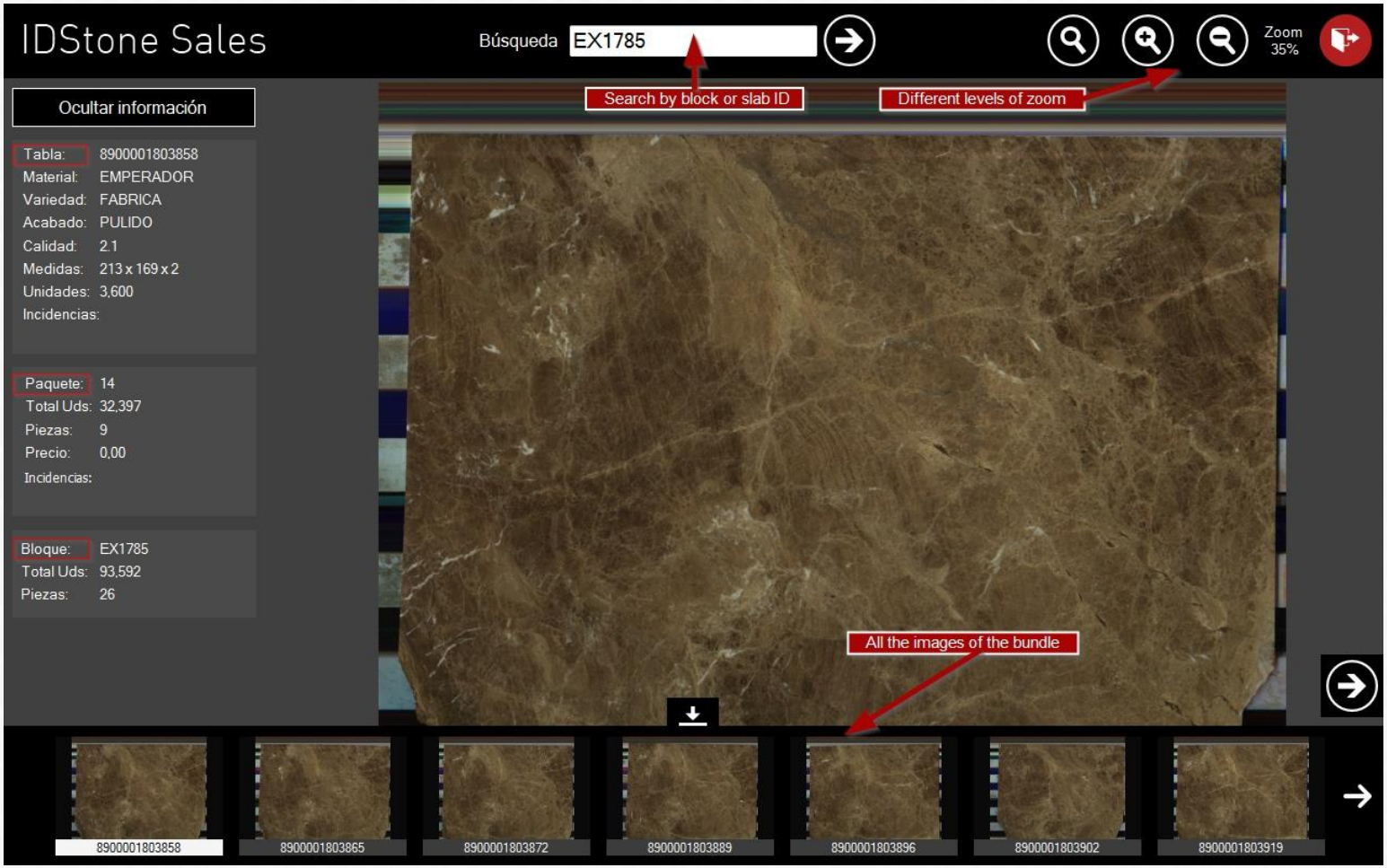
Reservation, order or quota request



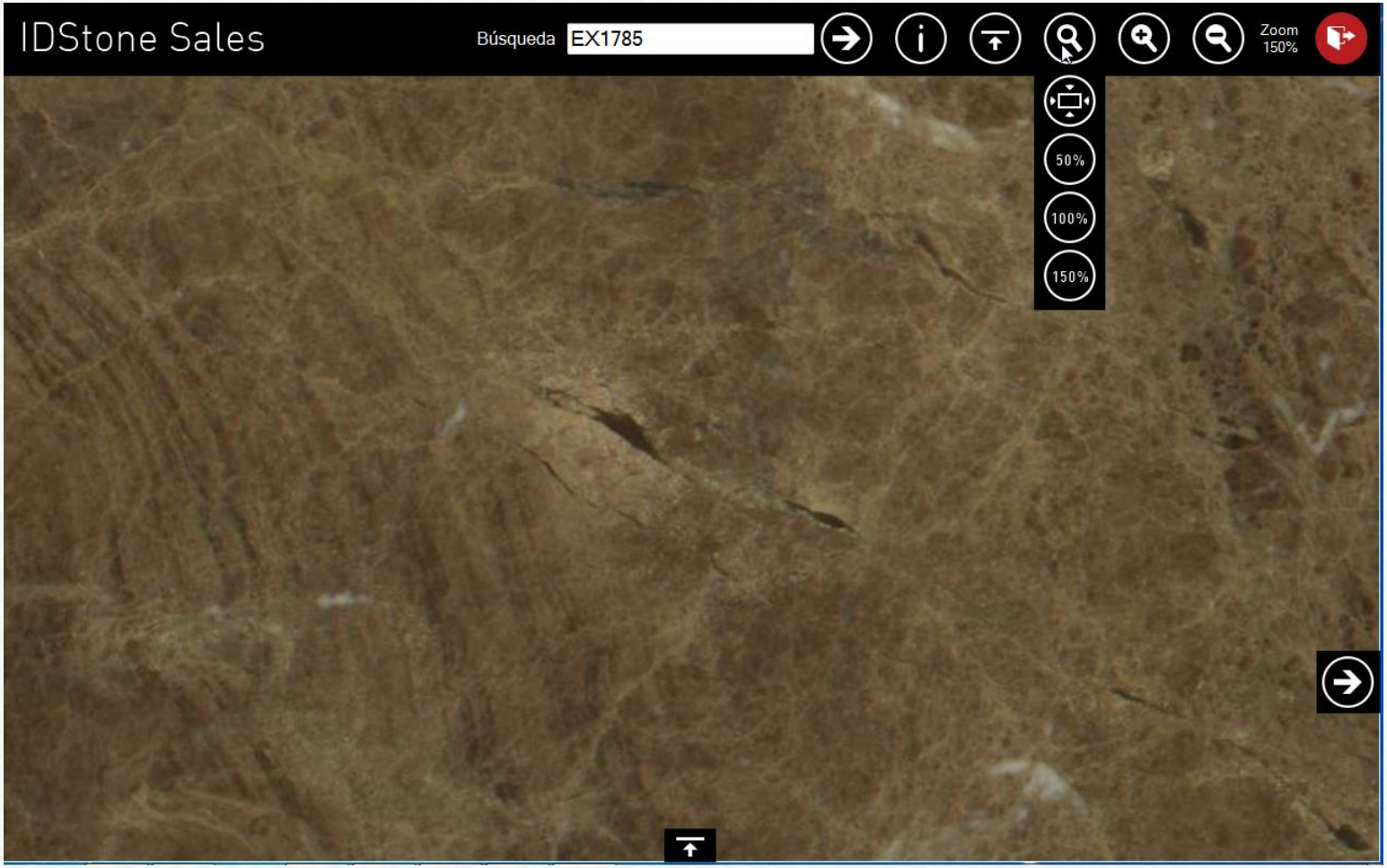
IDStone Sales: A new way to sell.

- All the information you need is on your Tablet PC.
- Images of the slabs from a block. Information of each slab from a bundle.
- Help to sale at the factory. View all the slabs from a bundle or from a block.
- Indispensable tool for the commercial visits to customers.
- Generate quotes, reservations and orders.
- Wi-Fi or UMTS connection.

Images and information at a glance



High quality images, optimal color reproduction



Thanks for your attention….

More information at http://www.idstone.es/

or at the corporate website http://www.computel-sp.com/

IDStone SGA