

IDStone®

# **IDStone:**

## **Innovating the natural stone industry management**

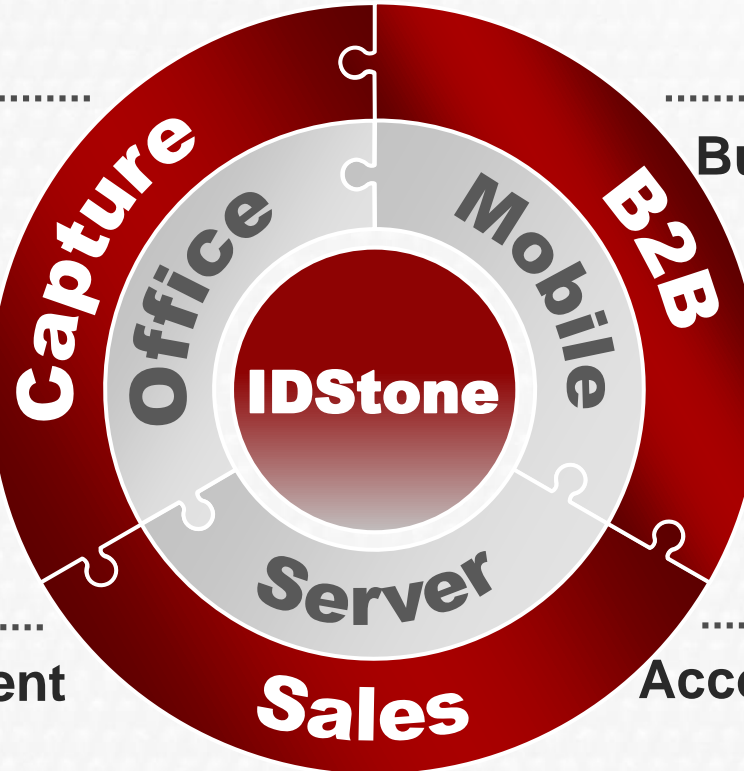
Mr. Vicente Martínez (Product Manager)

Mr. Iván Povedano (Development Team)

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



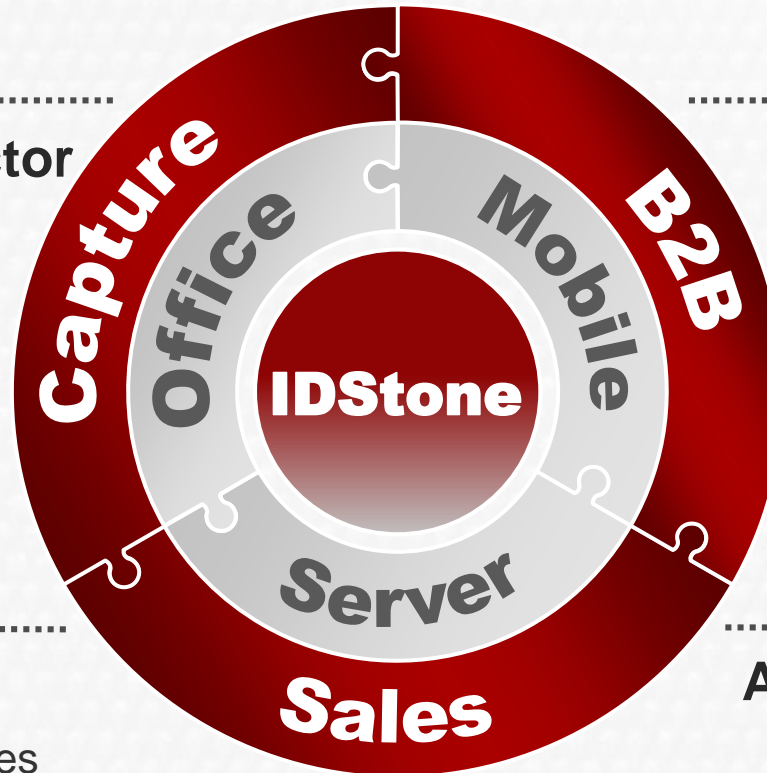
## IDStone Advantages

### 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.

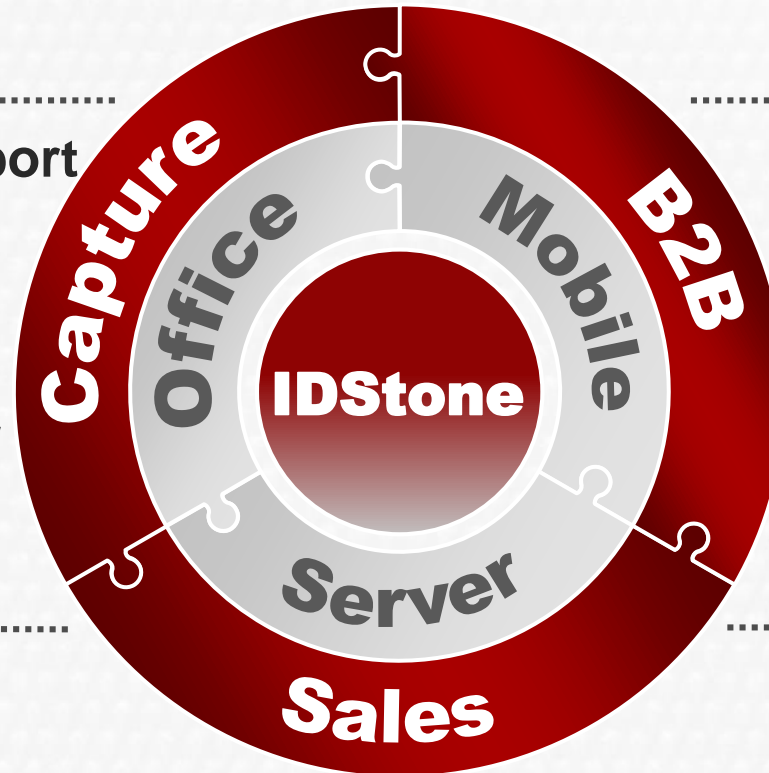
### Advanced technology

Own development  
Great flexibility for customer requirements.

Ready for companies with multiple geographic locations

## Multilanguage support

- English
- Spanish
- French
- Other languages 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

**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

## Available modules

### Information management

- IDStone <sup>server</sup> → Data storage and communications (System Core)
- IDStone <sup>office</sup> → Information management system

### Capture information

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

### Information for sales team

- IDStone <sup>b2b</sup> → B2B portal, marketplace
- IDStone <sup>sales</sup> → Tablet PC client



## Some IDStone customers, different profiles





## 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<sup>Mobile</sup>

IDStone<sup>Office</sup>

IDStone<sup>Capture</sup>

## Success Stories: Monte Coto (ivory cream quarry)



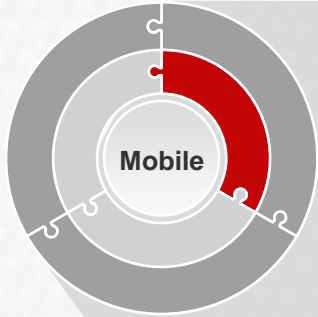
- One of the most important quarry on the world in m3 of extracted blocks
- The world's biggest working cream marble quarry.
- IDStone is running in all businesses areas
- Notice: in this scenario IDStone can operate in offline mode, without connection to the central database. The data is synchronized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

### Modules:

IDStone<sup>Mobile</sup>

IDStone<sup>Office</sup>

# Inside the modules



## 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.

Start
Finish
Close
TCL

General
Views

Block: 10101

Material: GOLDEN CREAM, CROSS

Finish: HONED WITH COLOUR

Quality: GOOD QUALITY

Warehouse: VISEMAR FACTORY

<Type>
<Choice>

Length: 202,00 (Cm)
Height: 124,00 (Cm)
Thick.: 2,000

IDStone 10
© Computel, 2010

Start
Finish
Close
TCL

General
Views

Machine: SAWMILL Nº2

ID:
OK

Clear
Records: 6

9000003017723	(202x124x2)
GOLDEN CREAM, CROSS CUT	
HONED WITH COLO, GOOD QUALITY	
9000003017716	(202x124x2)
9000003017709	(222x124x2)
9000003017693	(222x124x2)
9000003017679	(222x124x2)
9000003017662	(222x124x2)

IDStone 10
© Computel, 2010

## 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\*



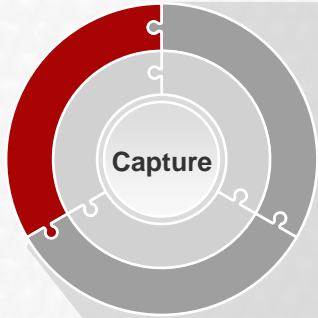
\*Other dimensions on request.

## 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.





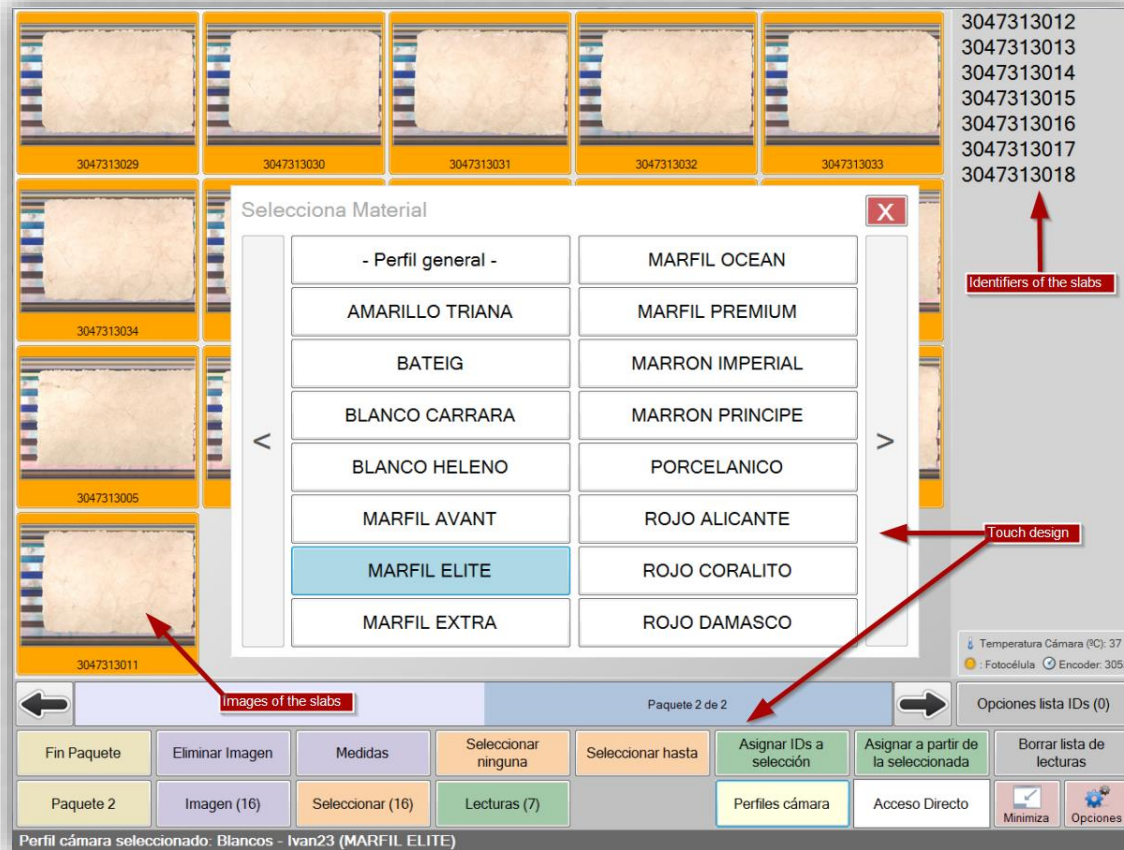


## IDStone Capture: image = information

- 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.

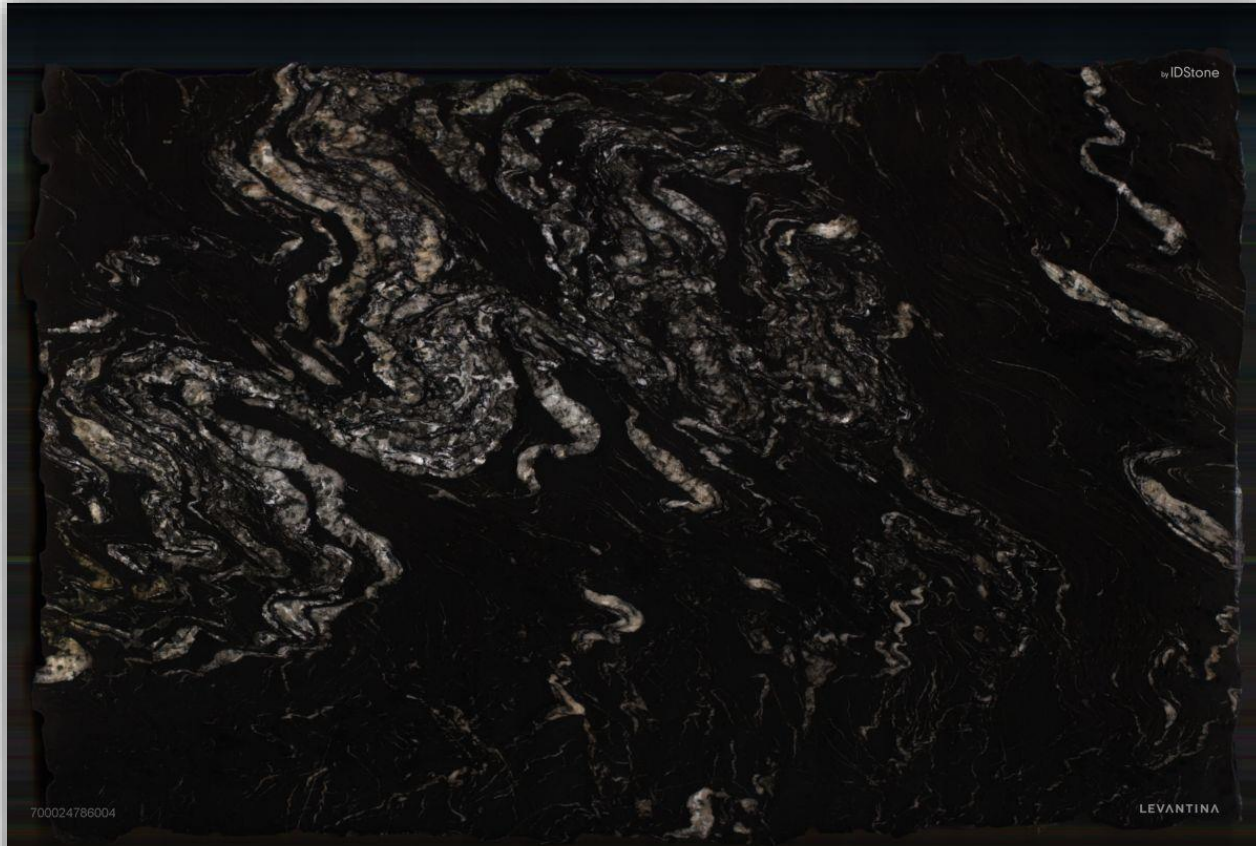


## Marble production lines.



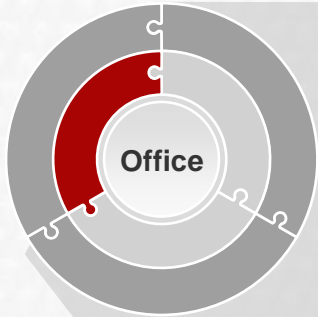


## Granite production lines



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)

**Stock control and traceability**

**Indicates whether the slabs bundle should be published in IDStone B2B**

**Image captured by IDStone Capture**

**Issues affecting the whole bundle of slabs**

**Slabs with quality issues are highlighted in different colors**

Id	Piezas	Largo	Alto	Ancho
89000001793364	1,00	285,00	145,00	2,00
89000001793371	1,00	285,00	145,00	2,00
89000001793388	1,00	285,00	145,00	2,00
89000001793395	1,00	285,00	145,00	2,00
89000001793401	1,00	285,00	145,00	2,00
89000001793418	1,00	285,00	145,00	2,00
89000001793555	1,00	285,00	145,00	2,00
89000001793562	1,00	285,00	145,00	2,00
89000001793579	1,00	285,00	145,00	2,00
89000001793586	1,00	285,00	145,00	2,00
89000001793593	1,00	285,00	145,00	2,00

Sum=11,00

Usuario: admin

martes, 15 de mayo de 2012 | Base de Datos: IDSTONE\_DEMO\_B2B\_2012 | Versión: 2010.3.0.0 | www.computel-sp.com | IDStone 10

## A bundle of slabs (II)

The screenshot displays the IDStone Office software interface. At the top, there is a menu bar with options: Archivo, Editar, Vista. Below the menu bar is a toolbar with icons for Refrescar, Acciones, Restaurar, Cerrar, Guardar, Guardar y Salir, Cancelar, and a search filter (Filtrar por texto). The main area is a table with columns: Id, Largo, Alto, and Ancho. The table contains several rows of data, with the first row highlighted in orange. A red arrow points to the first row with the text: "Slabs with quality issues are highlighted in different colors."

Id	Largo	Alto	Ancho
8900001793364	285,00	145,00	2,00
8900001793371	285,00	145,00	2,00
8900001793388	285,00	145,00	2,00
8900001793395	285,00	145,00	2,00
8900001793401	285,00	145,00	2,00
8900001793418	285,00	145,00	2,00

Below the table, there is a section for image viewing. It includes a tab labeled "Imagen" and a sub-tab "Incidencias Tabla". On the left, there are zoom controls: Brillo, Zoom: 100%, Centrar, 25%, 50%, 75%, and 100%. A red arrow points to the 100% zoom level with the text: "Zoom levels". The main image area shows a detailed view of a stone slab with a complex, cracked pattern. A red box in the top right corner of the image area contains the text: "High image quality. True color reproduction."



## A bundle of slabs (III)

The screenshot displays the IDStone Office software interface. At the top, there is a menu bar with options: Archivo, Editar, Vista. Below the menu bar is a toolbar with buttons: Refrescar, Acciones, Restaurar, Cerrar, Guardar, Guardar y Salir, Cancelar, and a search bar labeled 'Filtrar por texto'. Below the toolbar is a table with columns: Id, Largo, Alto, Ancho, and a small column on the right. The table contains data for slabs 7247801 through 7247804. The row for 72478011 is highlighted in blue. Below the table is a tabbed interface with tabs: Imagen, Incidencias Tabla, Medidas, and Información captura. The 'Imagen' tab is active, showing a large image of a dark, textured slab. A blue rectangular measurement box is drawn over the image. A red arrow points to the box with the label 'Measurement on the image'. In the center of the image, there is a dialog box titled 'Edición de stock' (Editing stock). The dialog box contains a title 'Edición de registros de stock' and a description: 'Se modificarán las cualidades de los registros seleccionados. Las operaciones realizadas hasta la fecha no se verán alteradas.' Below the description are several input fields: Material (G. TITANILUM), Largo (259,000), Acabado, Alto (179,000), Calidad, Ancho (3,000), Tipo var, Piezas (1,000), Variedad, Nº bloque, and Proceso. A red arrow points to the 'Piezas' field with the label 'Editing properties'. At the bottom of the image, there is a status bar with the text: 'Medida real: 264 x 182 | Medida comercial: 259 x 179'. A red arrow points to this text with the label 'Current measurement'. To the right of the status bar, there is a red arrow pointing to the text 'IDStone' with the label 'Your Company'. At the bottom right of the status bar, there is a red arrow pointing to the text 'Medida real seleccionada: 266 x 184' with the label 'Drawn area measurement'.

Id	Largo	Alto	Ancho
7247801		256,00	159,00
72478010		262,00	158,00
72478011		259,00	179,00
7247802		243,00	157,00
7247803		260,00	157,00
7247804		261,00	157,00

Edición de stock

Edición de registros de stock

Se modificarán las cualidades de los registros seleccionados.  
Las operaciones realizadas hasta la fecha no se verán alteradas.

Material: G. TITANILUM Largo: 259,000

Acabado: Alto: 179,000

Calidad: Ancho: 3,000

Tipo var: Piezas: 1,000

Variedad: Nº bloque:

Proceso: Ubicación:

Aceptar Cancelar

Medida real: 264 x 182 | Medida comercial: 259 x 179

Medida real seleccionada: 266 x 184

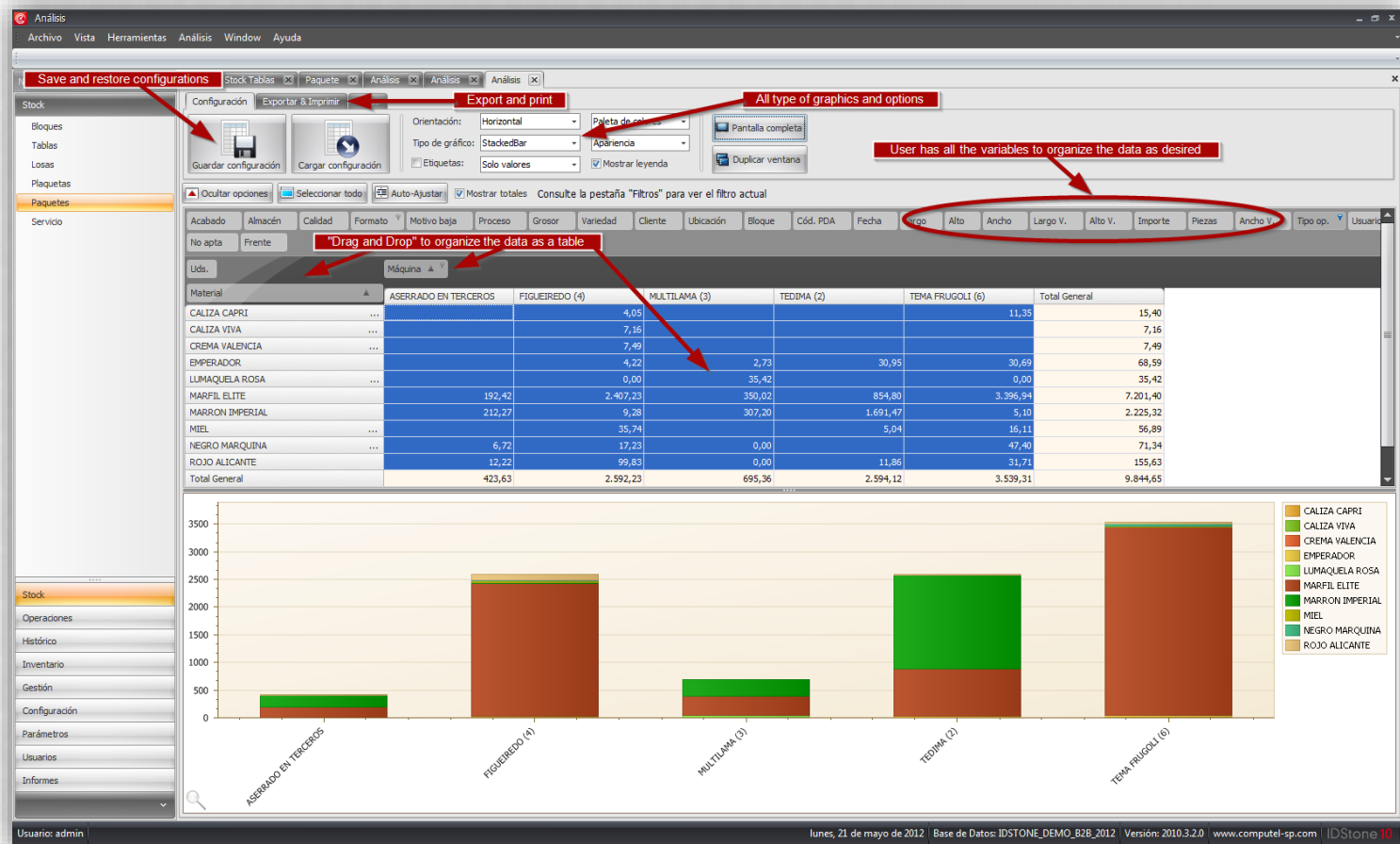


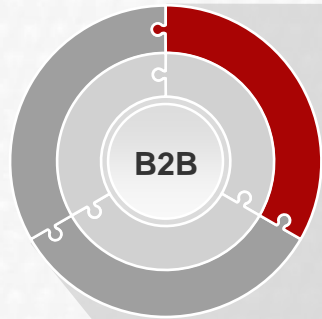


## IDStone data analysis

- 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

Integrated into your company website

Searches for one or more columns

Ver cesta Cerrar sesión

Nº Paquete	Bloque	Formato	Material	Variedad	Acabado	Calid.	L	A	E	Pzs	Uds.	Img	
			EMPERADOR		PULIDO								Clear
P0000000014	EX1785	Tablas	EMPERADOR	FABRICA	PULIDO	2.1	213	169	2	9	32,397	<input checked="" type="checkbox"/>	
P0000000015	EX1785	Tablas	EMPERADOR	FABRICA	PULIDO	2.1	213	169	2	7	25,198	<input checked="" type="checkbox"/>	
P0000000018	EX1785	Tablas	EMPERADOR	FABRICA	PULIDO	2.1	213	169	2	10	35,997	<input checked="" type="checkbox"/>	
P0000000044	EX1763	Tablas	ROJO ALICANTE		PULIDO	1.2	200	135	2	16	43,200	<input checked="" type="checkbox"/>	
P0000000045	EX1939	Tablas	EMPERADOR		PULIDO	2.1	300	160	2	0	20,141	<input checked="" type="checkbox"/>	

Filter Editor for complex searches

Anterior paquete Siguiente paquete Bundle browser

Bundle images

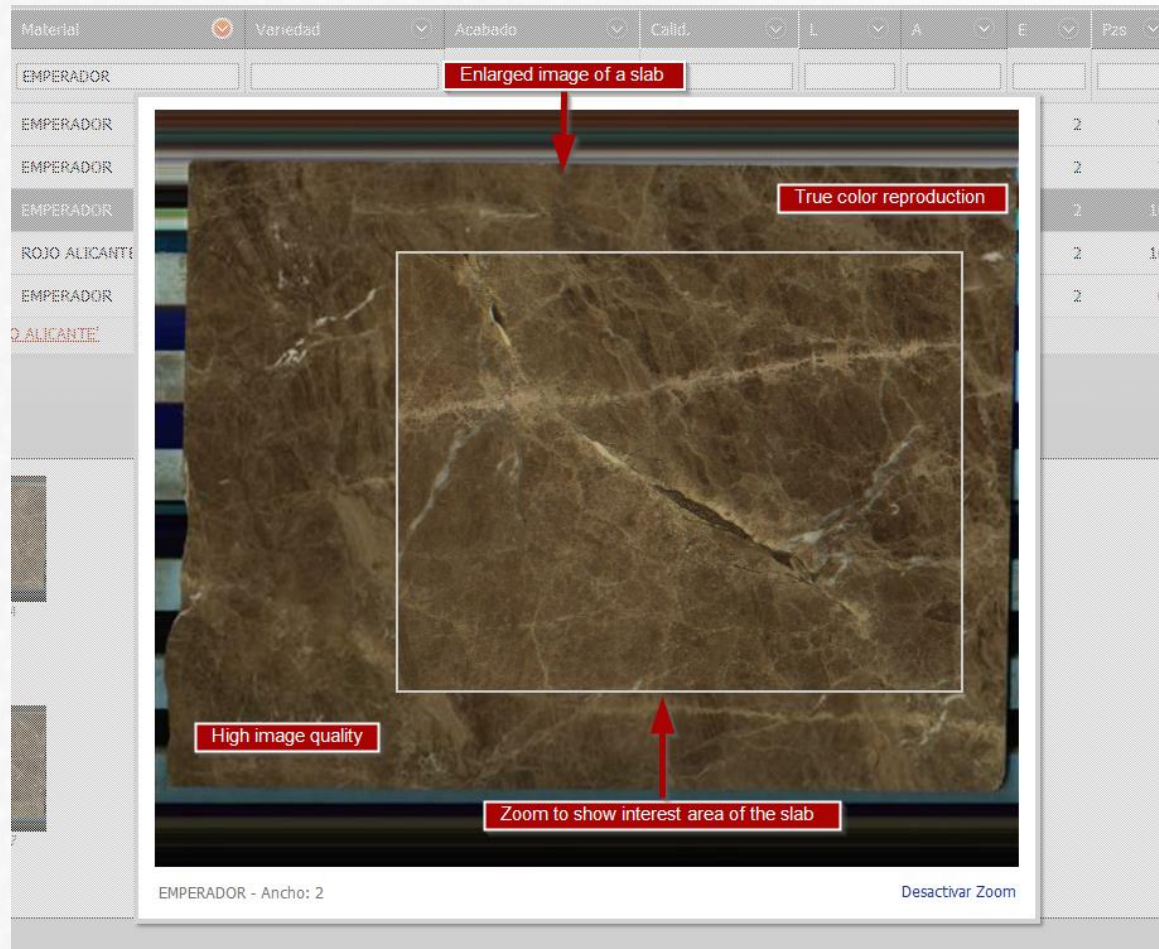
Tablas contenidas en el paquete seleccionado:

8900001820183  
200 x 135 x 2  
m2: 2,700
 8900001820299  
200 x 135 x 2  
m2: 2,700
 8900001820312  
200 x 135 x 2  
m2: 2,700
 8900001820343  
200 x 135 x 2  
m2: 2,700
 8900001820350  
200 x 135 x 2  
m2: 2,700
 8900001820367  
200 x 135 x 2  
m2: 2,700

8900001820374  
200 x 135 x 2  
m2: 2,700
 8900001820398  
200 x 135 x 2  
m2: 2,700
 8900001820404  
200 x 135 x 2  
m2: 2,700
 8900001820411  
200 x 135 x 2  
m2: 2,700
 8900001820428  
200 x 135 x 2  
m2: 2,700
 8900001820442  
200 x 135 x 2  
m2: 2,700

Image Browser of the bundle

## View of a bundle. Zoom of a slab.



## Reservation, order or quota request

The screenshot shows the IDStone B2B web application interface. At the top, there's a navigation bar with the IDStone<sup>b2b</sup> logo, a session status indicator "Shopping basket of the customer current session", and two buttons: "Volver a paquetes" and "Cerrar sesión". Below this is a table with columns for product details and a final column with red 'X' marks. The table contains 8 rows of product data. Below the table, there are two red callout boxes with arrows pointing to the "Reservar", "Pedido", and "Presupuesto" buttons. The first callout says "Customer chooses which type of operation to generate" and the second says "These operations are integrated with IDStone Office". The bottom right corner of the interface says "Powered by IDStone".

Nº Paquete	Bloque	Material	Variedad	Acabado	Calidad	Espesor	Cantidad	m2	
P0000000014	EX1785	EMPERADOR	FABRICA	PULIDO	2.1	2,000	9	32,397	X
P0000000015	EX1785	EMPERADOR	FABRICA	PULIDO	2.1	2,000	7	25,198	X
P0000000040	AC33412	MARFIL OCEAN		PULIDO	2.3	2,000	11	45,459	X
P0000000041	AC33412	MARFIL OCEAN		PULIDO	2.3	2,000	13	53,723	X
P0000000044	EX1763	ROJO ALICANTE		PULIDO	1.2	2,000	16	43,200	X
P0000000051	EX2062	MARFIL OCEAN		PULIDO	3.2	2,000	10	175,299	X
P0000001004	100000000	G.ROJO ÁGUILA		PULIDO		3,000	5	23,616	X
P0000001007	100000001	G. MARRÓN BÁLTICO		PULIDO		3,000	4	20,434	X

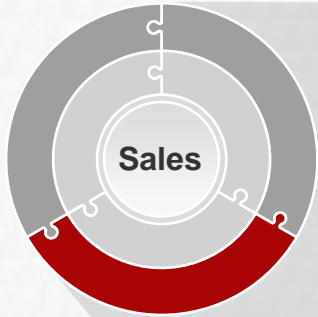
Customer chooses which type of operation to generate

These operations are integrated with IDStone Office

Reservar Pedido Presupuesto

Powered by IDStone





## 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

The screenshot displays the IDStone Sales web application interface. At the top, the header includes the 'IDStone Sales' logo, a search bar with the text 'Búsqueda EX1785', and navigation icons for search, zoom, and a right arrow. Below the header, the main content area is divided into three sections:

- Left Sidebar (Ocultar información):** Contains product details for a specific block and bundle.
 

Tabla:	8900001803858
Material:	EMPERADOR
Variedad:	FABRICA
Acabado:	PULIDO
Calidad:	2.1
Medidas:	213 x 169 x 2
Unidades:	3,600
Incidencias:	

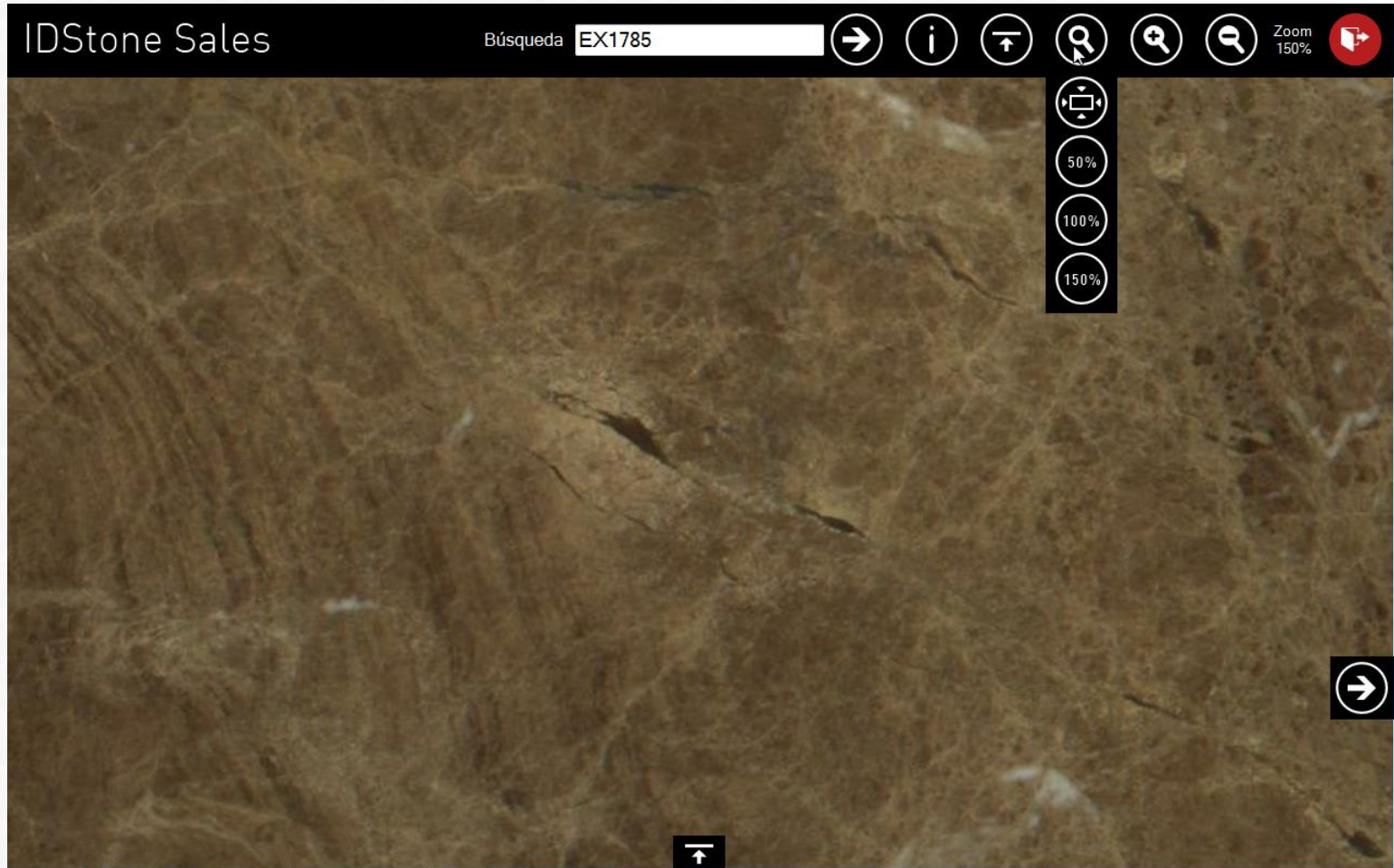
Paquete:	14
Total Uds:	32,397
Piezas:	9
Precio:	0,00
Incidencias:	

Bloque:	EX1785
Total Uds:	93,592
Piezas:	26
- Center:** A large image of a brown stone slab. Above the image is a search bar with the text 'EX1785' and a right arrow. Below the image is a download icon (down arrow). A red arrow points to the image with the text 'All the images of the bundle'.
- Right Sidebar:** Contains zoom controls (magnifying glass icons) and a zoom percentage of '35%'. A red arrow points to the zoom controls with the text 'Different levels of zoom'.

At the bottom, there is a horizontal strip of seven small thumbnail images of the stone slab, each with a corresponding ID number below it: 8900001803858, 8900001803865, 8900001803872, 8900001803889, 8900001803896, 8900001803902, and 8900001803919. A right arrow is located at the end of this strip.

## 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/>