



# The Most Powerful Shop Management System for Industrial Apparatus Sales and Service



The Spring Point software suite brings the multiple aspects of an industrial apparatus sales & service company together in a comprehensive system uniquely designed for the industry.

Repair, Sales & Field Service

- Quoting
- Job Tracking & Costing
- Labor Scheduling
- Inventory Controls
- Accounting
- Detailed Reporting



- Status & Location Tracking
- QR Code Labels
- Maintenance
- Documentation
- Equipment Storage

- Quality Control
- Replace Job Travelers
- Customer Specifications
- Advanced Calculations
- Automated Customer Reports
- Image & Equipment Capturing
- Quality Hold Points
- Job/Task Warnings

springpoint industrial software suite



- View Equipment Info
- Access Jobs, Quotes, Invoices
- View Stock Levels & Pricing
- Pay Invoices (CC & ACH)
- Place Orders
- Request Quotes and Approve Quotes

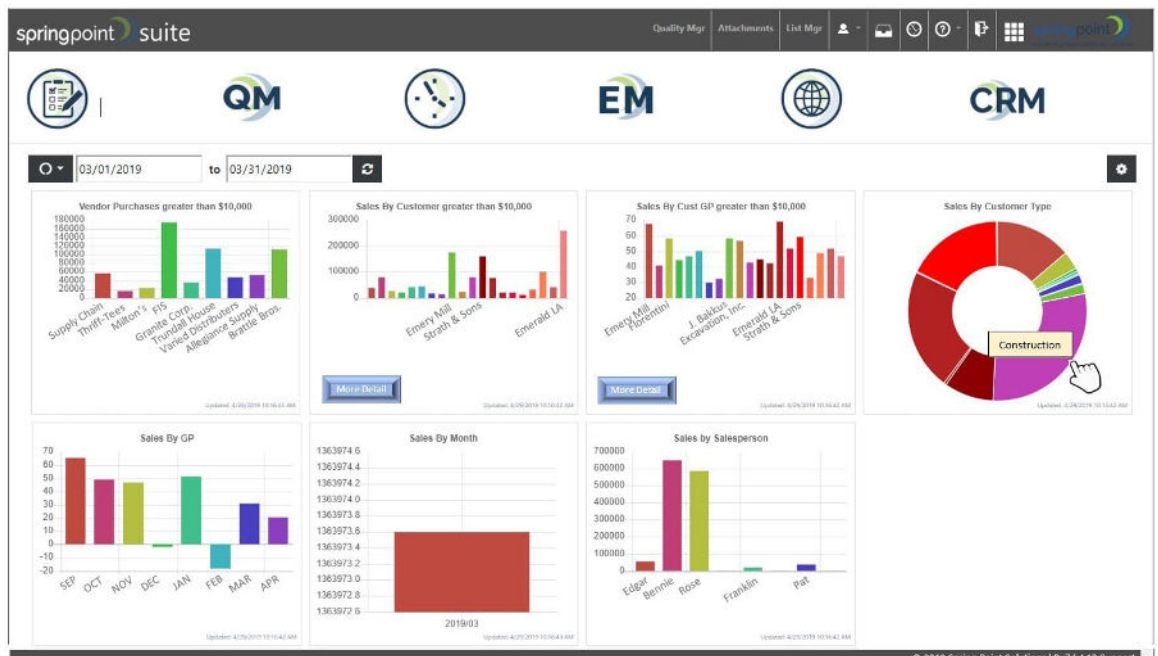
- Mobile Access
- Activity Scheduling
- Opportunity Tracking
- Pipeline Views
- Live Job Access & History
- Google, O365 Integrations



OTHER INTEGRATED DATA APPS

Other Integrated Applications

- Dashboard
- Mobile Time Clock
- Mobile Paperwork
- Job Tracker
- List Manager
- Spring Point App (iOS & Android)



At-a-glance and detailed reporting through the Suite Dashboard. Mobile access to all your information.



Not just for motors - MotorBase is a comprehensive shop management system - designed from the floor up in apparatus repair shops.

The efficiency you gain in every aspect of your company from Job Costing to Accounting to Scheduling Employee Labor brings:

- Better insight to your business
- Organization to your processes
- Increased profitability

## Benefits

- Detailed job costing
- Automated POs
- Real-time inventory control
- Production control
- Search & drill-down capability for various levels of information
- Automated reporting
- Employee time
- Scheduling
- Automated accounting
- Remote access
- Advanced security
- No servers
- Included software updates
- Daily data backups
- Attach photos & files
- Vendor/Supplier Integrations
- Tax reporting
- Barcoding
- EASA forms
- Create quotes, orders, POs
- Banking & EFT functions
- AR & AP
- Special pricing
- Warranty tracking
- iOS & Android compatible
- RMA processing



Kristina Wilson, CFO  
Jay Industrial Repair

Jay Industrial Repair has multiple businesses, 7 locations in 2 states, and covers a sales spanning the southeastern US. MotorBase ERP and the Spring Point Suite have enabled them to:

- Become more efficient at every level
- Share information in real time
- Standardize process

One of the things that really attracted me to Spring Point Solutions and the suite of products is the fact that everything is housed under one system. So, you have operations, you have billing, and you have reporting, all within one unified system.

As CFO of the company, it just makes finance departments work so much easier and we're so much more productive because of that. I know that other places I've worked, it's been really frustrating because you had billing in one system, you had operations in another, you had the general ledger in another system, and you had to do monthly reconciliations. You had to do so much extra work to make sure that the systems were communicating to each other. But with Spring Point Solutions the communication is seamless because it's all within one umbrella of products. And that has been amazing.

All the nuances [of the apparatus sales and service] industry have already been factored in. So that's really made things extremely, extremely helpful.

#### With the previous system(s)

- Stuck in the past
- Information stored in disparate systems
- Did not have 24/7 remote access to information
- Reporting was difficult and lacked detail
- Lack of visibility and business intelligence

#### After switching to Spring Point

- All aspects of business information under one cohesive system
- Ability to drill down into numbers to understand business units and profit lines
- 24/7 remote access keeps people in all locations on the same page

We have really been impressed with Spring Point Solutions, more specifically MotorBase ERP, and just how much data we can get from the system... our owner, our president can quickly go to their phone, can go to their computer, and see the state of the business. When you bring all of that together, this really has been the most efficient, the most intuitive, and useful system I've ever used. It's a joy to work in a system where everything is all under one roof.

**"I mean, it's top notch – I love it!"**  
-Kristina Wilson, CFO

We liked that [Spring Point] had a cloud-type system where everybody would be able to access it... and get real up-to-date information. And it's been one of the best investments that we've made as a company.

[Spring Point gives] everybody a lot more information on the current state of the business, and their accounts, and their customers, and the financial stuff. And it just made a lot of sense for our company, especially since we're spread apart, spread about by like six different branches across the state and into Georgia with salespeople all across the South. So, it just made a lot of sense for us.

Spring Point has allowed us to see things in real time [like sales tracking and trends on quoting] - we can make adjustments based on what we're seeing on our program.

From the managers to the salespeople to the corporate people here can all say that the contributions that Spring Point has made to Jay [have made] us a much better company today than we were, five, ten years ago.

[MotorBase ERP] is a one stop shop. I think that the biggest benefit to that is for our owners and our executives being able to look at a business unit and a profit line and wanting to drill into that and understand how we got to that point with our profit line.

It allows us to look at things, both on a macro level and a micro level, without having to leave the system that we're already in.

As a former Data Administrator, it is my bread and butter!

Jay Industrial Repair's decision [in 2015] to move to Spring Point and their MotorBase operating system which was designed specifically for the rotating apparatus repair and service industry has been instrumental in improving and managing almost all aspects of our company. We have since added additional programs from Spring Point to better serve our customers: QM Wizard™ which is an electronic checklist, reporting, and data capture system providing enhanced quality management, process standardization, best practice consolidation, visibility and transparency, real-time data access and validation and 24/7 web based information flow; and Spring Point's CRM program. It allows us to track sales opportunities, portray the sales funnel, convert prospects to customers, manage sales operations, and schedule activities all on an internet-based program designed for our industry. Jay views Spring Point as a true partner and their software programs have benefited our company in so many positive ways.



Joel McMahon, CEO  
Jay Industrial Repair



Brandon Green, Corporate Controller  
Jay Industrial Repair



John Beavers, Corporate Compliance Manager  
Jay Industrial Repair



QM Wizard standardizes processes and ensures high quality work. Use QM Wizard to supplement training to bridge the experience gap. License fee pays for itself in a few days:

Saved time + increased capacity = more billable hours

### Provide insight to key stakeholders

QM Wizard transforms custom PDF forms and checklists into a digital data-capturing Quality Management, training, and transparency tool, providing insight to key stakeholders. Imagine an electronic step-by-step process that evaluates entries against your preset criteria and tolerances to standardize work and ensure high quality workmanship.

### Easily incorporate company or customer specifications



Increase Efficiency



Increase Capacity



Increase Sales

### Technology for the Technician

QM Wizard is an electronic checklist, reporting, and data capture system providing:

- Enhanced quality management
- Process standardization
- Best practice consolidation
- Visibility & transparency
- Real-time data access & validation
- 24/7 web-based information flow

Process Reliability: Improve every procedure in any industry.

Jay Industrial Repair has multiple businesses, several locations in multiple states, and cover a sales territory of several states. QM Wizard has enabled them to:

- Standardize processes
- Promote best practices
- Unite all companies regardless of type of work onto a single platform.

"QM Wizard has really impressed our customers. It sets us apart from everybody else."

~Joel McMahon, CEO

#### Before QM Wizard

- Manual calculations for voltage drop on a synchronous rotor took 20 minutes.
- Physically looking up bearing journal and housing tolerances and copying that information onto a form.
- Handwritten forms sent to office to be reformatted before sending to customer.
- Variations in the way different locations and departments processed work.
- Lost time and duplicated effort on every job means paying employees for inefficiency and needlessly limiting shop capacity.

#### After QM Wizard

- Automated calculations and preset criteria save up to 20 min/job.
- Incorporated bearing tolerance information saves 10/min job (these are only 2 examples)
- Final reports completed when work is done.
- Saves hours per job.
- Standardization across the company.
- Visibility at the management level.
- Estimates using 5 Technicians Time Savings: Cost Savings: \$55k Billable Increase: \$100k

QM Wizard has really opened up our ability to manage the shop floor by the guys having access to specifications, having the forms that detail the type of information that a customer is looking for... We use QM Wizard for customers that have very complicated motor specifications, and it really simplifies the process for our guys on the shop floor. Our forms are built around the customer specification. So, it's easily the best way for us to supply the information that the customer is looking for in the reporting.

"We really use it as a marketing tool - having that ability to condense a very complicated specification down to a form [that] leads your technicians through the process."

~Joel McMahon, CEO



Joel McMahon, CEO  
Jay Industrial Repair



John Beavers, Corporate Compliance Manager  
Jay Industrial Repair

"We really use it as a marketing tool - having that ability to condense a very complicated specification down to a form [that] leads your technicians through the process."



Capture & view customer data in one place

Simple. Clean. Easy.

Due to technology advances over the past decade, customer expectations are higher than ever, increasing the need for a reliable CRM system.

Integrated CRM software – Capture and view all customer data in one place. Manage appointments, calls, sales, opportunities, contacts and all customer related data. Track job, order and quote statuses. Quote updates in the CRM are immediately reflected in the rest of the Suite.

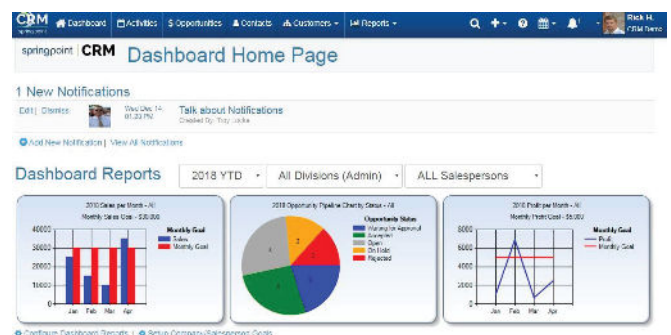
### Reporting, Calendars, and Google Maps

Quick simple reports provide the data you need. Calendars for appointments can be company shared. Show appointments and customers on Google Maps. Export data to Excel or PDF.

### Spring Point Suite integration

CRM data is synchronized with MotorBase and the other apps in the Spring Point Suite – customers, contacts, and appointments. Updating data in either system is synced between both systems. Information flows in real time between the integrated data apps and the CRM to ensure your sales reps are always prepared with the latest progress. The integration prevents multiple mismatched data bases which often occur when different systems are maintained by different people or departments with a company.

- Schedule activities
- Track sales opportunities
- Convert prospects to customers
- Manage sales operations
- Portray the sales funnel
- Monitor progress
- Integrated with Office 365,
- Google, SharePoint, MailChimp,
- and Constant Contact





### Before Spring Point CRM

- Sales reps spent hours each Sunday evening preparing weekly highlight reports
  - Past week's calls and results
  - Planned activities for the week ahead
- Sales reps had to run reports for each customer prior to making a sales call.
- Answering customer questions took 2-3 hours waiting for information from the home office.

### After Spring Point CRM

- Eliminated Sunday night reporting - life is better for every sales rep.
- Information is available on site via mobile devices.
- Real-time information is available immediately.

"Saves tons of time! I rely so much on [Spring Point] CRM."

~Ronnie Norris,  
Corporate Manager



Ronnie Norris, Corporate Manager  
Jay Industrial Repair

We found that Spring Point's CRM was the perfect fit for us. It allows me as the manager to kind of keep a bird's-eye view of all the salespeople. We cover about eight states. So, it gives me an opportunity to see where everyone's at.

With Spring Point CRM, we have access to all the information that we have back at the plant - in front of us - right in front of the customer!

One of my favorite features is the maps. We cover eight states, and so I don't always know exactly where some of our accounts are, but all I need to do is just reference that customer. [Spring Point CRM] gives me a map that shows me exactly where that plant is. And I can also get directions how to get there!

The weekly highlights report tells me every activity that happened the past week or the week before - whatever I want: all the opportunities, all the new customers, all new prospects.

I can also see where we're at as far as goals - what we've done on a month-to-month basis or annual basis. And I can dig deeper and look at the salesperson and see what his numbers are.

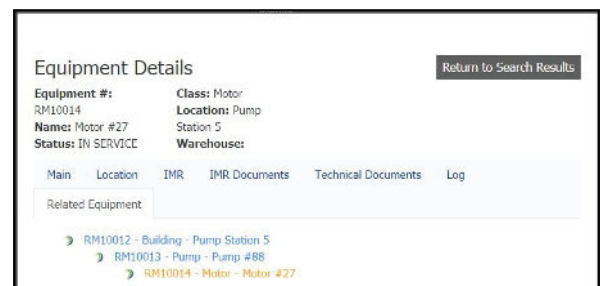


The Equipment Manager allows you to organize and track thousands of items. As part of the Spring Point Suite, items entered in MotorBase or the QM Wizard can be easily activated for use in the EM solution.

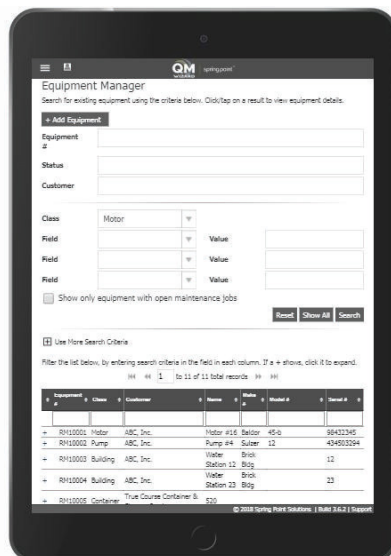
Create custom categories each with its own set of attributes (preset and custom fields for searching and tracking) such as nameplate data and other important information.

Create and print labels with your branding and identifying equipment information.

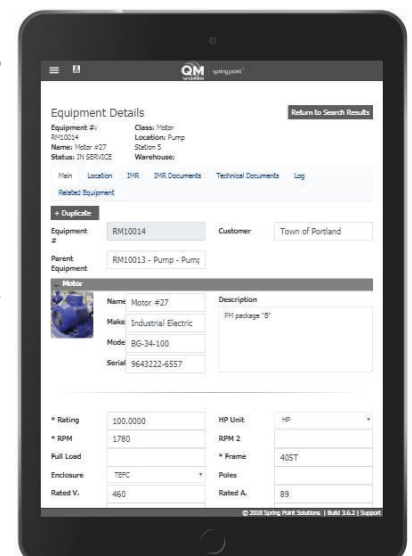
The 'parent equipment hierarchy' function visually depicts how items are related to one another and allows for easy navigation between related item records.



Search, sort, and filter by equipment ID#, customer, classification, attributes, and more. Get at-a-glance info or drill down for item details and history.



Drill down into an item record to access photos, documents, location and status histories, Inspection-Maintenance-Repair records, technical documents and more.



We can standardize all of our practices across the company. The benefit of QM Wizard - as the Corporate Quality Manager at Jay Industrial Repair - is that I can see all of our locations from a standardized point of view, and I can be assured that we are all performing motor repair work the same exact way.

With QM Wizard technicians on the floor refer to the [unique] customer specifications. And if [an entry is outside the] specification, the QM Wizard will flag the task and let the Quality Manager in the service center know that the task is out of tolerance. And so now the technician has been alerted to it along with the service center Quality Manager, and they can come up with a fix to ensure that we get within the customer specifications.

This allows us to track all of our repairs across all of our locations, and to make sure they're all standardized on how we perform the work, but at the same time, fall within the specifications our customers have provided us.

One of the biggest advantages to using a QM Wizard for our quality program is actually production related. We get to keep our technicians all on task and keep them in a workflow... It gives them a process to follow from start to finish. Task one, task two, test three in order.

With QM Wizard, we've found several ways to save time simply by [presetting] calculations or criteria... A perfect example would be voltage drop calculations. Back in the day you'd have to get a pen and paper or a calculator out and start manually doing all of your variances for each pole. Whereas in QM Wizard you set up formulas on the tasks that automatically calculate variances for each poll - makes their jobs a lot easier.

If you have a lot of poles on your synchronous rotor, you're going to spend up to 20 minutes doing manual calculations. With QM Wizard, you just type in your data and the program automatically calculate each poll for you. So, we're saving 20 minutes a couple of times a day here and there. That adds up.

Reports are:

- Quicker
- More reliable
- More accurate
- "and it goes to the customer before the motor ever leaves the shop."



Jonathon Gallagher, Corporate Compliance Manager  
Jay Industrial Repair



Jeff Keith, Quality Control Manager  
Jay Industrial Repair



The world, technology, and the electrical apparatus industry are becoming more interconnected every day. Spring Point Connect links equipment, customers, vendors, and payment methods thru the Spring Point Industrial Software Suite.

Get connected to save money and eliminate wasted time; reduce errors, become more efficient; and focus on the growth and profitability of your business.

## SUPPLIER CONNECT

Order supplier products Directly - Immediate Customer Pricing & Nationwide Warehouse Availability. POs, Acknowledgments, advanced Shipping Notifications, & Invoices are automatically connected to MotorBase



Connect your remote sensors to Equipment Manager and QM Wizard. Scheduling of Field Service Technicians.



A turnkey website connected to your inventory, all you do is ship the products. Customers order & pay online, All MotorBase entries are automated.



Connects Service First Processing (SFP) to MotorBase for Credit Card, ACH and AP Payment processing. Direct your customers to pay from their Web Portal.



Coil forms connected directly within QM Wizard



Pricing Analyzer helps you determine the best repair prices to charge your customers. Backed by Machine Learning and Predictive Data Analytics, our software is generating data every day to provide the most relevant pricing in the electrical apparatus industry. Focusing on the data from 2015 to present day. Repair Pricing is just the beginning of all the fun.



## CUSTOMER WEB PORTAL

The Customer Web Portal provides your customers (the motor/equipment owners) access to information related to their jobs, quotes, and equipment through your website via a web portal link. You control access and the level of information each customer is able to view.



Give your customers the insight they desire while reducing interruptions to your business day.

springpoint Payables **Jobs** Quotes Equipment Inventory Main Site Log off  
 Contact Troy D. Locke  
 sales@springpt.com 888-382-7835

Jobs

At a glance customers see job status and schedule information. Clickable links provide access to detailed information, job attachments, and documentation including quotes and invoices.

Job # R20660

Job Information | Equipment Information | Job Line Details

Job #	Equipment ID	Job Date	Job Type
CR-20004	M20512	12/7/2018	
S10966		9/12/2018	Motor Sales
R20872	M20487	9/10/2018	Recondition
R20696	M20314	2/14/2017	Rewind
R20697	R1037	2/14/2017	Rewind
R20660	M20269	11/25/2016	Recondition
R10048	MR-10034	2/4/2014	Rewind
MR-10034	MR-10034	10/2/2013	Recondition
MR-10005	MR-10005		

Job # CR-20004

Job Information | Equipment Information | Job Line Details | Conditions | Attachments (119)

Images (12/)

Click to view larger image

Files (22)

- 04n
- 19q
- 19r
- 25v
- 22z
- 29u
- 16b
- 14s
- 00i
- 08c
- 29w

Job # R20660

Equipment ID M20269

Job Date 11/25/2016

Job Type Recondition

PO # 12515156

Status Job Has Been Invoiced

Completed Date 2/7/2017

Invoice # RRI-20417

Schedule Date 11/30/2016

Revised Sch Date

Signed for by Customer RFQ 4578556

Salesperson Mike Crosby

springpoint Payables **Jobs** Quotes Equipment **Inventory** Main Site Log off  
 Contact Troy D. Locke  
 sales@springpt.com 888-382-7835

Information available to each customer is based on permissions and protocols you set and control.

### Inventory

Grant customers access to your inventory and show them their pricing, making it easy for them to place an order or request a quote.

Product ID	Description	Category	Manufacturer	Stock	Price		
Search Product ID	Search Description	Search Cate	Search Manufacturer	Search	Search Price		
01012EP3256TTTTSS	10HP 1200 3 60 208-230/460V	Motor	WEG Electric	31	\$110.76	Place Order	Get Quote
01012EP3E256TC	15HP 1200 3/60/230/460V C-FLAN	Motor	WEG Electric	0	\$875.00	Place Order	Get Quote
01012ET3E256T	15HP 1200 3 60 20/-230/460V	Motor	WEG Electric	21	\$2,100.00	Place Order	Get Quote
01012ET3E256TC	10HP 1200 3 60	Motor	WEG Electric	26	\$5,400.00	Place Order	Get Quote



# OTHER INTEGRATED APPLICATIONS

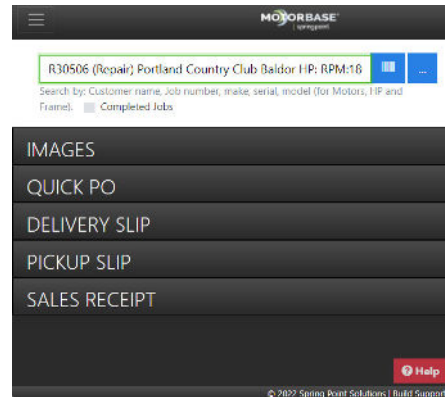
For every MotorBase license, companies receive a corresponding license to access the Mobile Paperwork and Mobile Time Clock functions.

These functions are the primary interface for technicians and can be accessed using phones, tablets, or computers via the web. This allows greater access to the system without the cost of additional licenses. Geo location mapping included within Mobile Time Clock.

## Mobile Paperwork



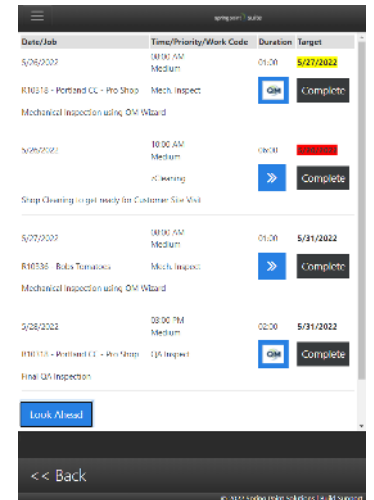
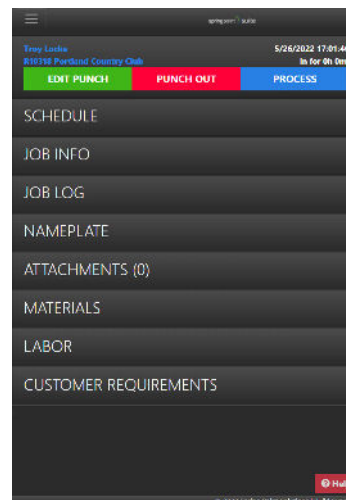
- Adding Images
- Draw Pictures / Diagrams
- E-sign Pickup and Delivery Slips
- Get on-the-go Purchase Orders
- Create on-the-go Sales Receipts
- Edit/Draw on Pictures/Diagrams



## Mobile Time Clock



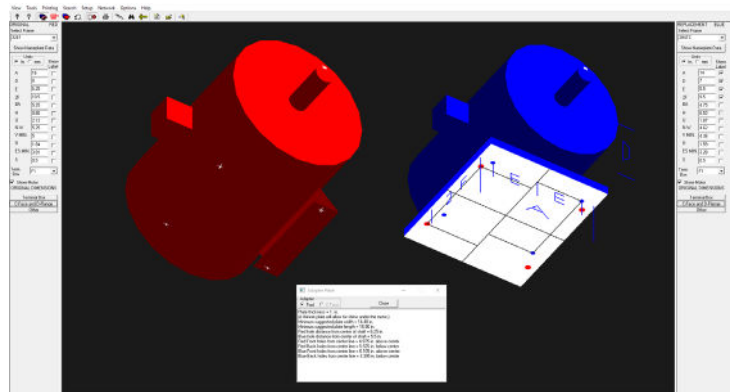
- Punch In/Out of Jobs
- Time Tracking for Departments/Work Codes
- View and Process from Scheduled Task
- Access Job Information
- Access Nameplate Information
- Access Job Attachments
- Add Notes/Comments to the Job Record
- Materials: Used & Needed
- View Customer-Specific Requirements
- Integrated Scheduler





Frames for Windows, a vital tool when choosing replacement motors, is now available in an on-line network version which can be accessed from anywhere via internet. With Frames for Windows a three-dimensional CAD image provides a visual comparison of hundreds of motors. The CAD displays wire frame, translucent, or opaque drawings of current and possible replacement motors, allowing a direct visual comparison with a common point of reference centered on the end of the shafts.

The CAD images can be superimposed and rotated from all angles to give an ideal view of how the replacement motor will appear when placed on the old motor mounting. Terminal boxes can be relocated with a simple modification of the data. Frames for Windows produces an adapter plate template which illustrates the difference between shaft centerline heights and the precise position where new holes should be drilled to accommodate the replacement frame.



### Features of Frames for Windows

- Over 3500 frames and dimensions.
- Ability to add and save your own frames.
- Compare any two frames.
- Generate adapter plate schematics.
- Many tools to visually compare frames.
- Find the 'best fits' for any existing frames.



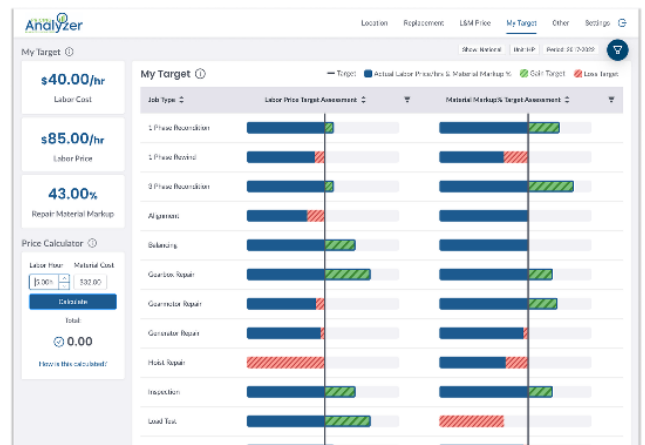
Ever wondered if you're getting the maximum value out of your services? Or perhaps you're seeking to understand the true value of a product or service before making a crucial decision? Look no further!

With our market value analysis tool, you'll gain instant access to precise, up-to-date data that will empower you to make informed, strategic decisions.

Unlocking Valuable Insights: Our Pricing Analyzer Delivers Up-to-Date and Real Data for You

+100 Repair Shops	40 States/Territories	82 Manufacturers	8 EASA Regions	23 Job Types
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- Compare regional and national pricing to see how your shop measures up against others in the industry.
- Break down by repair types, including reconditions and rewinds.
- Analyze hours spent on jobs to assess how your shop compares to others across the nation or just within your region.
- Evaluate whether you're charging appropriately for materials and labor.
- As you build your history within our product suite, gain greater visibility into your processes.
- Leverage data-driven decision-making.
- If your pricing is low, identify your target price and consider updating your value proposition to highlight the value you offer.
- If your pricing is high, determine if the issue lies in your estimating or potential underperformance.





Above all else, at Spring Point we value our customer relationships.



# ABOUT US

Spring Point Solutions is named for an iconic lighthouse in Casco Bay, Maine.

Navigating your business can be challenging. From the shop floor to the executive level – our team has over 300 years of experience in the apparatus sales & service industry. Let Spring Point Solutions bring clarity, direction, and guidance as you chart your course.



## Experience You Can Trust

Born from a family business, Spring Point Solutions grew out of the need for a better way to manage electric motor repairs. In 1999, Jamie Stultz, fourth generation at Stultz Electric, joined forces with company controller Troy Locke. Together, they saw the limitations of existing software and decided to build their own. Their goal? To streamline inventory, job processing, and true cost analysis for motor repair shops.

What started as an internal solution at Stultz Electric in 1995, called MotorBase, evolved into something bigger. Unlike isolated software products, the Spring Point Suite of products thrives on continuous user feedback, particularly from those in operations. Over the past 25 years, co-founders, Troy, and Jamie have meticulously developed MotorBase, QM Wizard and other programs that make up the suite. Today, the Spring Point Suite represents industry best practices, continuously refined through customer experience.

## Contact Us

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