



LATEST NEWS

Our GUIDE Ti product is increasingly gaining recognition as a world-class product and our balance sheet for the last 12 months provided clear evidence of this: the company obtained nearly as many new clients based outside of Quebec (45%) as clients based in the province (55%). We gained several new clients notably in Ontario and British Columbia. During the same year, we also concluded important sales in West Africa (Burkina Faso and Niger) via our implementation projects with a Montreal-based mining company.

It is important to note that by recommending us to their divisions in Canada and the United States, our current clients were indispensable in penetrating these markets. In fact, our most effective strategy for sales is ensuring the success of our existing clients. All of our clients agree that GUIDE Ti is not only superior maintenance software: it gives them more control over their activities and facilitates more rapid decision making. Thank-you for your trust in us.

GUIDE Ti

VERSION 5.0

Updating the version of GUIDE Ti our clients have been using is progressing well: more than 70% of our clients have migrated to version 5.0 since September 2010. The COGEP team has received a lot of praise from clients with regard to GUIDE Ti's new look: users like the new colors and especially the new icons that render GUIDE Ti more intuitive and easier to use.

The new planning module (Multi Tasks, Multi Time Slots, and Multi Employees) is winning over more and more users because its design, modeled after Microsoft Outlook, enables users to learn faster. For the spring, we plan on completing integration of workforce availability management in Smart Planner MC. These features will be available in the fall of 2011.

FEATURES

The COGEP development team adapted GUIDE Ti to Microsoft's database replication technology such that an organization's remote sites can use data on a local server while the head office (situated elsewhere) can access the same data simultaneously via its server. This capability provides remote sites with instantaneous response time and ensures that the sites continue to have access to the software when interruptions in communication occur between remote sites and the head office.

On the other hand, replication permits buyers at head office to work on purchase orders created by users at remote sites and even

NEW CLIENTS

MINING SECTOR

The mining industry continues to be a particularly successful sector for COGEP.

Over the past year, mining companies **OSISKO** (the Canadian Malartic Project, Quebec, and Hammond Reef Project, Ontario), **DETOUR GOLD** (Detour Lake Project, Ontario) and **QUINSAM COAL** (British Columbia), **CANADIAN ROYALTIES** and **RICHMONT Mines** (Beaufort, Francoeur and Camflo) have been using GUIDE Ti throughout the construction process in preparation for going into full production.

Use of GUIDE Ti enables them to prepare and organize information regarding their equipment, replacement parts and prevention programs. As well, the purchasing module provides the opportunity to integrate all purchases related to construction and to transfer transactions in real time to the financial software thereby ensuring budget control.

GUIDE Ti is now used in West Africa by a mining company. We have received an extremely positive response from the local users (Burkina Faso and Niger). Ease of use and rapid implementation meant that the prevention management and corrective measures features were operational with the first visit. This was particularly remarkable because the original plan was to

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YOU KNOW ?**

enables employees at head office and remote sites to share tasks related to the same purchase order.

We are presently applying this concept with a Quebecois company's mines in West Africa. We are planning a similar arrangement for CTMA Group, a company that operates fairies and cruise ships.

NOTE: Each site typically has its own database and it is our replication implementation that allows database synchronization and renders all the information available as if the two sites were accessing a single database.



CASE STUDY

Early results of the IMAFS-GUIDE Ti project at NORAMPAC (Drummondville facility)

During the meeting with users in March 2010, Karl Ouellette of Norampac, and Benoit Ouellette of Imafs, presented the main elements of the pilot project. Note that this initiative, once completed, will optimize the level of service of the store (by eliminating inventory shortages) and reduce inventory value generally in the future.

By Robert Lamarre, Solutions de Gestion d'Inventaire, im@fs.



USER TIPS

Versions 5.0 and later of GUIDE Ti provide for more elaborate management of guarantees. For example, the software now enables companies to keep track of guarantees that deal with: replacement parts when they are used, systems, subsystems or types of activity as well as the specific position while the parts were being installed.

In addition, the business process for guarantees functions in a manner similar to a guard dog: each time an intervention involves a piece of equipment that is covered by a guarantee; GUIDE Ti informs the user automatically in real time on the screen. Finally, GUIDE Ti can be used for event management, a feature that enables managers and employees responsible for monitoring guarantees to see the activities that occurred during the day (or week) and that are subject to guarantees. In this manner, the employees concerned can determine if action is required to make use of the guarantee.

have the software operational by the end of the second visit or at the beginning of the third visit.

INDUSTRIAL SECTOR

The last quarter was a productive one of COGEP in the industrial sector Companies such as:

- SAPUTO
Abbotsford factory, British Columbia
- COLUMBIA FOREST
Quebec & Ontario
- VEG PRO International
Belle Glade, Florida
- LONDON PRESS
- ROTHMANS Benson & Hedges
Quebec

COME MEET WITH US! AGENDA 2011

MAINTENANCE INDUSTRIELLE

June 1-3 (Sept-Îles)

L'INDUSTRIEL DE L'ESTRIE

September 21-22 (Sherbrooke)

MEMO

November 6-9 (Saskatoon)

WEB SITE

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