

## The Weekly Catch

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### **New Settings and Workflows for Insights**

**New Options to view our Native Reports how you prefer**

#### **New Dock-To-Dock Time report**

- This shows the timespan for moving between receiving and shipping
- The average time is calculated for each process, work order, and part number
- The Start To End time goes from the last dock end to the first dock start
- One-off processes made in the process composer aren't seen in this report
- The data for this report updates every night

New domain setting "Parts Received Tag" may help users whose parts are entered into a work order before they are received

New domain setting "Define On-Time-Delivery 'Shipped' date as packing slip created" may help users whose customers pick up their orders

- This means delayed pickups won't hurt on-time delivery reports

## New Report in Sales Tab for Viewing by Sector

- "Sales By Sector" report will show the number of sales orders and sales for each sector
- Sector totals are based on chosen customer sector, but will be overridden if you choose a sales order sector

To use this report:

- Setup the sectors on your customer or specific sales orders
- Go to Insights, Sales, and then Sales By Sector
- Here you can view data on total sales (using SO price) for each sector

Home > Insights

Insights INVOICING DELIVERIES PRODUCTION

Dock To Dock Time

Filters: + Start Date End Date All Time Last Month

Order By: Process Ascending Viewing 1-10 of 14 Show: 10

Process	Work Order Count	Production Part Count	Shipped Part Count	Avg Dock Time
A	1	1	1	06 days 02:39:52
Anodize Scanner	1	1	1	15 days 21:54:40
Anodizing Type II, Class 1	1	1	1	01 days 02:52:21
Auto line Powder Coat	1	1	1	00 days 00:03:57
B	2	10	10	00 days 00:02:40
Batch Powder Coat	19	835	297	53 days 16:19:23
Coat Parts	2	22	11	28 days 11:05:03
Demo Process	1	20	20	241 days 01:59:47
E-Coat	2	3	3	09 days 00:14:37
Full Prep and Coat Rev 1344	7	1090	67	143 days 16:42:18

The Production tab in Insights lets you measure the time spent on every process down to the minute

Home > Insights

Insights INVOICING SALES DELIVERIES

Sales By Sector

Filters: + Start Date End Date All Time Last Month

Order By: Sales Descending Viewing 1-6 of 6 Show: 10

Sector	Sales Order Count	Sales	% of Total
339112 - Surgical and Medical Instrument Manufacturing	31	\$443,166.70	62.22%
3364 - Aerospace Product and Parts Manufacturing	51	\$73,038.78	10.26%
331 - Primary Metal Manufacturing	41	\$66,104.15	9.28%
811121 - Automotive Body, Paint, and Interior Repair and Maintenance	31	\$62,685.85	8.80%
337 - Furniture and Related Product Manufacturing	8	\$39,381.78	5.53%
335 - Electrical Equipment, Appliance, and Component Manufacturing	47	\$27,834.61	3.91%
	209	\$712,211.87	100.00%

A report is now in the Sales tab that lets you view the revenue and amount of orders in a business sector

VIEW ALL PRODUCT UPDATES

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## Upcoming Events

### Women In Finishing Forum

**Monday, April 15 - Wednesday, April 17**

This forum hosted in Orlando, FL is tailored to women in the industrial finishing and coatings industry. This event offers professional development sessions, a finishing facility tour and team-building exercises. We are excited to attend and hope to see you there!

[LEARN MORE](#)

### American Coatings Show

**Tuesday, April 30 - Thursday, May 2**

We are excited to exhibit at the Indianapolis Convention Center and have the opportunity to meet face-to-face with the coating industry. Steelhead will be located at Booth # 130. Let us know if you plan to attend!

[LEARN MORE](#)

### NEW Masterclass: Tracking Costs & Profits

**Wednesday, April 24 at Noon CST**

Tune in to learn more about maximizing profits with accurate job costing in Steelhead's all-in-one job shop software. The session will be recorded and is open for all to attend.

[REGISTER NOW](#)



APRIL MASTERCLASS

# WEBINAR

TRACKING PROFITS IN JOB SHOPS



WEDNESDAY, APRIL 24th

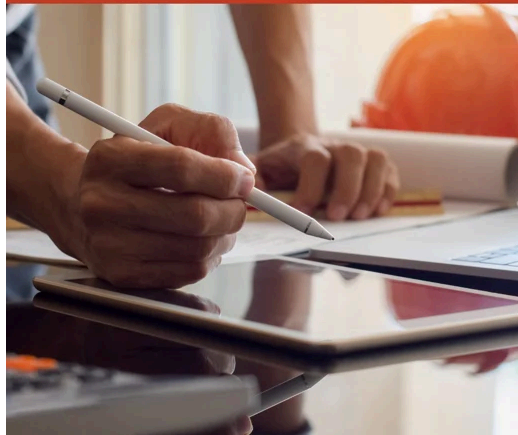


12:00 CST

## New Articles

Learn more about the importance of digital certifications in the aerospace industry and harness the power of a digital blueprint to take your shop paperless.

### THE DIGITAL BLUEPRINT FOR JOB SHOP OWNERS



AEROSPACE MANUFACTURING SOFTWARE  
FOR ISO 9001, AS 9100, and NADCAP

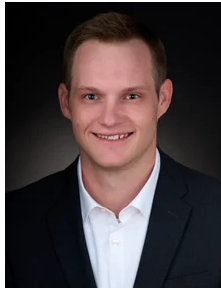


## Introductions

### Welcoming our newest team members!

Our team has been growing to continue to provide a premium experience for all Steelhead users. Meet our new Onboarding Manager, Rosalie, FedRAMP Manager, Dave, Customer Success Specialist, Lydia, and Account Executive, Brent.





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**PROUD PARTNER OF**



Steelhead Technologies, 100 5th Street, Suite 2, Calumet, MI 49913, United States

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