

Personal notes for eventual document

I Scrap Right:

Nickel and Dime Central, but cheap

Base price of \$99

Ticket limit of 500, with additional tickets for additional cost (\$50 for 1000)

\$15 per user login, at 10 + \$150

Would be set for ~ 350-400 a month or ~4200-4800 a month

Significantly cheaper, flexibility with mobile or computer devices

No mention of any dispatch, CRM functionality, or payment flexibility.

Emphasized "Compliance Checker". Is that really special/needed?

No integration of quickbooks. This one can probably be ruled out.

ScrapRight:

Fast transaction search that allows specification of material (marginally better than ScrapDragon), could be useful to solve disputes quickly.

Good specification of material statistics on Scrap Right Executive (SRX) App (admin/manager app)

\$2000 a month = \$24000 a year

Tried installing SRX, unable to open it on Android (was present in store but wouldn't open)

Very similar app layout to scrapdragon, but also available on Ipads (allows for usage by drivers)

Inventory: ability to pull from multiple material types to create a package (copper 1 package can be made of copper 1, copper 2, ...)

Dispatch management: "Keep track of your roll-off containers and other assets with our easy to use Container Dispatch feature."

Claim adaptability and versatility

Based online, without internet connection functionality can get hampered.

Inventory side consistently complained about

EZCash compatible.

Cameras used are limited to AXIS brand (would need to buy their cameras). Source: Jon M

Scrap Software GL Integrations

ScrapRight offers robust accounting integration to an array of popular accounting softwares for your scrap yard and recycling business.

Dashboard Transactions Materials Customers Reports Admin HelpDesk

TICKET #: 20213661

Customer Info: Cody James Campbell

vimeo.com is now full screen Exit Full Screen (Esc)

TICKET ACTIVITY

07/08/2021 16:27 - NF Buyer - Ticket Started
07/08/2021 16:27 - NF Buyer - Ticket Item Added - #1 Copper
07/08/2021 16:27 - NF Buyer - Material Added (#1 Copper)
07/08/2021 16:27 - NF Buyer - #1 Copper - Gross Entry - 463.00
07/08/2021 16:27 - NF Buyer - Gross Edited (#1 Copper FromWeight: 0.00bs ToWeight: 463.00bs)
07/08/2021 16:27 - NF Buyer - Material Image Captured (#1 Copper)
07/08/2021 16:28 - NF Buyer - Tare Edited (#1 CopperOld Value: 0.0 New Value: 91.00)
07/08/2021 16:28 - NF Buyer - #1 Copper - Tare Entry - 91.00
07/08/2021 16:28 - NF Buyer - #1 Copper - Tare Entry - 0.00
07/08/2021 16:28 - NF Buyer - Ticket Item Added - #1 Copper
07/08/2021 16:28 - NF Buyer - Material Added (#1 Copper)
07/08/2021 16:28 - NF Buyer - Gross Edited (#1 Copper FromWeight: 463.00bs ToWeight: 511.00bs)
07/08/2021 16:28 - NF Buyer - #1 Copper - Gross Entry - 564.00
07/08/2021 16:28 - NF Buyer - Material Image Captured (#1 Copper)
07/08/2021 16:31 - Cashier - Customer Added (WHITE TK.)
07/08/2021 16:31 - Cashier - Customer Changed (WHITE TK.)
07/08/2021 16:33 - Cashier - Ticket Receipt Printed
07/08/2021 16:33 - Cashier - Ticket Paid

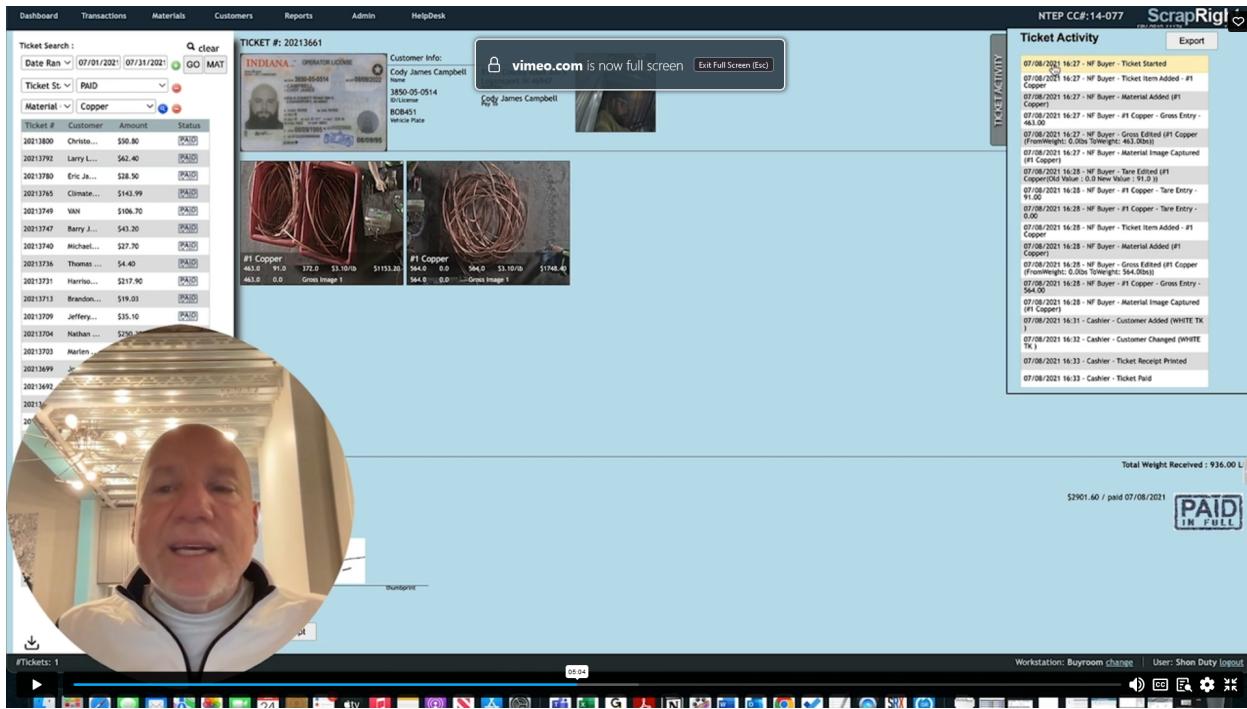
Total Weight Received : 936.00 L

PAID IN FULL

#Tickets: 1

Workstation: Buyroom change | User: Shon Duty logout

NTEP CC#:14-077 ScrapRig! SRV-0910-11176



Dashboard Transactions Materials Customers Reports Admin HelpDesk

HH METALS INC. EST. 2009 HHSCRAPRIGHT.COM

User: Shon Duty 01/24/2023

Select a material group:

Aluminum Auto Batteries Brass Copper Electric Motors

Industrial Lead Miscellaneous MSA Additives MSA Aluminum Rims MSA Didion

MSA Shredder MSA SOWS/Ingot MSA Sweat Furnace NEW STEEL SALES Radiators

Steel Turnings Zinc UPULL PART SALES

Material Code

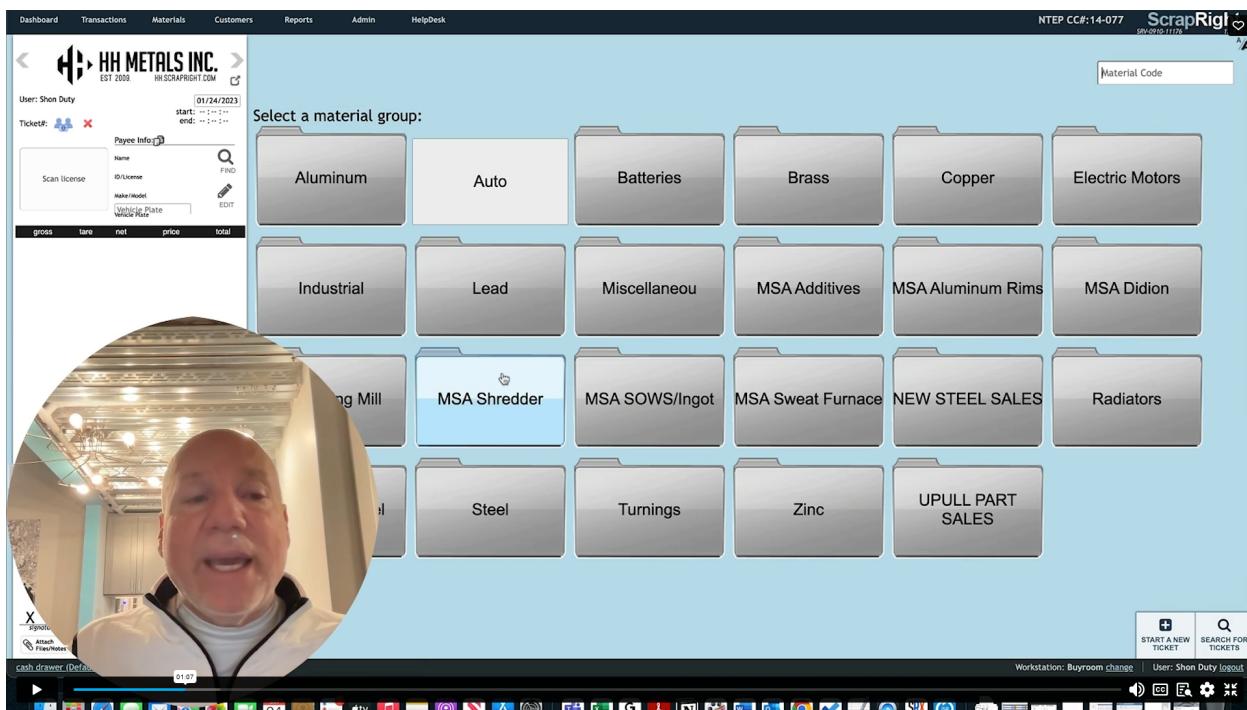
+

START A NEW TICKET

SEARCH FOR TICKETS

Workstation: Buyroom change | User: Shon Duty logout

NTEP CC#:14-077 ScrapRig! SRV-0910-11176



From ScrapRight Demo:

not quite ACH but syncs with AR/AP

cloud/web based, log in thru browser

have to buy their cameras

simple aggregate data chart

definitely emphasizing relatively simple stuff... how useful is this to optimizing
crucial functions of day-to-day work?

CRM: set up retention days, monitoring customers coming in. Can text/email and
set special prices. Nice.

Good versioning, direct chat window for support. voicemails make tickets
a little weird to get to buy menu but minor

vehicle tracking to customers

no holding tickets, auto saves

interesting manager override, scale guys have limited adjustment rate

notes can be hard to find

sql not open to everybody(i.e. us) will be opened by January.

easy payment options

AP options that ReMatter didn't have as fleshed out, direct in-line editing.

inventory is comprehensive, but not touch screen friendly at all.

can show packages committed to packing lists.

Very easy and super simplified inventory tracking (in vs out and profits)

Regrading is simplified so much in scrapright.

Configure regrading options for ferrous and non-ferrous.

Live container tracking is MIA, but otherwise has dispatch.

can bug when containers are out.

ticket search is fast.

Ticket log history is huge for detecting bad actors.

ScrapRight Ultimate: 11.5k enrollment fee

30k for 1 yr, 20k a year for 3 yrs.

their one time offer is 8500 start up

21st Century Programming (ROM Enterprise):

Software developers who have made a scrap management software, Recycling Operations Manager (ROM). Crew has had previous experience in recycling. Sizably cheaper than coding from scratch, entirely custom.

Prides itself in customization, offers “Custom Programming”. Would be a good source to implement any custom features.

Located in Long Beach, CA.

5 extensive brochures about documents, very helpful for research

1) Checklist:

Can use for comparisons to other applications

Accounting has ACH payment file and Positive Pay File generation to upload to bank

Automatically adds a multitude of charges and deductions, including bin rental, contamination and processing

Checks credits before an order commences, and tracks weights.

2) ROM Software:

Mostly details dev process, but highlights advanced features:

Integrated Expenses

Market Based Pricing with Preliminary and Finalized Settlements

Advances Management

Report Automation

ACH Payments(!)

Order Position Management

Multiple Settlement Weight Options and Tracking

Multiple Facility Enterprise Management

Customer Web Portal

Document Attachments

Automatic Freight, Contamination and Processing Fees

Chain of Custody System

3) Bin Tracker(ROM Infinite):

A small GPS attachment to any bin to track their location at any time. Directly integrated with the ROM dispatch system.

4) Flowchart: A loaded visual of all the functionality of ROM.

5) Mobile App: a mobile app for driver dispatch and bin tracking, as well as VIN and Barcode scanning and other picture taking.

to ask about CRM functionality.

Dispatch page doesn't exist (Link exists, but results in an error), but dispatch is a feature according to flowchart.

Installation and training manager given to help implement ROM

Steps:

Online videos

Remote training with 21Century Staff

Onsite training (1 day before going live)

Demo notes:
software looks old

Good customer web portal

pretty clearly runs on windows 10

phone App looks nice

Main menu of system is tiny

Either cloud or home servers they offer both.

Customer search is really hard to use with touch screen on not buy screen,
actually easy on buy screen.

easy access to customer history. Documents options for certain metals

adding item is relatively easy, hot buttons for common scrap

can scan license plate to get to ticket

app is 250 download and 100/yr

really powerful reporting system but a little unwieldy looking, will probably
be worth it to figure out tho.

built in sql searching of database

offer advances.

Really comprehensive 'order" system. Bit unwieldy and complex.

good email options

inventory tracks 3 types, manages regrades

Creates new packs/finished goods easily (bales)
Touch screen compatible (mostly)
No integrated help options/customer service
Has a ROM version of Microsoft BI.

Dispatch system was bought so now have a less complex dispatch system,
manages bin location but might not have drivers app

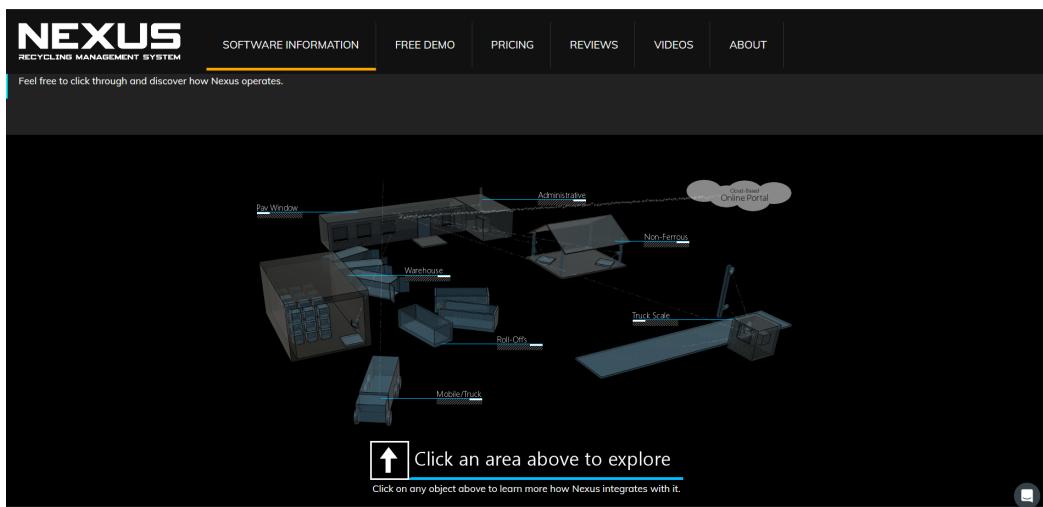
Suppliers create dispatch tickets

Logic-Nine (Nexus):

Highly acclaimed. Doesn't charge per module, just 14500 a yard and 1k per computer for everything (~30-35k, pays for itself in 2 years), also has a lease option. Written themselves, so highly understood. Mentioned on the website they'd be willing to add custom features.

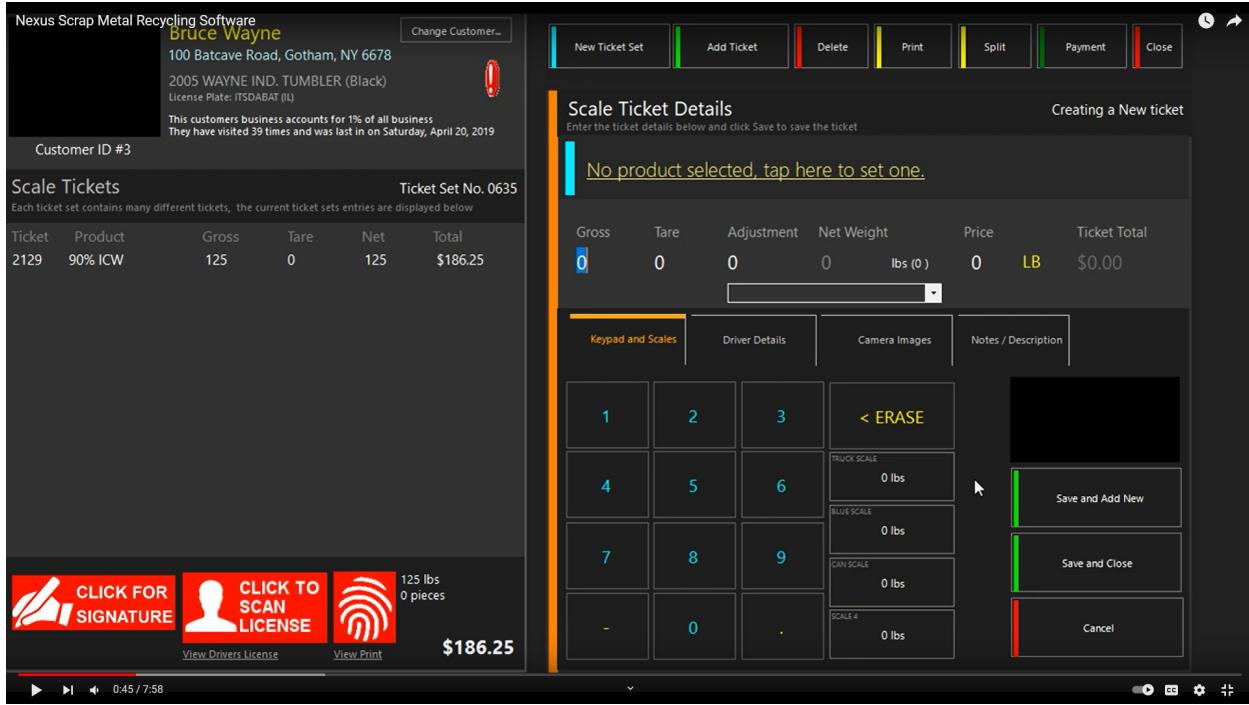
((Similar to 21st Century Programming in that sense). Most widely used system in the US, not cloud based, can provide the servers if necessary.

Have an online "virtual scrapyard" to visualize and explain each feature of Nexus and how the system works. Booking system for shipping containers (handles international)



May require their ATMs (23.5-26.5k each) + a 800/yr service charge, but claims compatibility with all ATMs (as compared to what they say their competitors compatibility as "Some systems")
Also works with ScrapCashATMs (Same thing as EZCash? Can't find anything for ScrapCash)

Seemingly short training process through a few videos, reportedly easy to pick up.



Each item is a ticket, the collection of items under one customer for one purchase (what ScrapDragon calls a ticket) is called a “ticket set”.

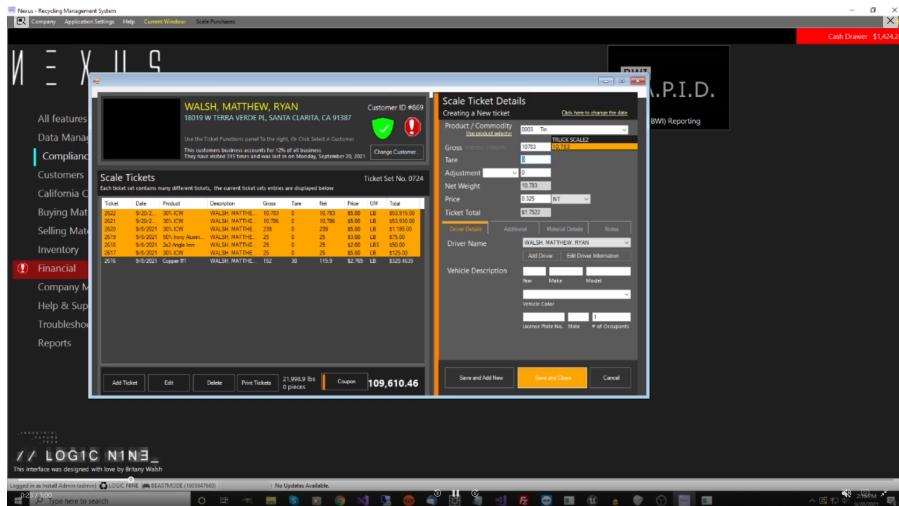
Cloud-batch dispatch and container tracking, included in software for free (with Pro edition)

2 day installation, 3 day training at most. Free remote, 3500 onsite installation.

Currently working on Nexus Matrix, an attempt at a fully automated scale system (not the same thing as Nexus)

May have difficulties sending customer, inventory and dispatch info from one yard to another due to each yard having their own Nexus server, though Nexus does account for that (may have easy data transmission options)

Based in LA, and primarily a software development company, though their only other software they are working on is a valet system. Started out unrelated to scrap, called in for a one-off job for a yard in Florida in 2009, and made something good enough to stick with it.



Demo info:

Touch screen is functional but a little difficult to use.

wants us to get the tranact api for him?

AI automation being implemented

Regrading is an option, but readability is tough on inventory

Options to change formuals for wholesale, direct changing inventory amounts.

training is minimal thanks to question marks

Packing lists aren't exactly called that but work.

Portal is good, lists of existing shipments/BOL

Inventory barcode isn't as great as ScrapRight's or even ReMatter's

Inventory in general isn't touch screen friendly.

Extensive logging can be helpful.

Dispatch system is extensive but doesn't have feedback. No live tracking on vehicles either but locations of bins are known

Nexus and ROM are both developed in-house (not outsourced, code is directly written+understood) and thus have the potential for lots of customization, which they both advertise (though I'd imagine not without costs). This would mean that even if Nexus and ROM

are missing desired features and systems, Logic-Nine and 21st Century have the potential to add these in themselves as they know their systems from the ground up. This also means customer service, in theory, would be much better, as again, their teams are familiar with the entire software, inside and out. (*Running idea*)

AMCS (Not Considering):

EZCash Compatible.

Enormous company covering a variety of fields. Comprehensive implementation, but potentially rigid. Claims to cover CRM, multiple payment options through ACH, and covers logistics (dispatch) extensively. Cloud based (Internet always required).

Offers automation for scale operation (Driver Assistance Terminal)

Production planning and inventory management, including planning MRF production against budgeted sales/offloading commitments.

Also working on an AI tool to detect contaminants/overfill in containers.

CRM: Separate application which allows access to all customer information from the management system and ability to contact and market with that data. Heavily integrated with AMCS's system.

Customer and supplier data, volumes and margins, receivables, payables, production data, inventory, contract position, risk exposures, container tracking, and archived documents. Also features deadline reminders.

Dispatch("Logistics"): Utilizes RECY Mulco GPS to monitor the location of trucks, their routes, speed, spent time, and distance, all viewable on an in-app map. Containers themselves however, not mentioned, their focus seems to be predominantly on managing trucks, not containers.

On the accounting side, AMCS's platform best integrates with AMCS financials, yet another application required.

3 month implementation time, customer service is mixed. No white papers. Many businesses which use AMCS's platform are considerably larger than Sullivan's (All featured customers have 200+ employees)

All and all, seems a little too big of scale for Sullivans.

RecyclerGaurd:

Very cheap, at \$2500 for one system (would have to be installed by them, including a computer and camera, id and fingerprint scanner, as well as the software itself). Does NOT address dispatch, CRM, or ACH payments. Does have some inventory management features, which

might cover some aspects of dispatch, but not emphasized. Seems a little too small-scale for Sullivans.

ScrapWare:

Compatible with EZCash ATMs.

Module based. Offers dispatch/container tracking and inventory management.

Contract and sales management are also offered. Videos demonstrating capabilities (relatively new videos), software looks somewhat cluttered and old visually.

Unlike ScrapDragon, recording container IDs for dropoff and returns isn't mandatory, and no app is available to help track that, which could cause issues of missing containers.

Have an internal email system called ScrapMail. Why?

Utilizes DocuSign to allow for ScrapWare documents to be e-signed.

Shared Logic:

Compatible with EZCash ATMs. Module based.

Mobile application and dispatching modules, app integrates with dispatch.

Comprehensive integration with cameras, scales, and ID scanning.

No mentions of CRM or ACH. Online portal for trading partners.

MetalToMoney:

Compatible with EZCash ATMs.

Offers a Pre-paid card payment option to reduce errors

Web based, does not detail much on inventory management, hardware page broken. Offers a demo (I suppose to make up for this?)

Mayer:

Compatible with EZCash ATMs.

Module based, multi-yard design in mind.

Dispatch, Brokerage, freight, brokerage, and market pricing are module add-ons.

Offers a web portal for customers and an app. Many basic functionalities are broken up into separate programs (ex, scale software is under "Scale Manager"). Uses CRO software for dispatch features + bin tracking.

RECY Systems:

Compatible with EZCash ATMs, as a module. CRM as a module. No payroll program.

Entire program is broken up into 5 products, which each have their own add-on modules.

Has a mobile grading app to speed-up groundwork and communications. Photos are taken of materials to track them better. Also on the app is a mobile version of their CRM.

Subsidiary of AMCS (same product?)

Dispatch is available as a module, as well as Online(web-based) options.

ScaleIT:

Compatible with EZCash ATMs. Module based.

Online customer portal, basic container tracking, relatively cheap at \$4200 a year. API is 500/yr. From phone call, no dispatch system, no CRM, no ACH.

From demo software:

Despite never making an acct for the software, requires an account

Runs very slow when even given a couple of clicks...

Occasionally breaks/errors occur. Has ticket creation options but materials would all have to be created in the app to purchase from customers (customizable but takes a bit to set up). No ID scanning directly integrated (maybe a module?)

Tracks invoicing and payments, allows for creation of invoices.

Generates reports and has a report designer to customize how the reports should be generated.

Basic accounting, inventory and vehicles management. No CRM, No ACH, No Dispatch system.

VisualScrap (Four Lakes Buisness Systems):

Compatible with EZCash ATMs. Module based.

Very basic website, ISRI member. Offers payroll, a ledger system, AP (no AR?), inventory

management (as a module...), dispatch as a module, maintenance module.

Cietrade:

Compatible with EZCash ATMs, dispatch through mobile app. Allows photo upload.

Comprehensive inventory management software with traceability options and cost allocations.

Accounting integrations available as an add-on.

Mobile app for management and inventory tracking (seems barcode-dependent). Provides insights into business stats (profitability reports) and brokerage.

Has a dispatch system, offers tracking, has a web portal for customers.

Missing material regrades, but inventory is made for multi-yard work using “landed cost basis”.

No ACH payments mentioned, has mobile apps but cumbersome to fully utilize (5 different apps)

Cloud based. Overall, very much like Rematter

ReMatter:

Offers auto compliance, easy linking to any scale/camera setup, offers Dispatch, CRM and ACH payments. Also offer personal customization “templates” to businesses that purchase “Full Suite”.

Also had info on a Driver app for drivers.

Additionally, they gave me a call when I signed up for their newsletter asking to schedule a demo which I did, and will learn more then.

8am to 8pm pacific time for customer service, but also service AU/NZ clients so practically 24/7.
4 minute response time.

ReMatter Demo:

Reprogram ATMs, done remotely

Humble enough beginnings, developed in house

Inventory doesn't have a touch screen

Direct adjustment of inventory (type it in) coming soon

Do you have to go customer to customer to set payouts? No, can default to cash, but takes a few more steps.

No ID scanner, but use phones to scan

WeighPay:

Module based software (each piece probably costs a little bit more). Cloud based.

Offers dispatch modules, payments via atm, inventory modules, re-classifications at tickets, compliance assistance. *At current glance*, Doesn't exactly offer anything that other competitors do not, but does seem fitted to Sullivan's. Also offers inventory transfers between locations (not often mentioned by competitors)

Currently does not have EFT/ACH but it is coming soon, as an extra module (to pay for)

Automated compliance uploads, auto emails to customers of tickets.

GreenSpark:

Intuitive ticketing system, available on PC and smartphones. Offers customization, but doesn't have as extensive of a list of features and offerings as many of the competitors above.

Integrates with accounting software and cameras+scales. Emphasizes simplicity, and is very new (founded 2021).

Scrap Dragon:

From website:

Buying module is comprehensive, compliance is a focus, select materials, add deductions, price changes, print tickets to cash using EZCash.

Inventory managed through barcoding through a similar system, yard to yard transfers.

Dispatch system tracks trucks and containers.

Integration into quickbooks and other accounting software.

Web and mobile portals, which offer easy links to inventory management, dispatch management, ticket management, and some customer pages with a corresponding user portal.

Comprehensive online demos

From actual software:

[Welcome to SDX Help \(scrap-dragon.com\)](#)

[Scrap Dragon Help - Back Office \(scrap-dragon.com\)](#)

Very nice lookup of ongoing, held and closed shipments. Allows for search either by Contract ID or by name.

Takes a while to load transfer data, but the functionality itself is useful. Allows for user to track incoming transfers to a yard, look at pictures, and add items

Creation of new materials buttons is simple and easy, BUT cannot create children items (items that have other items as parents). Functionality is there but is bugged.

Does a very good job of keeping track of previously voided and closed tickets to make accounting work easier.

Multiple buying menus is an interesting feature, not really used though.

Inventory menu is straight forward, click on an inventory item (material) to see how much is available, both loose and packed (baled), and create new packs from loose material. These packs then get assigned to contracts in the sell menu or . Extra options to roll inventory and accept transfers from other yards. Inventory is calculated through existing tickets and there is a button to recalculate. Also allows for splitting inventory.

Sell menu is somewhat unintuitive but does work. Has a material menu like buy menu, but shows current stockpile and pack status, then below is packing lists by contract and shipments, and options to make a new shipment and contract. Has options for creating bookings, or a collection of shipments to be made.

Also has a User menu, which has never been used from what I see. Offers very specific functions, such as editing reports, resetting customer points, checking tickets by customer, and many others.

Button designer is simple and smart, allows for comfortable layouts of buy/sell menus and easy adding of new commodities. Layout of our ScrapDragon is much different than the ones in the help manuals.

Reports section is completely useless due to the fact that it crashes all of ScrapDragon when used.

User defined lists can help greatly with payment types and account types, as well as create roles (Account manager is one). Has potential with a different setup.

There is a ACH payment option in the User Menu, but is both difficult to access and simply creates an ACH file (unsure what is in the file, cannot select an acct).

User profiling is included, which IMO is a must. Printing section is not intuitive however, and is also bugged, where changing one profile breaks everyone else's.

Common features:

Compliance assistance is a very common feature, implemented in different ways across products, but present in almost all of them, despite what some might claim.

Some form of inventory management, with all except RecyclerGaurd elaborating on their inventory management system/module capabilities. Nexus and GreenSpark explicitly state that they don't add them on as modules.

Unique Features:

Dispatch system: Present in Nexus, ScrapDragon, Rematter, (ROM?), AMCS, ScrapRight.

Scale IT offers "container tracking", but doesn't detail more than that.

ROM mentions "shipping tickets" and "pick lists" as features for its Scanner App, but the dispatch page on their website is broken. Also mentions GPS tracking of bins and truck drivers, which appears to be the same (if not very similar) to dispatch tracking, though an easy access and management point for dispatch may not yet be part of the software.

ScrapDragon dispatch system is a module added onto the software. Demoed online to allow for scheduling, driver assigning, and GPS tracking (thru Driver app) and allocating of specific containers and drivers. Drivers use an app to complete each task of a pickup (pickup empty container, drop off empty container, pick up full container, return full container).

Nexus' dispatch system is included FREE and performs the same work as ScrapDragon's: tracks containers by ID and tracks trucks as well. However, requires Nexus MX to work, which is *not a phone app* but instead a desktop app that would have to be present in the trucks (potentially mounted).

Rematter's dispatch system promises "bin tracking, scheduling and account management". From their page, it functions very similar to ScrapDragon. Also includes third party dispatching, and built for multi-facility recyclers in mind. Utilizes a driver phone app.

AMCS's dispatch system promises large amounts of automation through AMCS Intelligent Optimization.

ScrapRight's dispatch system would be shown in a demo, claiming "Keep track of your roll-off containers and other assets with our easy to use Container Dispatch feature". Notably, not mentioned in their "Top 5 features that set ScrapRight apart", so likely not anything outstanding

WeightPay has a system that could be used for dispatch tracking under their Inventory and Yard Operations module(at least presented as a module), through features to track

Compatibility with any hardware: Nexus, WeighPay, ReMatter, Scrap Dragon(by default), Greenspark, AMCS (ROM?) Compatible with any ATM, cameras and scales, meaning there wouldn't need to be new purchases.

Web Portals: Nexus, Scrap Dragon, AMCS, ROM, Weighpay(management only?), Scale IT, Shared Logic, Mayer, cieTrade

Nexus' web portal is a free portal for the customers to check on ticket status and history. The Nexus software itself isn't cloud based and instead is managed through local servers, so there is no internal web portal. Aimed at customers who are purchasing our metal.

ScrapDragon's web portal is comprehensive, not only as a customer portal but also as a management portal which can do nearly everything the desktop application can do, including managing tickets, dispatch and inventory. Also allows for the upload of documents and photos.

AMCS's web portal is a general customer management portal, which was made for their Enterprise Management solution, so while likely compatible with their metal recycling program, it may be missing features as it wasn't specifically designed for that industry, and was instead designed more generally. (ex. Might not have full ticket history)

Weighpay's web portal, WeighPay online, is meant for back-office management allows ticket creation and management through a browser, as well as offering compliance, basic CRM management, and accounting and inventory operations (web based version of their desktop software, module based.)

Shared Logic's web portal is meant for trading partners rather than individual customers, allowing for quick access to information and customer service, with ability to export reports/data to pdf/excel.

Mayer's web portal is client hosted (hosted by US, sullivans) and allows customers to schedule shipments, view the status of current purchase/sale orders, and review transactions/invoices.

cieTrade's portal is meant for supply chain partners and gives information on material, pricing, current and past shipments, and allows exports to excel. Integrates to the company website.

Phone Apps: ReMatter, [AMCS], ROM, ScrapRight, Scrap Dragon, CieTrade, Shared Logic, Mayer

ScrapDragon's mobile app is comprehensive, allowing for users to upload photos, check and manage inventory, and even purchase on the road, using the app as a mobile buying station. Scrap Right (SRX): Management application that lets you view active tickets, view current purchases and invoices, and view inventory stock and photos.

Rematter has two mobile apps, one for drivers and one for operators.

The driver mobile app integrated into their dispatch system, which can view jobs, take photos and update when a job is complete. Allows for photos and tracking and management of failed runs. Integration with popular mapping apps. Ios and Android.

The operator app can create new scale tickets and purchase materials, scan IDs, and manage inventory, as well as create dispatch jobs.

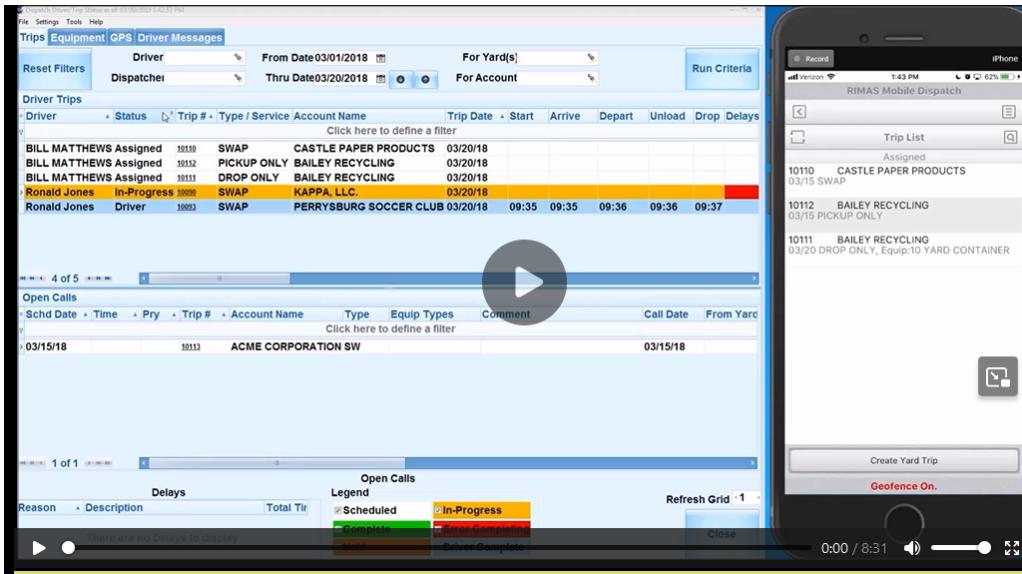
ROM's mobile app allows for GPS tracking of drivers, allowing for driver dispatch and giving drivers a way to both be assigned jobs and show progress/completion of a job (much like ScrapDragon and Scrap Right), with additional ability to physically track bins through GPS trackers. Also integrates a problem reporting feature with pictures allowed.

Also allows picture taking of materials to grade, VIN scanning, and barcode scanning for shipments.

ScrapRight's mobile app, goMobile, is meant for tablets and acts as a workstation that can purchase scrap and create tickets. Directly syncs with the rest of ScrapRight. No mention of a driver app.

CieTrade's mobile apps are broken up into five: cieMobile, cieDispatch, ciePhoto, cieLocation, and clickBale. cieMobile allows sales reps and managers access to all cieTrade account information and management reports through the app and allows for in-app address book. cieDispatch is much like ScrapDragon's or ReMatter's mobile driver app, though it adds options to complete or fail jobs and ensures the office receives up-to-date status on jobs. Allows photo uploads. ciePhoto is meant for photos of export containers and material quality assurance. Uploads them to load to cieTrade cloud and assigns them to load numbers, and can be emailed to customers. cieLocation is meant for tracking inventory location and utilizing barcodes to manage inventory items. Finally, clickBale is meant for both tracking and managing baling inventory, allowing users to quickly create bale tags and have quick and easy access to the current bale stocks.

Shared Logic's mobile app is for dispatch, drivers use it for assigned jobs and will update the main shared logic system, much like other applications. Can take signatures, photos and notes.



Mayer's mobile app, "Pocket Manager", simply allows users to access their "Scale Manager" module (metal purchasing app) from their phones. No other features advertised. (No dispatch)

Automation: AMCS, MetalToMoney (likely others, just not advertised)

Offers to automate certain repetitive administrative reports and ticket generation procedures to increase efficiency of the yard.

Not module/add-on based: ROM, Nexus, ScrapRight (has enterprise and basic), RecyclerGaurd, MetalToMoney, ReMatter(*with exception of one module, Dispatch*), The entire software is available for the standing price, meaning all features advertised are given without any features being inaccessible or paywalled. This also means much easier customer support as all staff would have to be fully versed on the entire program.

Developed in house: ROM, Nexus, (Visual Scrap?)

All software development work was done by that studio's team, directly, rather than outsourcing to other programmers internationally. This means the entire software and its code are directly understood, inside and out, which leads both to easier, faster, and more comprehensive customer service, as well as many great opportunities for adding features and extensive customization.

Catalytic Converter special buying features: Nexus, ScrapRight

Special considerations to purchasing Cats, Nexus provides options for purchasing cats through either serial numbers or category, while ScrapRight implements options to detail the cat and be given a predictive yield based on existing indexes and price lists (meant to replace Tick Sheets).

Custom Software Development Consultancies:

Cost at least \$75/hr to hire out for a smaller business like Sullivans.

Many possible options, and perhaps we could bring on a team you guys have personal connections with, but here are some examples/possibilities:

Buildable:

Software development companies that could potentially integrate new features into ScrapDragon to meet needs. Could also develop a new system entirely, but this could be pretty long and expensive. Emphasize client collaboration.

Salesforce (CRM):

Can offer a separate but comprehensive CRM tool, no special installation required.

Personalized marketing campaigns using email, socials, web, and text, focus on high quality interactions with customers, and customer analytics as well. Utilizes AI to analyze data for CRM. Based on the cloud. \$150 a month PER USER for Enterprise plan. Oddly, 24/7 support/configuration isn't available unless you pay twice as much.

Dignitas Digital:

Promises you ownership of the IP meaning we could sell to other scrap companies for money, and integration with other existing software (Verizon, Accounting software, and many more).

Uses Agile development methodology which involves gradual “sprints” and task assignments to develop step by step, this allows for more flexibility and modification to happen based on how each step looks.

Precision Systems:

Located in Horsham, PA, mostly focus on heavy industry applications and building close-to-hardware software that allows for devices/machines to function, though also have some experience in creating management software. Have an established design procedure down and have a large list of completed projects. Offers documentation audits.

Freelance Developers:

Freelance developers are devs who work for themselves, and can be used to develop certain parts of a program. Many are novices but some are quite versed in software development and have worked on multiple substantial projects. They will be somewhat cheaper than a larger company but their work will likely not gel as well with the work of other devs, if you were to use multiple freelance devs.

Nexus was made from a private software company and now is a big player in the market, according to them the biggest, which would make them the main competitor of a new software we'd make. ROM is also a similar competitor in this aspect. Many other companies outsource their code to other companies, some not even in America, so there is a level of disconnect (which explains poor customer service).

Features we can add to a scrap software/an idealized software:

Direct plugins/integrations into apps like Verizon Work, Reveal, and Whip-around.

Integrate container tracking directly into the application or allow for integration into something like Whip-around.

We would also need a website for the new program to help advertise and market it.

Layout would look similar to ScrapDragon/Nexus with everything touchscreen, from login to yard select to a hub to select scale purchases to customer management (both peddlers, bin customers and purchasers), and inventory and dispatch management. ACH payments would be easily integrated and tracked through the software.

Easy options to export every generated report to something like QuickBooks or simply to a .xls or .pdf file.

Customizable menu layout and buttons, custom materials, multiple easy ways to regrade material

Always have the ability to edit customer/client details anytime you add them to a contract/ticket.

Have better knowledge/standards for what can go into a DB to prevent the current issues we have with report generation.

Reports section has easy visual section to get a quick glance of crucial information, same with Inventory

User role customization to allow permissions for every piece of functionality/ every menu item

Things to look for in an ideal scrap software:

Affordable

Compatible with Tranact (otherwise, would need to replace atms which could cost \$\$\$ even if ATMs are sold)

Offers dispatch software, ACH options, and good CRM

Good Customer Service/Support

Developed in-house, meaning quick and helpful service and customization options (this would allow for fixing any new issues/ implementing new desires)

Monitoring drivers

Plugging stuff in

Customer portal for big customers

Safety, DLT, machine checklist (whiparound)

Has everything (or almost everything):

ReMatter: Offers everything we're looking for, including dispatch system with app, promises customization and quick customer service response time. Has a customer web portal:

Nexus: Offers everything we're looking for, dispatch system as well but uses a laptop/tablet app (not smartphone), but we already have Verizon Work, so app may not be necessary? Developed directly by devs and promises comprehensive customization including adding personalized features and rapid and effective support. Has a customer web portal for all customers.

ROM: Offers everything we're looking for, including dispatch system with app, promises extensive customization made possible by the fact they developed directly.

Verizon Connect notes:

Job manager not too different from some of those integrated in scrap software, but allows Autogenerated reports, user creation/management, and job scheduling. Clients have their own pages as well. Drivers have a corresponding application.

Allows for exporting data as Excels and has integrations into Xero and Stripe. APIs list site is broken, meaning a seamless integration into an app may be somewhat difficult.

Verizon Reveal notes:

Whip-around notes:

Create assets for vehicles/equipment, users who use them

List of tasks/things to maintain.

Assign Forms which consist of Cards, which are like steps in a maintenance procedure, containing certain tasks.

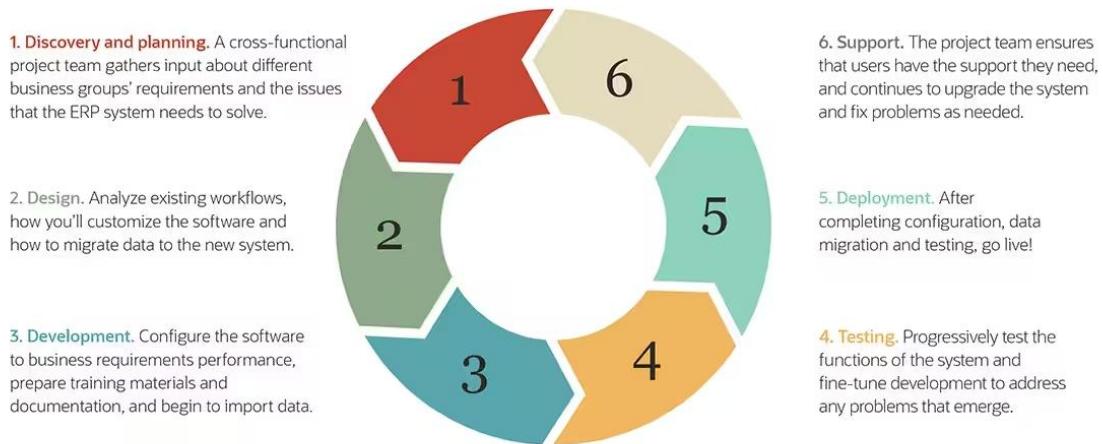
Reminders feature to help keep up with expirations, maintenance and any missed jobs/appointments.

Assets now have forms that need to be completed every x days.

Inspections and defects are also uploaded to check/maintain vehicles, their current availability status is also maintained with options to track miles+fuel as well.

People are also tracked and assigned roles, called “teams”, which can be assigned certain assets, and have their history of submitted inspections, defects and asset assignments.

The Process of Development:



Development of an app is a long, comprehensive process. From talking with Brian he gave the estimate of 80k for a 6 to 12 month development cycle which I would agree with for a smaller project like this, hourly rates are again around \$75/hr-125/hr from the market. Project size is ~100k. After completion, costs would be minimal, nothing outside the current server maintenance fees you already pay (not the ScrapDragon licensing fee).

How we would like our software to work with the other apps (Verizon Work + Reveal, Whip-Around, Quickbooks, ect.) can be entirely dictated and customized by us to our dev team, only Nexus and Rom could do similar things

Pros/cons of cloud development:

If we store our software's databases and run the software off the cloud, it would allow for practically infinite storage of our+other customers' information, at a monthly/yearly cost. This does lead to a reliance on internet connection, however, and interaction with another hosting company (likely Amazon, but there are many options).

Using local servers for storage/ software base (as we do with ScrapDragon) removes the requirement for online connection and the only costs are for the maintenance of the servers, but each customer would require their own server to run the software off of.

For a customer portal, developers would also need to be versed in web development, we could also bring on another team for that, but getting them to work with the software we've already made could take time, cost more, and come out less comprehensive of an integration than desired, so likely want a team that can do both (which there are a fair amount of)

Agile development cycle vs Waterfall:

Agile: Continuous releases that directly incorporate customer (our) feedback during development, promoting adaptability. Development takes place over "sprints" and weekly "scrum" meetings are held to discuss the project status and assign new tasks to the dev team. These are also when new features/change of existing features can be requested. This development method also allows for very easy back-tracking and fundamental revisions. This development method is more elaborate and can sometimes prove less effective than Waterfall. Considerably more involved for us (providing feedback much more frequently).

Waterfall: A more traditional, linear development method that progresses in phases, with each phase acting as the foundation for the next. A simpler development method that is easier to follow, is more averse to change and can get delayed considerably if there are even a few issues during the development of a phase.

Likely Architecture: Client-server

How all other scrapyard software operates, allows best for large amounts of storage and easy and quick full information flow between systems. Whether that server is a local machine or in the cloud can be decided.

Software as a service:

Allow for a much easier delivery and installation ability of software, hosted by an outside company to allow for easy providing to customers (at a cost). Version control is made much easier and syncing of information is easier and fluid. Usually, SaaS runs off of one instance of the software hosted by the host (ex. Amazon Web Services) and all clients connect and interact

with that one instance. This can hugely simplify development and allow for many capabilities that would be challenging without such an infrastructure.