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**ENCORE BUSINESS SOLUTIONS**

# The Integrator

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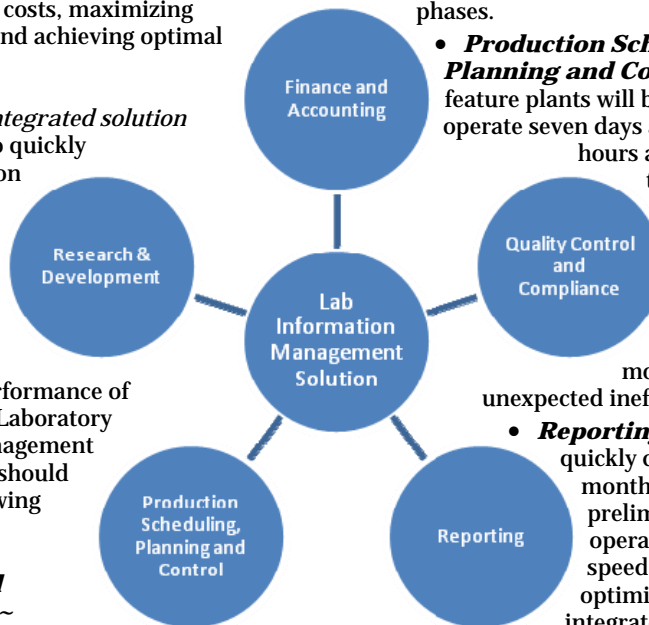
## Lab Information Management Solution (LIMS) for Plant Lab Managers

*Do you rely on Excel spreadsheets to manage your lab data, ensure quality and compliance regulations are met and create reports?*

Excel spreadsheets have a time and a place but should not be used to manage your plants operational efficiency! Using Excel spreadsheets is a cumbersome and tedious way to manage lab results and can really hold back your plant's optimal production levels as it relates to controlling input costs, maximizing output margins and achieving optimal yields.

Once again, an *integrated solution* will enable you to quickly analyze production costs, yields and quality control as information is updated only once. To receive the most from your data and maximize the performance of your plant, your Laboratory Information Management Solution (LIMS) should include the following features:

- **Finance and Accounting** ~ Depleting inventory (inputs) as the production process is ongoing will give the lab manager a more accurate and precise picture of the cost of production. In turn, this will facilitate the analysis of higher yields versus higher margins.
- **Quality Control and Compliance** ~ Every plant must comply with mandatory standards like *ASTM D 6751* and *ASTM D 4806*.



With an integrated solution, monitoring the results can be easier with scheduled samples and results analysis.

- **Research and Development** ~ The ability to take small samples and conduct research and development with the ability to quickly compare result by analyzing yields and input costs can once again help a plant meet (or exceed) its nameplate capacity quickly during the start-up phases.
- **Production Scheduling, Planning and Control** ~ With this feature plants will be able to easily operate seven days a week twenty-four hours a day, schedule tasks, project a week or even a month's worth of biofuel and co-product production and also closely monitor for any unexpected inefficiencies.
- **Reporting** ~ The ability to quickly compare month-to-month results in the preliminary months of operations can really speed up a plant's optimization. With an integrated solution to the finance and operation system, results can quickly be analyzed and shared with key management via various communication methods.

*To learn more about LIMS and the resulting outcomes of using such a system, please contact:*

*Josée Lemoine  
VP, Business Development  
(204) 235-2323*

## EPA Releases Final Renewable Fuel Standard (RFS) Implementation Plans

The EPA has finally released the details of the national renewable fuel program. The document establishes:

- Renewable fuel standards.
- Responsibilities of refineries and other fuel producers.
- A trading system and other compliance mechanisms.
- Record-keeping and reporting requirements.

The development of a Renewable Identification Number (RIN) program was one of the questions that was addressed and resolved.

A RIN must be assigned by a renewable fuel producer or importer to *every batch of fuel produced* by a facility located in the contiguous 48 states. As a plant owner or manager you need to plan for RIN's tracking now.

If you need help in evaluating options for your plant, please contact us at [reap@encorebusiness.com](mailto:reap@encorebusiness.com) or (888) 898-4330.

## About The Integrator

The Integrator is specifically designed to provide insightful and informative information to biofuel plant owners, managers and team players on how they can improve their plant's operational efficiency with innovative software solutions.

If you'd like to add, modify or remove contacts to the newsletter please send an email to: [reap@encorebusiness.com](mailto:reap@encorebusiness.com).

### Fuel and Ethanol Workshop (FEW) & Expo 2007

Encore will be attending FEW once again this year. So, If you're planning to attend be sure to stop by our booth #2023.

An Encore representative will be ready to show you how quickly you can improve your plant's operational efficiency with innovative software.

Be sure to stop by and enter to **WIN** our grand prize giveaway. See you there!

### For Information about the topics in this newsletter, please contact:

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## Announcement

Recognized as one of the top three software technology partners, Encore was chosen as a finalist for a Microsoft Partner Program **IMPACT Award** in the Microsoft Dynamics ISV Solution of the Year category for REAP.

Microsoft IMPACT awards acknowledge exceptional work and commitment technology partners do to deliver innovative solutions and value to customers.



## CFO's Corner

Selecting business software can be a challenging task because every year more and more software options are available. Adding to the challenge is the long-term vendor relationship that occurs when selecting the right system for your plant. Can all of your expectations be met? It's important to select a service provider you can trust to not only deliver value today but also in the future as well.

# Reporting Capabilities

## What is your Business Intelligence?

To achieve optimal plant performance, it is important for plants to be able to extract and present information like financial reporting, daily risk positions, production capacity, current and projected inventory in a meaningful way. An integrated software solution will help plants to achieve all of these efficiencies and will help managers to quickly make better, more informed business decisions.

Several reporting and analytics solutions are available, most of which will vary by functionality and performance capabilities. *Business Intelligence* enables plants to make better financial and sales decisions faster than ever before by providing the right information to the right people at the right time.

Employees increasingly find that they suffer from information overload and need solutions that enable the analysis to effectively make decisions. Whether employees are working on the strategic, tactical, or the operational level, a strong solution provides business intelligence applications, allowing them to make

informed decisions a more natural part of all employees everyday work experience. Key goals of these solutions are to provide:

- An integrated platform and applications to reduce human error and save time.
- A secure and personalized user experience to maintain the integrity of data and information.
- A collaborative environment to increase employee productivity.
- A total solution that is cost effective and comprehensive to save money and improve business decisions.

Solutions usually have a number of reports available right out-of-the box. As a result, it should be easy to create, publish and share new reports as regulations and operations change without having to incur additional overhead costs.

*How easy is it for you to create, publish and share reports? Is it time to evaluate other reporting options?*

## Reaping the Rewards of Integrated Innovation



*'Once we started our ethanol production, I realized that the lack of integration between equipment and software was preventing us from becoming more efficient. Integration of our testing and process monitoring systems to our business management software was an integral element in improving the alcohol yield of our facility.'*

Thanks to REAP, a comprehensive procurement and biofuel plant management software solution, United Wisconsin Grain Producers has experienced very high conversion rates and production volume for a plant of its size and labor costs.

### Courtesy of Encore Business Solutions

For 17 years, Encore Business Solutions has been committed to helping organizations implement innovative technology and business management solutions such as Microsoft Dynamics™ GP. With team members bringing together 20 or more years experience in the agriculture and software development industries, primarily in grain procurement, handling and export, we truly understand the pillars of a successful software solution implementation to improve the efficiency and economics of biofuel production.