CLIENT INFO PACK · OCTOBER 2026

Opsryx Complete for UK fabrication shops

How we compare, what you get, and what it changes on the floor.

Opsryx is the private-cloud operations system built for mixed fabrication and job shops — CNC, punch, brake, weld, powder and assembly — that need the office and every operator on one live board this quarter. Quote becomes job. Capacity is visible before you promise a date. The floor claims, advances and prints from a tablet. Despatch, outside work, quality and the job invoice sit on the same record. Keep Xero, QuickBooks or Sage connected (Opsryx pushes tax invoices and refreshes paid status), or switch on the built-in ledger mode, where Opsryx prepares the VAT figures and filing stays with you. Quality is ISO 9001-ready, with a clause-mapped evidence pack, and customers can follow their orders in the optional customer portal. One plant plan at £349 per plant a month or £3,490 a year, plus onboarding — operators are not a per-seat tax. VAT is not charged. The prices shown are the prices you pay. Catalog, Kanban and Label Maker are included at no extra cost for every plant on an Opsryx Complete plan, monthly or yearly.

Opsryx Complete — £349/mo or £3,490/yr per plant

One plant. Whole team. Full product. Operators are not a per-seat tax.
Private instance. Hosting and updates handled.

Who this pack is for

Owners and operations leads at UK plants of roughly 30–80 people leaving paper, Excel and whiteboards — or re-checking an incumbent quote before a shortlist demo. Built for mixed fab and job-shop work, not multi-plant MES programmes.

Why Opsryx wins this shortlist for mixed fab

- Plant subscription — whole team on one plan; no rationing floor logins.
- Capacity before promise — shop hours, overload and shutdowns visible before you say yes.
- Quote → job → floor → despatch → invoice — one thread, not five systems.
- Private instance — your plant, your data; browser from office, tablet and phone.
- ISO 9001-ready quality — full CAPA, internal audit, supplier SCARs and a clause-mapped evidence pack.
- Your choice of accounts — built-in ledger, or live sync with Xero, QuickBooks or Sage.
- Honest limits — no native CNC OEE, not AS9100-first QMS; no payroll processing, multi-plant consolidation or app-store app.

Competitor capabilities from public literature and 2025–2026 reviews. Opsryx reflects the live product as of 5 October 2026, as checked in the app. Ratings are a decision aid — Strong / Good / Partial / Limited — not a lab benchmark. Competitors keep their honest strengths; the frame is which operating model matches how you run the plant this quarter.

THE SHORTLIST

1. The field — and where Opsryx sits

PSL Datatrack remains the UK specialist most subcontract precision shops already know. It is not the only option on a 2026 shortlist. Owners also see JobBOSS² and ProShop from North American job-shop ERPs, MRPeasy and Katana as affordable cloud MRP, Cetec as transparent SaaS ERP, and Odoo as a modular suite that can grow into manufacturing.

Opsryx sits in a different slot: a private-cloud operations system for mixed fabrication and job shops — live jobs, a shop-floor terminal, capacity before you promise a date, stock, quotes, drawings, quality, despatch, costing and job invoices — on a plant subscription. The accounts can use the built-in ledger or keep Xero, QuickBooks or Sage connected. The useful question is which operating model matches how you actually run the factory this quarter.

2. Who each system is really built for

System	Home ground	Typical buyer	Deployment
Opsryx	Mixed fab + job shop (CNC, punch, brake, weld, powder, assembly)	30–80 person UK plant leaving paper / Excel	Browser. Private instance per customer
PSL Datatrack	UK subcontract precision (turned / milled)	Established precision house wanting quote-to-invoice locally	On-premise Windows-style, modular
JobBOSS²	Classic make-to-order machine / job shop	Shops that grew up on JobBOSS / E2 and want quote-to-cash depth	Cloud or on-prem; quote-based
ProShop ERP	Quality-led precision / AS9100 machine shops	Paperless QMS + ERP in one for regulated machining	Cloud / paperless; quote-based
MRPeasy	SMB MRP and planning	Small manufacturer wanting cheap planning + stock	Multi-tenant cloud; per user
Katana	Inventory-led product / e-commerce makers	Repeatable BOM + channel stock, not high-mix travellers	Multi-tenant cloud; plan + add-ons
Cetec ERP	General discrete SMB ERP	Shops that want published per-user SaaS and a full ERP spine	Cloud; published per-user price
Odoo Manufacturing	Modular ERP / apps	Teams assembling CRM + stock + MRP themselves	Cloud or self-host; per user / app

Not on this shortlist on purpose: Siemens Opcenter, Rockwell Plex, SAP DM and Epicor Kinetic. Those are multi-plant / mid-market programmes. Year-one cost is a different buying motion from a 40-person fab leaving whiteboards.

CAPABILITY COMPARE

3. Compare table — capability by capability

Read across a row. “Strong” means a published core strength. “Partial” means the capability exists but is narrower, newer or an add-on. Opsryx ratings reflect the live product as of 5 October 2026, including despatch, outside work, times library, goods-in quarantine, operator match, full CAPA, supplier SCARs, the ISO 9001 evidence pack, optional customer portal and the built-in ledger.

Capability	Opsryx	PSL	JobBOSS²	ProShop	MRPeasy	Katana	Cetec	Odoo
Quotations	Good	Strong	Strong	Strong	Good	Good	Good	Good
Works orders / jobs	Strong	Strong	Strong	Strong	Good	Good	Good	Good
Scheduling & capacity	Strong	Strong	Good	Strong	Partial	Partial	Partial	Partial
Shop-floor execution	Strong	Strong	Strong	Strong	Partial	Partial	Partial	Partial
Inventory & MRP	Good	Strong	Good	Good	Strong	Strong	Good	Good
Purchasing / goods-in	Good	Strong	Strong	Good	Good	Good	Good	Good
Quality / NCR / gauges	Good	Strong	Good	Strong	Limited	Limited	Partial	Partial
Drawings & job pack	Strong	Good	Good	Strong	Limited	Limited	Partial	Partial
Despatch & outside work	Strong	Good	Good	Good	Limited	Limited	Partial	Partial
Job costing & margin	Good	Strong	Strong	Strong	Partial	Partial	Good	Good
Invoicing & accounts	Good	Strong	Good	Partial	Limited	Limited	Good	Good
Access from anywhere	Strong	Partial	Good	Strong	Strong	Strong	Strong	Good
Whole-team licences	Strong	Partial	Partial	Partial	Limited	Partial	Limited	Limited
AI assistance	Good	Limited	Limited	Limited	Limited	Limited	Limited	Limited
Implementation speed	Strong	Good	Partial	Good	Strong	Strong	Good	Partial

Strong — Published core strength of that product.

Good — Capable and usable; not the headline reason to buy.

Partial — Exists but narrower, newer, or an add-on.

Limited — Thin, missing, or not how that product is sold.

Invoicing & accounts row — read carefully

PSL invoices inside the suite. JobBOSS and Cetec / Odoo expect accounts depth. Opsryx raises and converts invoices from the job, and you choose where the books live: the built-in ledger (trial balance, journals, bank CSV import and prepared VAT figures; filing stays with you) or a connection to Xero, QuickBooks or Sage. Aged debt, customer statements and paid status sit next to the job. Opsryx is rated Good, not Strong, because the built-in ledger is new and there is no payroll — PSL and JobBOSS have the longer accounts heritage.

HOW IT FEELS TO RUN

4. Snapshot — how the products actually feel

Plant price means operators are not a per-seat tax. Per user means the bill climbs as the floor comes online. Quote-based vendors do not list a number you can approve in one meeting.

Dimension	Opsryx	PSL Datatrack	JobBOSS² / ProShop
Designed for	Mixed fab + job shop	UK precision subcontract	Job / machine shop ERP + QMS
How you run it	Browser, private instance	Local install on your LAN	Cloud or hybrid; heavier UX pedigree
Who pays for logins	Plant subscription — whole team	Seats + modules	Typically per user / quote
Time to useful	Days to a few weeks	Module-by-module rollout	Weeks to months + services
Shop floor	Live board, scan-then-claim, skills and SOP gates, operator match, pallet sheets, offline clock	SFDC terminals + status boards	Strong floor / paperless (ProShop)
Quality	NCR with full CAPA, measured inspections, first-off, FAI, calibration history, supplier SCARs, ISO 9001 evidence pack	ISO / AS9100 contract-review depth	ProShop leads on QMS; JobBOSS varies
Despatch & outside	Ship-to, carrier, boxes, POD, outside send/back with PO, cost and certs	Despatch + subcontract modules	Good commercial despatch tools
Finance inside	Quotes, costing, job invoices; built-in ledger or live sync with Xero / QBO / Sage	Invoicing + purchase matching in-suite	Quote-to-cash is the heritage
Intelligence	AI assistant on live data + suggested next steps; who is likely fastest on similar work	KPI boards + costing reports	Operational reports; AI rare
Vendor shape	Focused product, rapid cadence	Family UK firm since 1988	ECI (JobBOSS) / specialist (ProShop)

Cloud MRP and modular ERP on the same shortlist. MRPeasy and Katana sit as SMB planning and stock tools: multi-tenant SaaS, per-user or plan-plus-add-ons, light floor apps, limited QMS and job-pack depth. Cetec and Odoo publish per-user SaaS and expect you to assemble manufacturing depth. That is why they score Partial or Limited on floor, quality, drawings and despatch in the compare table.

5. Cost to run — how vendors actually charge

The comparison that matters is not the cheapest advertised seat. It is whether every operator who should clock a job actually has a login, and whether year-one cash is a subscription you can approve in one meeting or a capital project you have to phase.

Vendor	Pricing model	How the bill is set	What grows the bill
Opsryx	Plant / site subscription + onboarding	£349 per plant a month or £3,490 a year, plus onboarding. Operators are not charged per login. VAT is not charged. The prices shown are the prices you pay. Catalog, Kanban and Label Maker are included at no extra cost for every plant on an Opsryx Complete plan, monthly or yearly.	The plant — not each extra operator
PSL Datatrack	Modular licence, quote-based + maintenance	Not published. Sized to modules, seats and configuration.	Extra modules, extra seats, annual support
JobBOSS²	Subscription / quote; often per user	Public commentary clusters around a per-user subscription plus services. Confirm with the vendor.	Users, package tier, services
ProShop ERP	Quote-based subscription	Quote pricing. Industry write-ups discuss a mid-market monthly class. Confirm with the vendor.	Users, QMS depth, services
MRPeasy	Published per user / month	Public per-user bands. Higher tiers add reporting and API.	Every named user, including floor
Katana	Published core plan + add-ons	Public core plan. Manufacturing, traceability and floor app are extra.	Add-ons, locations, onboarding
Cetec ERP	Published per user / month	Public per-user SaaS. Light implementation.	Named users
Odoo Manufacturing	Per user + apps; implement extra	Enterprise apps are per user. Manufacturing stack and partner implementation add up.	Apps selected + partner days

A shop that puts twenty-five people on a per-user product often finds the monthly bill grows before the brake press has a login. Opsryx is sold as one plant subscription so that pattern is the point of comparison. Competitor figures are directional from public 2025–2026 commentary. Confirm in the deal.

LIVE IN OPSRYX NOW

6. What you can show in a demo today

The live product closes the gaps shops raise in a first demo: despatch, outside work, hours that learn from actuals, materials that can be quarantined, tickets the floor can print, who should run the job, invoices that start from the same record, and an ISO 9001-ready quality system around it. Everything described here was checked in the live app on 5 October 2026.

Quote to job, honestly
Won quotes become jobs in one action (lines, hours, part number). Lost quotes take a reason code so the pipeline is not a graveyard.

Times library that learns
Completed jobs queue a standard-time proposal from real clocked hours. A supervisor applies or keeps the library. New jobs and quotes prefill setup and run from the part number.

Who for this job
Ranks who is likely fastest on similar work from approved time logs, the times library, skills, leave and open claims. Supervisors assign from the list. A planning aid, not a public leaderboard.

Despatch desk
Ship-to, carrier, boxes, proof of delivery, print pack and a ready-to-ship list live on the job.
Part-shipped work is a filter. CSV still available for a manual accounts run.

Outside work in the same picture
Send and receive subcontract operations with PO, cost and certificates. The schedule ignores sent and due-back outside jobs so capacity is not fiction.

Goods-in that can say no
Receipt status: pass, quarantine or reject. Issue to a job is blocked on a quarantined lot. MRP shows firm, soft and quarantine columns.

Capacity you can trust
Shop hours are a Monday–Sunday grid. A machine cannot be booked beyond that day’s hours. Shutdowns block the schedule. Drag-and-drop has overload highlighting and undo.

Floor that prints and keeps working
Scan-then-claim, skills and SOP gates, first-off prompt, pallet sheet on advance, final pallet ticket from the station, offline clock queue when the network drops.

Who is on what — and why a job stopped
Open time logs drive a live who-is-on-what strip, with absence flagged. Hold, rework and scrap take a reason code and feed a weekly report.

Quality next to the job
NCR at the stage it happened, first-off, complaint NCR, FAI pack, gauges due, tablet photo on Quality, certificate files listed on the job pack.

Invoices from the job
Invoice from the job, or convert the live proforma when the job ships. Auto-proforma on quote accept and auto-invoice on job complete are plant policies. Aged debt, customer statements, overdue email. Post to the built-in ledger, or keep Xero, QuickBooks or Sage with live sync.

Optional customer portal — status without a phone call
Customers check their own order and job progress in the optional customer portal, or from a one-job status link. Reports add work at risk by Friday and supplier on-time delivery.

Built-in ledger, or keep your package
Optional built-in ledger mode (trial balance, journals, bank CSV, prepared VAT figures — filing stays with you) — or keep Xero, QuickBooks or Sage connected for invoice push and paid status. The choice stays with you.

Supplier approval and SCARs
Approved-supplier status and supplier corrective action requests, linked to goods-in and NCRs, so a bad delivery becomes a tracked supplier action.

ISO 9001 evidence pack
Evidence gathered across Opsryx and mapped to ISO 9001 clauses for your auditor, alongside full CAPA, measured inspections, calibration history, internal audit, management review and a risk register. ISO 9001-ready — certification is awarded by your certification body.

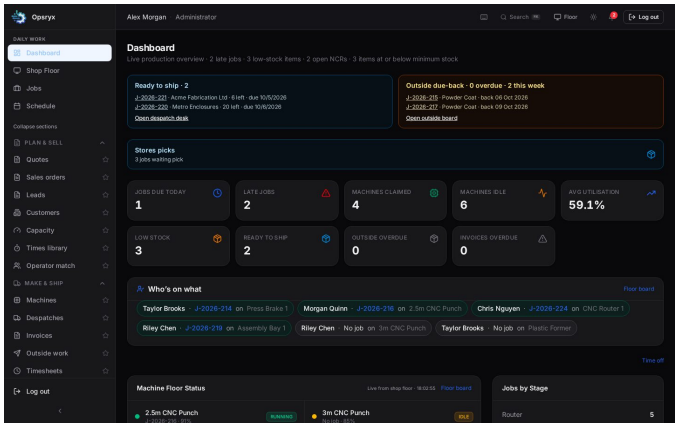
Built for the device in front of you
Phone and tablet drawer plus bottom navigation in the browser. Desktop sidebar. Jobs open as a table on a small screen. Role-based onboarding and in-app guides. Runs in the browser — no app-store install.

What this changes in a shortlist conversation
You no longer have to concede despatch, outside process, pallet tickets, “the hours on the quote are a guess”, “we do not know who should run this”, or “invoices start in another system”. Those are live — and so are the built-in ledger, supplier SCARs, the ISO 9001 evidence pack and the optional customer portal. What Opsryx does not claim — and will say in the room — is native CNC OEE, an aerospace-grade QMS, payroll processing, multi-plant consolidation, or ISO certification itself (Opsryx is ISO 9001-ready).

IN THE APP TODAY

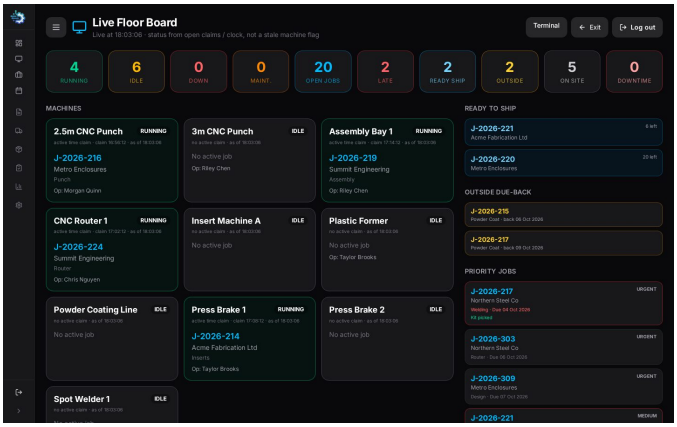
Screens from the live app — 5 October 2026

Taken from app.opsryx.com on 5 October 2026 using demonstration records. Everything shown is Live.



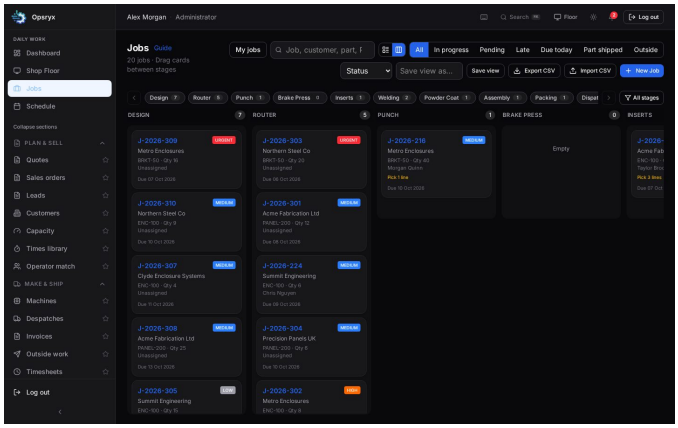
Dashboard

Late jobs, ready to ship, stores picks, who is on what and machine status at a glance.



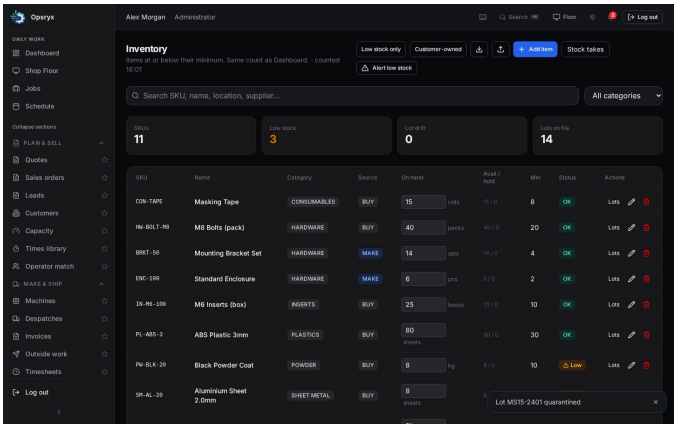
Live Floor Board

Every machine — running, idle, down — with the job, the operator, outside work and ready-to-ship.



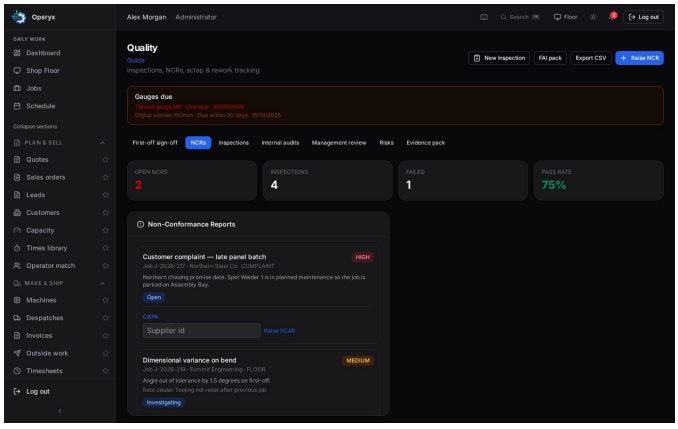
Jobs Kanban

Jobs move across your own production stages, from design through to despatch.



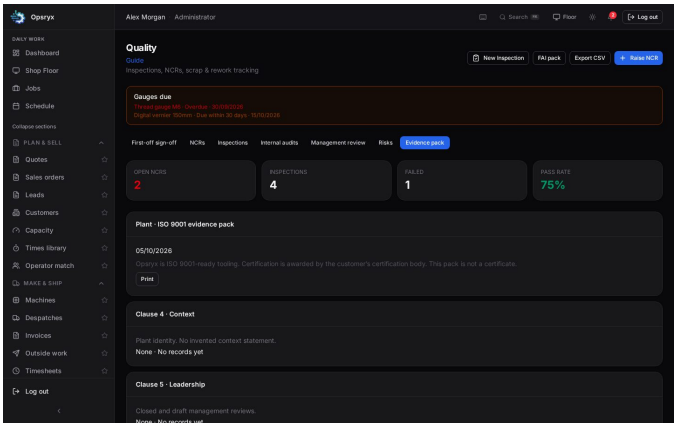
Inventory and quarantine

Lots, certificates and a quarantined lot that cannot be issued until released with an approver.



Quality and NCRs

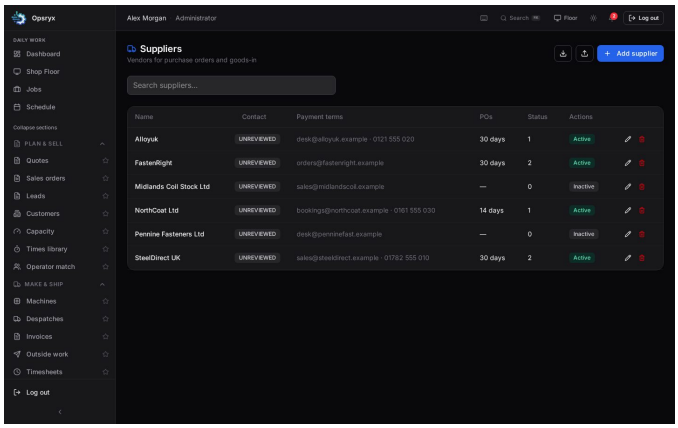
NCRs with CAPA, inspections, internal audits, management review and gauges due.



ISO 9001 evidence pack

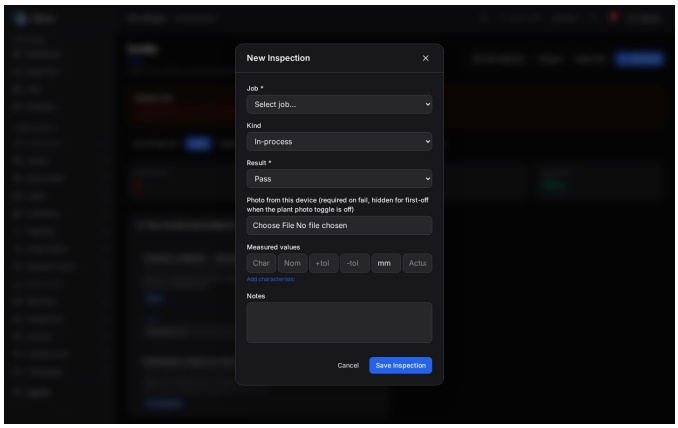
Evidence mapped clause by clause for your auditor. ISO 9001-ready — not certified.

IN THE APP TODAY · CONTINUED



Suppliers and approval

Approval status per supplier, feeding SCARs, goods-in and on-time delivery.



Measured inspections

Record actual values against nominal and tolerance, with photo evidence from the device.

Live highlights — new since the last pack

- Built-in ledger, or keep your package — optional built-in ledger mode (journals, bank CSV, prepared VAT figures), or connect Xero, QuickBooks or Sage.
- Supplier approval and SCARs — approved-supplier status and corrective action requests linked to goods-in and NCRs.
- ISO 9001 evidence pack — clause-mapped evidence for your auditor, with internal audit, management review and a risk register.
- Optional customer portal — customers check order and job progress without phoning the office.

ISO 9001-ready, not certified. Opsryx helps you run an ISO 9001-ready quality system; certification is awarded by your certification body. Sample data shown.

STRENGTHS AND TRADE-OFFS

7. Honest strengths and trade-offs

A comparison only helps if it is fair. Each block is the case for that product — and the reason a shop of your size might still walk away. Opsryx is listed first because it is the usual fit for mixed fab on this shortlist; the competitors keep their real strengths.

Opsryx — strengths
Modern browser system the office and floor share, including phone and tablet. Plant subscription — operators are not a per-seat tax. Live capacity before you promise a date. Scan-then-claim, skills and SOP gates, who is likely fastest on similar work, pallet sheets, offline clock queue. Quote to job, times library that learns, MRP shortages, despatch, outside work. Goods-in inspect, quarantine and release with approver. Job invoices with built-in ledger or Xero / QBO / Sage sync. ISO 9001-ready quality: full CAPA, supplier SCARs, clause-mapped evidence pack. Optional customer portal. AI assistant on live data with suggested next steps. Private instance.

Opsryx — trade-offs
Newer brand and a smaller published case-study base. The built-in ledger is new; no payroll processing, multi-plant consolidation or app-store app. Less deep than PSL on precision GRN and contract-review pedigree. No native CNC OEE or machine telemetry today. Cloud connectivity required (mitigated by a private instance and an offline clock queue). AS9100-first QMS RFPs may still favour ProShop or PSL.

PSL Datatrack — strengths
35+ years focused on UK subcontract precision. Quote-to-invoice in one modular suite, including purchase matching. Mature SFDC, sequential scheduler, stocks and job costing. Strong ISO 9001 / AS9100 story and local UK support. Runs on your LAN — no internet required to make parts.

PSL Datatrack — trade-offs
On-premise application, not a native multi-device web product. Quote-based; cost grows with modules and seats. Optimised for turned and milled work more than mixed sheet-fab. Release cadence is version-based rather than continuous cloud. No published AI layer for late-job diagnosis.

JobBOSS² — strengths
Decades as the default US/UK job-shop ERP name. Quote-to-cash and estimate-versus-actual costing are the heritage. Shop-floor tracking and purchasing in one commercial spine. Cloud and on-prem options; large installed base.

JobBOSS² — trade-offs
Quote-based / per-user economics; floor logins get expensive. Implementation commonly months, with a five-figure services band. UX pedigree is legacy-ERP, not a modern tablet terminal. Some shops report a bumpy JobBOSS to JobBOSS² transition.

ProShop ERP — strengths
Best-in-class paperless QMS plus ERP for precision machine shops. Document control, NCR and AS9100 audit story is the reason people buy it. Web-based, genuinely floor-capable, quality-first culture.

ProShop ERP — trade-offs
Quote pricing; often more system (and cost) than a general fab needs. Overkill if the buying reason is visibility, not an aerospace audit. Narrower home ground than mixed weld, powder and assembly shops.

MRPeasy and Katana — strengths
Honest low entry and published prices. Fast to stand up planning, BOMs, purchasing and stock. Sensible when the product is repeatable and the floor is small.

MRPeasy and Katana — trade-offs
Floor execution is a kiosk, not a fabrication terminal. Per-user (MRPeasy) or add-on (Katana) maths bite at 20–30 people. Weak on controlled drawings, job pack, capacity overload and QMS. Katana is inventory and e-commerce first — high-mix travellers feel bolted on.

Cetec and Odoo — strengths
Cetec: transparent per-user SaaS and a full discrete ERP spine. Odoo: cheap-looking modular platform if you already live in Odoo.

Cetec and Odoo — trade-offs
You assemble depth yourself. Fab stages, terminal and capacity are not one opinionated product. Odoo implementation partners become the real year-one cost. Neither is a UK subcontract specialist.

DECISION FRAME

8. A simple decision frame

If the sentence on the left is true for you, the right-hand column is the honest lean — not a guarantee. For mixed fab shops that need the whole plant online this quarter, most rows point to Opsryx.

If this is true for you…	Lean toward
We need the office and every operator on one live board this quarter, without rationing logins.	**Opsryx**
We want invoices that start from the job — in a built-in ledger, or synced to the Xero / QuickBooks / Sage we already run.	**Opsryx**
Our work mix is sheet, weld, powder and assembly as much as machining.	**Opsryx**
Managers need the factory from a laptop or tablet, not only from a shop-office PC.	**Opsryx**
Year-one cost must be a number we can approve as a subscription, not a capital project.	**Opsryx**
We need despatch, outside process and pallet tickets in the same system as the job — this quarter.	**Opsryx**
We want ISO 9001-ready records — CAPA, supplier SCARs, internal audit and a clause-mapped evidence pack — next to the job.	**Opsryx**
We are a precision turned/milled house and want quote-to-invoice plus purchase matching in one UK product.	PSL Datatrack
AS9100 contract review, inspection records and a paperless QMS are the primary reason we are buying.	ProShop or PSL
We want the system to run entirely on our LAN with no internet dependency.	PSL Datatrack
We already run PSL or JobBOSS well and the pain is a missing module, not the architecture.	Stay / extend
We are a 5–15 person product maker who needs cheap planning and stock, not a floor terminal.	MRPeasy / Katana
We already run Odoo for CRM and accounts and will pay a partner to add manufacturing apps.	Odoo
We are specifying multi-plant MES with machine telemetry and a six-figure programme.	Not this list

9. Why Opsryx is the usual fit on this list

The whole team can live in it. The plant subscription is designed so the setter, the welder and the office are not competing for seats. Jobs update as work happens — on a phone, a tablet or a station PC.

You see capacity before you say yes. Shop hours, machine load and shutdown weeks are visible. Overloads show by machine and day. Re-plan on the board, with undo, instead of discovering the miss at despatch.

Quote to floor is one thread. Won quotes become jobs. Library hours prefill setup and run and then learn from actuals. Who should run similar work is visible before you assign it. BOMs reserve material. Shortages draft purchase orders. Drawings and the job pack travel with the work.

Quality without a second silo. NCR at the stage it happened with full CAPA, first-off, measured inspections, calibration history, supplier SCARs, controlled drawings, internal audit, management review and a clause-mapped ISO 9001 evidence pack. ISO 9001-ready, not a certificate.

Despatch, outside work and the invoice are in the same picture. Ship-to, carrier, boxes, POD and outside send and back with PO, cost and certificates. When the job ships, the live proforma can become the invoice — in the built-in ledger or your accounts package. Customers follow progress in the optional customer portal.

Materials can be told the truth. Goods-in can pass, quarantine or reject a lot. Issue is blocked on quarantined stock. Certificate files ride on the job pack.

One plan, Opsryx Complete: £349 per plant a month or £3,490 a year, plus onboarding. VAT is not charged. The prices shown are the prices you pay. Catalog, Kanban and Label Maker are included at no extra cost for every plant on an Opsryx Complete plan, monthly or yearly. A plant subscription. You are not discovering a per-seat tax after module three and user twenty.

Help when a job is late. The AI assistant lists late work and suggests where to look next. That is a faster start for the morning meeting, not a replacement for a good scheduler.

In one line
PSL Datatrack, JobBOSS² and ProShop are proven specialists when you want a deep quote-to-cash or QMS suite and will pay in seats and services. MRPeasy and Katana are honest planning tools for smaller, more repeatable shops. Opsryx is the better fit when the whole factory needs one modern system this quarter — including despatch, outside work, a floor terminal and invoices that start from the job — on a plant subscription, with your choice of built-in ledger or Xero / QuickBooks / Sage, and without a multi-module implementation.

FEATURES CATALOGUE

10. Features and functions — live product

This catalogue is what a prospect can be shown in a demo. It describes the live Opsryx product as of 5 October 2026, checked in the app. Anything not in the live app — for example payroll processing, multi-plant consolidation, an app-store app or native machine telemetry — is not described.

Opsryx is a private-instance operations system for mixed fabrication and job shops of roughly 30–80 people. Roles: Administrator, Factory Manager, Supervisor, Machine Operator, Assembly, Office, Stores and Sales. Each person sees the pages and actions that fit the job.

How work flows

From estimate to learning loop — one record, not a handoff chain.

1 Quote it	Build the estimate from sell prices and library hours. Compare quoted against actual on the job. Record why a quote was lost. Optionally raise a deposit tax invoice or a live proforma when the quote is accepted.
2 Win it	Convert a won quote into a live job in one action. Lines, hours, drawings and part number travel with it.
3 Plan it	Drop the job onto the week. Capacity shows overload against shop hours. MRP flags shortages. Who-for-this-job ranks likely operators.
4 Make it	Operators scan, claim and advance from the terminal. Time, drawings, first-off, hold, rework and scrap stay on the job.
5 Check it	First-off prompts, NCRs at the stage they happened, gauges and photos sit on the same trail an auditor can follow.
6 Ship it	Despatch records ship-to, carrier, boxes and POD. Outside work goes out and comes back on the same job card. Shipping a job with a quote converts the live proforma instead of raising a second invoice.
7 Learn it	Actual hours propose a times-library update. Margin alerts flag work that has drifted off the quote.

Jobs and works orders

Less re-keying, clearer priority, and a job pack the floor can actually use.

Job list and board	Every live job as a table or a Kanban board by stage. Stage chips with counts, previous and next arrows, and a Busy-only view. On a phone the list opens as a table.
Create and track	Priority, due date, promise date versus floor due date, part number, quantity, notes and who is assigned. Filters for part-shipped work and jobs out with a subcontractor.
Quote to job	Turns a won quote into a live works order in one action. Lines, hours, drawings and the part number travel with it.
Setup and run hours	Keeps setup time separate from run time so a one-off and a batch do not load the machine the same way.
Parent and child jobs	Links kit and assembly work so the parent cannot look finished while the children are still on the floor.
Hold, rework and scrap	Puts the job into the right status with a reason code. A weekly reason report is ready for the production meeting.
Stage suggestions	Suggests a routing when a job is created from the BOM or product code. You edit it before you commit.
Job pack	Prints a proper job document — not a browser screenshot — with customer, dates, materials and lots, stages, labour, certificates, a QR code and sign-off lines.
Pallet sheet and labels	Optional landscape ticket with job number and next stage when a stage is advanced. Job labels from the terminal so the tote matches the system.
Who for this job	Ranks who is likely fastest on similar work from approved time logs, the times library, skills, leave and open claims. Supervisors assign from the list.

FEATURES CATALOGUE · CONTINUED

Shop floor, schedule and commercial

Shop floor and time

Operators stop walking to the hatch; supervisors stop being the noticeboard.

Shop floor terminal	Clock in, scan a job, claim it on a machine, advance the stage, log downtime and see only the latest approved drawing revision. Built for tablets and station PCs.
Scan then claim	Scan the job first, then claim it. Skills and SOP acknowledgement can block the claim so the wrong person does not start the wrong work.
Live floor board	Wall-friendly view of every machine: who is on it, which job is running, and what is late or waiting. Absence is flagged.
Timesheets	Claim and release write time against the job, the machine and the real stage. Supervisors approve the week and can correct a clock.
Offline clock queue	If the link drops, clock events wait on the device and sync when the network returns.
First-off prompt	When a stage is advanced, the terminal can ask for a first-off check before the batch runs. The witness is recorded.
Final pallet sheet	A station button collects PO, customer, item count, size and weight, prints a landscape ticket and notifies the people you choose.
Plant policies	Clock-on-terminal-only, session timeout, print logo, pallet-sheet rules and other flags are set per plant.

Schedule, capacity, quotes and commercial

Promise dates you can defend — and invoices that start from the same job that shipped.

Week schedule	Plan by day and machine. Drag a job to a new slot. Undo the move. A drop that overloads the machine-day is highlighted.
Shop hours and shutdowns	Monday–Sunday grid with open, close and break. Capacity uses that day’s hours. Plant shutdowns block the schedule.
Capacity load board	Booked setup and run hours against available hours, by machine and day. Overloaded cells stand out before you say yes to a date.
Outside jobs on the board	Jobs sent out or due back from a subcontractor do not pad shop capacity.
Quotations	Build from labour rates and materials. Prefill setup and run from the times library. A won quote becomes the job.
Lost reasons	Lost quotes take a reason code; compare the quote with the job once work starts.
Optional customer portal	Switched on in Settings when you want it. Customers check their own order and job progress without phoning or emailing the office. A one-job public status link is still available. Customers never see the wider plant system.
Sales orders and CRM	A sales-order workflow linking quote, jobs, despatch and invoice. Leads, a simple pipeline and activity tracking alongside quotes and customers.
Job costing and margins	Labour and material roll up against the quoted value. When actuals drift past a plant percentage, the job flags.
Despatch desk	Ship-to, carrier, boxes, proof of delivery, print pack and a ready-to-ship list. CSV still available for a manual accounts run.
Outside work	Send and receive subcontract operations with the purchase order, cost and certificates on the same job card.

Invoices from the job	Create an invoice from the job, or convert the live proforma. Settings hold prefixes, next sequence, deposit %, reminder days and OAuth for Xero, QuickBooks and Sage. Aged debt on Invoices, Reports and the dashboard. Customer statement print. Overdue email. Paid status refreshes from the connected package.
Built-in ledger	Chart of accounts, journals, bank reconciliation and prepared VAT figures inside Opsryx (filing stays with you). Purchase invoices with three-way match. Or keep Xero, QuickBooks or Sage connected with live sync — the choice stays with you.

FEATURES CATALOGUE · CONTINUED

Inventory, quality, people and platform

Inventory, materials and quality

Do not start what you cannot finish — and keep the quality evidence on the same job.

Stock and BOMs	Parts, sheet, consumables and finished items. Apply a BOM to a job to reserve material against the job quantity. Cost is role-gated.
Lots and traceability	Lot and batch numbers on reserved and issued material. Lots print on the pick list and the job card.
Backflush and substitutes	Backflush materials when a stage completes. Substitute a material with an audit trail.
Material requirements	Demand from open jobs against free stock and open purchase orders. Firm, soft and quarantine columns. A shortage list can become a draft PO.
Goods-in inspect	A receipt is passed, quarantined or rejected. Issue to a job is blocked on a quarantined lot. Release needs a written reason and is recorded under the signed-in approver.
Supplier approval and SCARs	Approved-supplier status, and supplier corrective action requests linked to goods-in and NCRs.
Non-conformances and CAPA	Raise an NCR against the job and the stage it happened, then run root cause, corrective and preventive actions and an effectiveness check. Customer complaints have their own path.
Measured inspections	Record actual measurements against nominal and tolerance, not just pass or fail.
First-off and FAI	First-off sits in the flow at the station. A first-article inspection pack when the part or the customer needs it.
Gauges and calibration	A calibration-due list, plus full calibration history per gauge with certificates attached to each entry.
ISO 9001 evidence pack	Evidence from across Opsryx mapped to ISO 9001 clauses for your auditor, with internal audit, management review and a risk register. ISO 9001-ready, not certified.
SOPs and drawings	Published procedures with photos. Only the approved drawing revision reaches the floor. Staff acknowledge before they claim.
Photos and certificates	Take evidence at the station on a tablet. Certificate files are listed on the job pack.

People, reports, AI and platform

Roles that fit the job, hours that teach the next quote, and an AI assistant that flags late work.

Roles and skills gates	Eight factory roles with role-view permissions. Claim compares the person’s skills — and training or certificate expiry — with what the stage requires. Role-based onboarding and in-app guides for day one.
Times library	Standard hours by part and stage. Completed jobs queue a proposal. A supervisor applies the new standard or keeps the old one.
Maintenance and notice board	Plan machine maintenance next to production. Issues, safety alerts and meetings with a calendar download.
Audit log and backup health	Who did what and when, written as readable sentences. Admin can see the last successful backup and whether a restore has been tested.

Management views	Production overview, on-time trend, jobs that are losing money first, utilisation by week, work at risk by Friday, supplier on-time delivery, aged debt.
AI shop assistant	Ask in plain language on live data: where is this job, which machine is overloaded, which jobs are late, what needs ordering, and where to look next.
Search and export	Command palette across jobs, parts, customers, quotes, POs and NCRs. Full CSV export for the plant, including invoices.
Private instance	Each customer runs on their own site. Browser access from office, tablet and phone. Two-factor sign-in, hosting and updates handled for you.

ISO 9001

11. What you can show from the live job

If you already run ISO 9001 — or you are getting ready to — Opsryx is the shop record the auditor can walk: the job, the people who touched it, the material that went on it, the non-conformance if something went wrong, and the pack that left the door. Internal audit, management review, a risk register and a clause-mapped ISO 9001 evidence pack are Live too. Opsryx is ISO 9001-ready: it does not certify you — your certification body does.

ISO 9001 area	Clause	What you can show on the job
Risks and opportunities	6.1	Risk register with owners, ratings and actions.
Competence	7.2	A claim can be blocked until the person has the skill and has acknowledged the SOP.
Measuring resources	7.1.5	A gauge due-list plus calibration history with certificates on each entry.
Documented information	7.5	Approved drawing revision on the floor, SOP with photos, job pack, cert files, audit log and a full export.
Operational planning	8.1	Quote becomes the job. Routing and standard hours, schedule against shop hours, MRP for shortages.
Customer requirements	8.2	The quote, what changed, promise date versus floor due date, and a status link the customer can open.
External providers	8.4	Approved suppliers and SCARs, purchase orders, outside work with cost and certs, goods-in pass / quarantine / reject, issue blocked on a quarantined lot.
Production control	8.5	Scan-then-claim, stage history, first-off prompt, pallet sheets, identification by job and lot.
Identification & traceability	8.5.2	Lots on reserve and issue, backflush, a substitute with an audit trail, certificates on the pack.
Release of product	8.6	First-off, first-article pack when you need it, Quality photos from the tablet, despatch pack and POD.
Nonconforming outputs	8.7	NCR against the stage it happened, customer-complaint NCR, hold / rework / scrap with a reason, quarantined lots.
Internal audit & review	9.2–9.3	Plan, run and record internal audits with findings linked to actions. Management review drawing on quality, delivery and supplier data.
Corrective action & improvement	10	Full CAPA on NCRs with effectiveness check, supplier SCARs, weekly reason report, margin alerts, hours that learn from actuals.

In one sentence
Opsryx holds the live evidence — and the clause-mapped ISO 9001 evidence pack — your auditor asks for when they say “show me this job”. ISO 9001-ready; certification stays with your certification body.

Walking one job — the same path an auditor would take

You do not need a special ISO mode. Take a current order and follow it.

1. Quote accepted. Hours come from the times library for that part. You can see if the estimate later moved.
2. Becomes the job. Lines, drawings and part number travel onto the works order. Nothing is re-typed.
3. The right person starts. The operator scans and claims. Skills and SOP acknowledgement can stop the wrong start. Who-for-this-job is the planning aid before that claim.
4. First-off and NCR. A first-off prompt on stage advance. If something is wrong, the NCR sits on that stage.
5. Material that is allowed. A quarantined lot cannot be issued. A substitute leaves a trail of what changed.
6. Work sent outside. Subcontract send and receive stay on the same job, with PO, cost and certificates.
7. Pack and ship. Job pack, first-article pack if needed, certificates, despatch POD and a pallet ticket from the station. The live proforma can become the invoice.
8. What you learn next. Hold / rework / scrap reasons for the week. Actual hours can update the library for the next quote.

If you also work to another standard

ISO 9001 is the usual fit. The same shop record helps where those other schemes ask for production evidence. It is not a complete system for the schemes below on its own.

If you also hold…	What the shop record covers	What you still hold elsewhere
AS9100 / EN 9100	First-article pack, first-off, lots, certificates, outside work, controlled drawings.	Contract review and full configuration management still sit in a dedicated aerospace QMS.
ISO 13485	Production record, lot trace, NCR, a device-history style file on the job.	Medical risk files and UDI as a dedicated medical QMS (Opsryx CAPA covers shop NCRs).
IATF 16949	Process stages, NCR, supplier control, traceability.	Core tools and a full automotive quality suite.
ISO 3834 / EN 1090	Job pack, stage history, certificates, first-off and NCR — the production file for a fab job.	Welding procedure specifications and the notified-body pack.
ISO 10012	Gauges that are due, plus calibration history with certificates on each entry.	Any metrology scheme paperwork beyond Opsryx's calibration history.
ISO 27001 (IT)	Private instance, signed-in roles, session timeout, password-reset audit, backup health.	Your information-security manual and supplier questionnaires beyond the application.

What stays with you

Your quality policy and manual, SPC charts, and the certificate itself. Opsryx gives you internal audit, management review, a risk register, calibration history and the clause-mapped evidence pack — but it is ISO 9001-ready, not certified. Certification is awarded by your certification body.

ROLES AND NEXT STEPS

12. Who can do what — and how to go further

Exact permissions are configurable per plant. This is the default shape so a prospect can see that operators are not given the accounts screen.

Area	Admin	Manager	Supervisor	Operator	Office
Dashboard	Yes	Yes	Yes	Yes	Yes
Jobs	Full	Full	Create / update	View / update	Create / update
Shop floor / terminal	Yes	Yes	Yes	Yes	—
Schedule & capacity	Full	Full	Update	View	View
Inventory / MRP / POs	Full	Full	View / update	—	View / update
Quotes & customers	Full	Full	View	—	Full
Despatch / outside	Full	Full	Update	View	Update
Invoices	Full	Full	View	—	Update
Quality raise	Yes	Yes	Yes	Yes	—
Quality manage	Yes	Yes	Yes	—	—
Operator match	Yes	Yes	Yes	—	—
Reports & export	Yes	Yes	View	—	View
Plant settings	Yes	Limited	—	—	—

Assembly follows the operator column on the floor and on quality raise. Stores follows inventory and goods-in, not quotes.

If you want to go further

1 A familiar job	You bring a current order with a known routing, material and due date, plus the drawing and the quote.
2 A 60–90 minute demo	The same job in Opsryx: quote to job, schedule, who for this job, floor claim, stock or PO if short, quality if needed, despatch, pallet ticket, job pack, invoice from the job.
3 A time-boxed pilot	One site and agreed processes. The test is whether the floor updates jobs without a parallel spreadsheet.
4 Your choice of accounts	Keep Xero / QuickBooks / Sage connected for invoice push and paid status, or use the built-in ledger mode. Either way invoices start from the job.

Opsryx Complete — £349/mo or £3,490/yr per plant

One plant. Whole team. Full product. Operators are not a per-seat tax.
Private instance. Hosting and updates handled.

Fair comparison for a shortlist meeting, not a statement on behalf of the other products. Competitor commercial models are directional and must be verified. Opsryx features describe the live product as of 5 October 2026. Trademarks belong to their owners.

WORKFORCE EFFICIENCY

13. Where time comes back on the floor

Where time is lost on a job shop floor — and which live Opsryx features recover it. Estimated ranges, not guarantees. Conservative bands, how the gain is achieved, and how a plant should measure it.

12–22%	Not additive	Pilot measure
Typical combined plant-level gain after 8–12 weeks of use	Feature ranges do not stack — same minute cannot be saved twice	Use their data, not this paper — hours, OTD, rework, chase calls

How to read these numbers

This briefing is for owners and operations leads who want a straight answer: which Opsryx features change how people spend the day, and by roughly how much. The percentages are estimated ranges, not contractual guarantees. They come from typical job-shop time-and-motion waste (waiting for information, walking, wrong assignment, mid-job shortages, late rework, and office chase), mapped onto features that already exist in the live product.

Three rules before the table. First, ranges describe the waste each feature attacks, not a promise that every plant will hit the top of the band. A tidy shop with good supervisors sits at the low end; a plant still running from paper, WhatsApp and a whiteboard sits at the high end. Second, the ranges do not add. Recovering ten minutes of “what’s next” on the terminal is the same ten minutes a better schedule would have avoided — count it once. Third, nothing moves until people use the feature every day.

The combined plant figure of 12–22% labour and flow efficiency after eight to twelve weeks is the number to plan around. It is what remains after overlap is stripped out. A well-run pilot on the customer’s own jobs is the only honest way to tighten the range. Percentages are of the time or waste in that activity — not of turnover, and not of every hour the plant is open.

Summary of estimated gains

Each row is a cluster of live features. “Typical range” is the share of that cluster’s waste a plant can reasonably expect to recover when the feature is used as designed. The upside is real — fewer chase calls, fewer late surprises, more hours on the job — but every figure stays an estimate.

Feature cluster	Main waste removed	Typical range	Where it shows
Shop terminal — claim, advance, drawings, clock	Walking to the office, paper cards, “what’s next”	8–15%	Operator minutes on the job
Operator match + skills gates	Wrong person on the job; first-run mistakes	5–12%	Labour on similar work
Who’s on what + absence flags	Supervisor hunt; double-claim; covering leave late	20–40%	Supervisor chase time
Schedule vs shop hours, leave, overload, WIP	Collisions, idle machines, WIP piles	8–15%	Machine hours / flow
Times library + learn actuals + quote prefill	Guessed hours; quote that cannot be made	5–10% run / 10–20% estimate	Overrun and quote time
Materials truth — MRP, quarantine, pick	Start then stop for missing or bad stock	10–20%	Mid-job waiting
First-off, NCR photo, SOP acknowledge	Rework found late; argument over what happened	15–30%	Quality loops
Despatch desk + outside-work queues	Work left the building and the office lost it	15–25%	Chase and late ship
Customer status link	“Where is my job?” calls and emails	20–40%	Office interruptions
Repeat from part + copy last drawings	Re-keying a job the plant has already made	40–70%	Job-create minutes
Combined plant effect (not the sum)	Same hour cannot be saved twice	12–22%	Throughput and labour

What the combined 12–22% actually means

Take a 20-person mixed shop, 8-hour days, 5 days a week. That is 800 labour hours. A mid-range combined gain of about 16% is roughly 130 hours a week given back — not as spare time, but as hours that used to be walking, waiting, rework, chase and re-keying. Those hours either become more shipped work or the same book with less overtime and fewer contractors.

If the plant is…	Likely combined gain	What that looks like in a week

Already disciplined: real planning board, first-off on paper, a buyer who runs shortages	8–12%	The system stops the remaining leaks — status calls, wrong-revision starts, leave collisions — and gives a record an auditor can walk.
Typical mixed job shop: Excel, WhatsApp, a whiteboard, paper cards updated at the end of the day	14–20%	Terminal + schedule + MRP + status link do most of the work. Overtime drops before headcount does.
Chaotic growth: new people every month, no standard hours, subcontract work “somewhere”	18–22% then a plateau	The first eight weeks are noisy. The gain holds only if claim, advance and library apply become habit.

Where the gain does not come from

Opsryx does not make a mill cut faster. It does not replace a skilled setter. It is not OEE theatre, and the built-in ledger and accounts sync save office time, not floor time — they are not counted in these ranges. Treating this paper as a 20% price-cut on labour would be a misuse of the numbers.

How a plant should prove it

A pilot on the customer’s own jobs beats any range in this document. Five checks are enough. Run them for two weeks on the current method, then six to eight weeks on Opsryx, same part families.

1. Time to first claim. Minutes from “job is ready” to the operator claiming it.
2. Stoppages after start. Jobs that claim and then sit for stock, a drawing, a fixture or a skill.
3. Actual vs library hours. On the top repeat parts only.
4. Status interruptions. Inbound “where is it” calls plus internal “where is Dave” questions before 10 a.m.
5. Quality loop time. NCRs opened and days to close, plus scrap found after first-off.

If four of the five move in the right direction, the combined 12–22% is in play. If only the office measures move, the plant has an adoption problem on the floor, not a software problem.

Where the minutes come back, by role

Role	Main features	What changes in the day	Band
Operator / assembler	Terminal, drawings, first-off, skills gate	Less walking, less “what’s next”, fewer wrong-revision starts	8–15% of floor time
Setter / skilled lead	Operator match, times library, fixtures on claim	Put on the family of parts they already run well	5–12% on similar work
Supervisor	Who’s on what, schedule, WIP, clock correction	Morning tour becomes a screen. Fewer same-day pulls	20–40% of hunt time
Stores / buyer	MRP, quarantine, goods-in, usage draft PO	Shortages surface before the job is claimed	10–20% of mid-job waits
Office / sales	Status link, repeat-from-part, quote prefill, despatch	Fewer calls, faster raise, pack list already on the job	20–40% of chase / raise
Quality	First-off, NCR photo, SOP, gauges, FAI pack	The loop closes on the stage, same shift	15–30% fewer loops

These figures are planning estimates for a UK mixed fabrication or job shop of roughly 10–80 people. They are not a laboratory study, not a benchmark against named competitors, and not a warranty. Opsryx is one plan: the complete product. Nothing in this briefing is locked behind a higher tier.

THE OPSRYX APPS

The Opsryx apps

Alongside Opsryx Complete there are smaller Opsryx apps. Each one works on its own. Catalog, Kanban and Label Maker are included at no extra cost for every plant on an Opsryx Complete plan, monthly or yearly. Prices below are for using an app on its own.

Opsryx Catalog · apps.opsryx.com · £40 a month or £400 a year

Your product catalog in one place, for your team and your website.

Products	Every product with SKU, description, dimensions, weight, price, supplier, cost and stock. Search by name, SKU or description, and filter by division, category or status (Active, In Development, Discontinued).
Documents	Product image, datasheet, manual, drawing and case study, downloadable from each product.
Import and export	Add many products at once from an Excel template, and export all products to Excel.
Logins	Owner (creates companies and logins), Main user (edits everything, manages the team, logo and website catalog), Editor (products only) and View only. A Sales role appears only when connected to Opsryx Complete.
Website catalog	A read-only copy for your own website, by embed code or direct link. Visitors see only the fields you tick. Supplier, cost, stock, notes, documents and logins are never shared, and only Active products appear. It can be limited to the websites you list, and the key can be reset or revoked.

Opsryx Kanban · apps.opsryx.com · £35 a month or £350 a year

Two-bin kanban for any stockroom: barcode labels for every tub and shelf, and scan to reorder.

Labels	Kanban cards with a Code 128 barcode, part number, card number, quantity, home location and lot box, plus shelf location labels. Thermal rolls, A4 sheets or a custom size, with a scan check before printing.
Scan to reorder	Scan an empty tub's card with a USB or Bluetooth scanner or a phone camera, and it joins a reorder list grouped by supplier. Add PO numbers, open a ready-made supplier email in your own mail program, or export to CSV.
Scan to book in	Record the lot number against the PO, then scan the shelf label to confirm put-away.
Team and records	Separate logins for managers and staff, an activity log of changes and scans, CSV import and export, and a printable A4 poster for the stores wall.

Opsryx Label Maker · apps.opsryx.com · £10 a month or £100 a year

Labels, tags and signs made in the browser.

Templates	Part and product, rack and shelf location, red quarantine / hold, green inspected / passed, asset tags, and signs or custom text.
Editor	Drag-and-drop layout with snap-to-grid, your logo, your own fields, Code 128 or QR codes with a scan check, and serial numbers that count up across a run.
Sizes and printing	Thermal rolls or A4 sheets (1 to 65 to a page), or custom sizes. Print or save as a PDF.
Shared designs	Save finished designs so everyone in the company can find and print them. Company admins add logins and can reset passwords or turn logins off.

Pallet Sheet Generator · free

A pallet ID and despatch sheet, with no sign-up.

What goes on it	Customer logo, PO, order and part number, quantity, gross weight, pallet size, lot, pallet 1 of N and despatch date, with Code 128 barcodes for the PO and part number.
Paper	A4 landscape, A5, 2 × A5 on A4, or a 4×6 in (100 × 150 mm) thermal label. Print, save a PDF or start an email to goods-in.

Offline	Installs as an app and works offline. Logos and entries stay on your device. It is not an SSCC / GS1 label.

Connecting to Opsryx Complete

Catalog and Kanban can connect to Opsryx Complete if you choose. An Administrator goes to Settings > Integrations > Connect an app, chooses the app and generates a key, then pastes it into the app's Opsryx Complete tab.

Catalog: Sales users send job orders, which land in Opsryx Complete as Awaiting review. Nothing goes to production until someone with review permission approves it (by default Administrator, Factory Manager and Office Staff); rejecting needs a reason. Kanban: the reorder list becomes draft purchase orders, one per supplier, for you to check and send. Nothing goes to a supplier on its own, and Kanban shows when goods are booked in.

NEXT STEP

Bring one familiar job. See the whole thread.

Opsryx is built for the UK fab shop that needs the office and the floor on one live board this quarter — without rationing logins, with your choice of built-in ledger or accounts package, and without a year-long module programme. The compare table stays fair. The decision for mixed fab is usually clear.

What to bring to a demo

- A current order with routing, material and due date
- The drawing and the quote (or last similar job)
- Who would claim it on the floor tomorrow
- Built-in ledger, or Xero / QuickBooks / Sage?

What you will see in 60–90 minutes

- Quote → job → schedule → who for this job
- Floor claim, first-off, stock or PO if short
- Despatch, pallet ticket, job pack
- Invoice from the job, ISO evidence pack, optional customer portal

Opsryx Complete — £349/mo or £3,490/yr per plant

One plant. Whole team. Full product. Operators are not a per-seat tax.
Private instance. Hosting and updates handled.

Book a walkthrough of your job flow

opsryx.com · Private cloud per plant · UK fabrication shops

Live product as of 5 October 2026. Competitor capabilities from public literature. Workforce figures are estimates, not guarantees. Trademarks belong to their owners.