



BROWN SMITH WALLACE ADVISORY SERVICES

DISTRIBUTION & MANUFACTURING SOFTWARE GUIDE

30th
ANNUAL

1990-2020

DISTRIBUTION EDITION | 14TH MANUFACTURING

20



software4distributors.com
software4manufacturers.com



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- ▶ Increase operational efficiency and manage inventory costs
- ▶ Gain end-to-end visibility into the supply chain with actionable data insights
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- ▶ Transform the way you work to attract and retain talent
- ▶ Scale your resources to meet your business demands in the cloud

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Epicor Data Analytics powered by Phocas	
Phocas Software —Phocas Software	
SMP —Sales Management Plus	
SPARXiQ —Intelligent Sales & Profit Acceleration	

Please Note: Software vendors have provided information for the digital guide. Brown Smith Wallace Advisory Services personnel have obtained demonstrations of many of the features. However, we make no representation or warranty related to specific functions or as to the suitability of these software systems.

Evaluate ... Compare ... Analyze ...

The Distribution and Manufacturing Software Guide is the only software selection guide specifically developed for the unique needs of the distribution and manufacturing community. This 30th Distribution edition and 14th Manufacturing edition is designed to assist you, the Wholesale Distributor and Manufacturer, evaluate, compare and analyze software to determine which products fit your operation.

The Software Selection Process ...

If you are selecting software for the first time or replacing existing software, this Guide can help you to become conversant with the functionality that is commonplace for the industry and will serve as a starting point in your process. Before you just start talking to software vendors, stop and think about those processes that are critical to your business.

If you already have a system, start by making a list of the gaps that exist between your business and your software. Provide this list to your existing software vendors and see if they can close the gaps. Sometimes these gaps develop because of a lack of communication with or training from your vendors. This is a simple and inexpensive step to take before embarking on a selection project.

Selecting software is a complex process that should involve a team of employees that devotes their time and energy to this task over a four to six month period. You need to consider functionality and process fit, vendor strength and capabilities, technology and price. How you decide to weight these components will vary according to your needs.

Efficient and fast order entry, will call/counter sales, inventory management, replenishment and purchasing, pick/pack/ship are a few of the hallmarks that differentiate distribution from other industries. The software vendors and packages that are in this Guide are specifically tailored to meet your needs.

The Digital Guide ...

This Digital Guide is distributed at no cost through distribution and manufacturing centric trade associations and educational institutions with distribution and manufacturing programs. We appreciate the continued support of these associations and institutions.

The Digital Guide contains only a subset of the complete features list. This brief introduction can give you an understanding of the vendors and their product features to allow you to build a list of applications to include in your search.

Reading this Guide ...

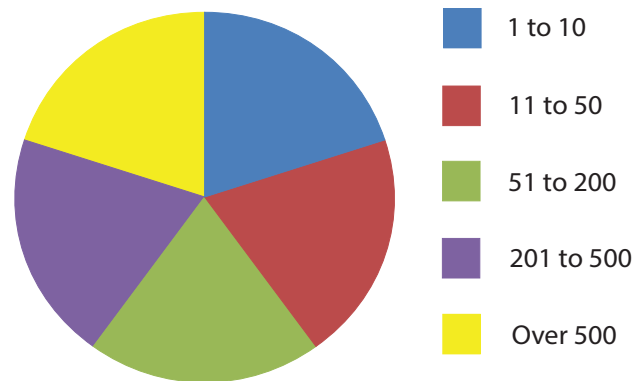
Each product listing includes a high level summary of some of the features. Read on to understand each section.

Technology

This section gives you the basic fundamentals of operating system, database, presentation method and delivery method.

Customer Base

Use this pie graph to help determine how you fit compared to the other companies that use the software.



Entry Price Point

The pricing for software can be complex and subject to negotiation. This is the entry point for the simplest configuration of the software and basic services to implement it. Use this only as a starting point: your actual costs will be higher.

Sales Channel

Learn how and where the software is sold.

The Online Guide ...

The online guide at software4distributors.com and software4manufacturers.com includes more extensive information about each vendor, the applications and their functionality to assist you in your research project. Utilize the Vertical Markets Matrix to compare software packages. We hope to help you find the best solution to meet your needs.

It seems that every year a new technology appears in the press that distributors need to understand. We had to learn about CRM, BI, Cloud and E-Commerce to name a few and now along comes Digital Transformation the latest trend that requires your attention. It refers to the transformation that is occurring in every industry by the usage of technology. Wholesale distribution is near the top of the list. Almost every month, a new article is published about a distribution company implementing a new digital initiative. Last month, there have been articles in SmartBrief's and MDM on this topic. In addition, Mike Marks and Mark Dancer have spoken on the topic. This article will provide you with a primer on the topic.

Let's start by trying to define Digital Transformation. There are a variety of definitions. It can be focused on technology or business processes. Deloitte defines it as "the use of technology to radically improve the performance or reach of an organization. In a digitally transformed business, digital technologies enable improved processes, engaged talent, and new business models." Cap Gemini emphasizes that it's not technology but people when they say that "the key to digital transformation is re-envisioning and driving change in how the company operates. That's a management and people challenge, not just a technology one." However, the most complete definition is from Cisco: "Smart organizations are applying technology to build new business models, processes, software, and systems that bring connectivity and visibility into every aspect of their organization. They're harnessing these new connections and insights to optimize internal processes, enhance customer experiences, and empower employees."

Digital Transformation is complicated because it impacts many different aspects of a business, not just technology. These areas include:

1. Leadership at all levels of the organization
2. Employee skills and competencies
3. Customer experience
4. Business models
5. Processes
6. Data
7. Technologies

Since Digital Transformation can encompass the entire organization and processes, a structured approach is needed to tackle a project of this scope and complexity. Just as there are numerous definitions of Digital Transformation there are different frameworks for planning how a company organizes and manages this type of effort. The NAW has published a white paper on this topic titled "Digital Transformation. The New Proving Ground for Distributors". The whitepaper makes for interesting reading and we would encourage you to download it at <https://www.naw.org/publications/>. The white paper is summarized in the following pages with some added editorial comments.

Here are 6 key steps that the white paper identifies:

1. Establish or Revitalize your Vision

- The speed and scale of change imposed on your organization by outside factors has never been greater. These pressures require a continuous assessment of your operations. The need to have a clear vision of where your company is going and how you're going to compete is critical. Communicating this vision to key internal and external stakeholders are needed to support transformation.
- Your Vision must address the Digital Customer Experience (DCX) and Digital Operation Excellence (DOX).
 - i. Digital Customer Experience is understanding how customers interact with your company across multiple digital touchpoints (desktop, laptop, tablet, smartphone, voice).
 - ii. Digital Operation Excellence is the ability to use existing or emerging technologies to change the business processes to serve your customers better.

2. Execute Your Digital Strategy

- The authors propose an agile approach to executing your plan. You may have heard the term "agile" from your ERP software vendor when they describe the development processes needed to release enhancements every few months instead of once a year. This approach performs smaller tasks more rapidly to accelerate the learning and testing processes.
- Establish governance over the transformation process. You will need to appoint a "C" level executive with the authority to break down functional silos so that process changes can occur across the organization. You can also create a team of internal and external members that reports to the CEO/President.

3. Align Your Executive Team

- A lack of alignment within the executive team when disruptive change occurs will impede or stop your progress towards transformation. Creating a culture of continuous change is difficult for distributors. Changing policies and compensation will be needed to support the process and business model changes. Having executive management on board is necessary.

4. Start, Deliver, Embed

- The whitepaper references a Forrester Research article titled "Develop a Digital Business Road Map that Drives Innovation" that is also a must read.

Digital Transformation – Competing in the Digital Age by Jeff Gusdorf

- The introduction to this topic emphasizes that “digital leaders must work to change the culture of their organizations to one of experimentation, iterative and incremental improvement, and continuous reinvention.” The white paper also states that this effort requires more than interacting with your customers digitally.

This effort demands that:

- In addition to improving the customer digital experience, the operational processes behind those websites, mobile apps are improved as well.
- Building a digital ecosystem extends the traditional boundaries of the enterprise and enables partnership or creates new business models not originally envisioned.
- Executives must be willing to champion and fund the creation of innovative processes and create a “sandbox” for testing these ideas with customers.

5. Build Your Technology Ecosystem

- The distributors’ technology ecosystem rests on four pillars; ERP, WMS, E-commerce and Data Analytics. These core technologies may have other related technologies that integrate with them. Product data management for eCommerce or customer relationship management for ERP are two examples. Sitting on top of these core technologies can be a myriad of other software tools; the degree of integration may vary. As the number of applications increases the complexity of the data flows between the applications increases.

6. Identify Your Investment Requirements and Returns on Digital Investment

- What is the cost of acquiring, implementing and staffing your digital strategy? What metrics and goals are you going to use to measure your progress and return on investment? What will be the timeline from implementing these transformative changes?

The challenge distributors face with Digital Transformation is that they must improve the digital customer experience and create digital operational excellence at the same time. As consultants serving in the wholesale distribution industry, we focus on process improvement and business application replacement. In the remainder of this article we will explore a software tool for promoting the development of digital process excellence by analyzing how your processes really work.

Automated Process Discovery – Using technology to create digital operational excellence

How does a distributor improve their processes to create operational excellence?

In digital transformation, these existing processes are redesigned to accommodate the new digital customer experience. New technology expands and changes how the customer interacts with your systems. The processes to support this are streamlined by automating, eliminating and streamlining tasks. Workflows are usually implemented to allow the system to facilitate approvals, authorizations or create work queues.

It’s critical that the existing processes are carefully analyzed so the team responsible for implementing these changes has an in-depth understanding of the existing processes before redesigning them. The traditional methods of interviewing users for mapping your processes or using process narratives will capture the optimal process flow, but do you really know how many deviations and exceptions there are to the standard model? How can you analyze the process flow of thousands or even hundreds of thousands of transactions in order to document all the exceptions?

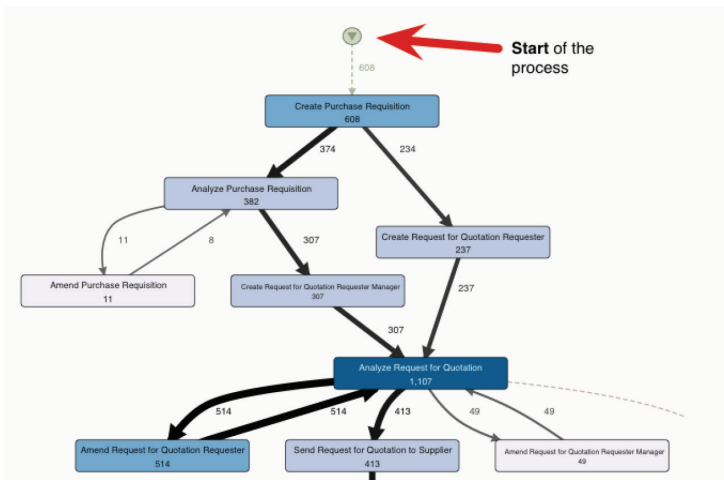
One of the emerging trends in digital transformation is to use an Automated Process Discovery tool to analyze big sets of data to visualize how your processes are really working. These tools utilize the event logs in your ERP system for mapping and statistically analyzing the actual process models and quantifying the exceptions to the assumed process flow.

The Automated Process Discovery tools have been in use in Europe for 5+ years and have made their way to the United States with the name of Process Mining. Gartner published a research document on this topic in 2019 with the following executive summary: “New forms of automation (e.g. robotic process automation) and knowledge of underlying process/interactions are key to digital transformation. Process mining helps enterprise architecture and technology innovation leaders assess operation and performance, increasing these initiatives’ value.”

Infor announced at their user conference in September of 2019 that they were partnering with a German software provider to offer “Infor Process Intelligence ... to create a platform for continuous process improvement. The advanced, cloud-based technology, analyzes how business processes are executed to help identify potential bottlenecks, discover where best practices aren’t being followed, and seek opportunities to improve and automate repetitive tasks.”

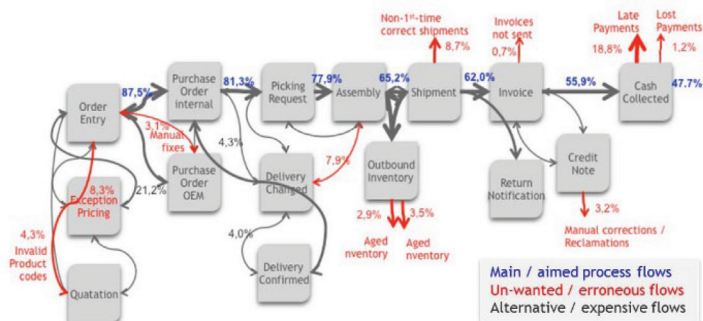
Process mining utilizes the audit log file in your ERP system to build process maps of the actual process flows and paths that each “case” follows through your system and provides statistics for the number and duration of these activities.

The snapshot shown below is a portion of the process map created showing the activity, the process flows and the statistics for each path followed.



We assume that a sales order will follow the “best” path. We recognize that sometimes there are deviations from that path that require system or manual intervention. But we really don’t know how many times those deviations occur and what the real impact of those deviations are on our businesses.

In this process analysis below, most of the orders follow the standard flow as represented by the top row of the process map and the percent of the cases are represented by the blue percentages. Sometimes, alternative steps are used when the standard flow doesn’t fit. An example would be when a non-stock item must be ordered, a new ship to address is specified, etc. But there are times when errors occur and un-wanted processes are used. Management knows that these deviations occur but until now, there hasn’t been an easy way to measure and quantify how often alternative and un-wanted paths are taken and why. The unwanted events that occur because of process errors or human errors are the ones that need to be subjected to further analysis by drilling down to the transaction level to conduct root cause analysis.



It’s impossible to create operational excellence in your existing operation let alone reengineer them to create digital operational excellence for your new digitally transformed business without this type of analysis.

Harnessing Technology for Digital Transformation

Wholesale distributors have been using technology to handle the processing of orders and management of inventory and warehouse operations for fifty years. As our businesses have gotten larger, more complex and more diversified, our ERP systems have grown in functionality and complexity to keep up. For many distributors the ERP system is the critical component of their IT platform.

There has been tremendous churn in the ERP vendor space as smaller publishers have been acquired. There are a handful of very large software vendors (Epicor, Infor, Oracle NetSuite, Microsoft, SAP, etc) that own large portfolios of packages. Their need to rationalize those portfolios and to reduce the cost of maintaining those portfolios have led to many packages being sunset. The “go-forward” or flagship products are the packages that are receiving enhancements, technology refreshes (such as new user interfaces) and platform updates (moving to “the cloud”). Distributors on packages not being updated are confronted by difficult choices and significant investments.

Distributors are used to using third party packages to enhance the functionality of their software. These have typically fallen into two categories: utility products that are outsourced to third party packages to perform a specific task such as computing sales tax, processing credit cards, managing documents and major modules such as CRM, enhanced warehouse management, advanced pricing, advanced purchasing, business analytics.

With the advent of eCommerce, distributors were challenged by new business models, expanded data requirements, new technologies, and new competitors. The advent of cloud computing changed the computing model for distributors and the ERP software vendors. The requirement for browser-based user interfaces, mobile applications, real-time dashboards, workflow, and analytics have raised the bar for everyone. Emerging technologies such as artificial intelligence and the edge computing/internet of things, sensors that will become common place in the next two to five years will drive more change.

All this technology change has changed the way customers interact with the distributor. This digital customer experience is informed by the customers experience with B2C sellers and is driving their expectation that the B2B experience will be the same.

For more information or to learn more about our capabilities, visit our website at http://www.software4distributors.com/vendor/ss_consulting.aspx and contact our team at 314-983-1200.

Endorsing Organizations

American Supply Association

www.asa.net



DHI

www.dhi.org



Association for High Technology Distribution

www.ahtd.org



Electronic Components Industry Association

www.ecianow.org



Aviation Distributors and Manufacturers Association

www.adma.org



Equipment Marketing and Distribution Association

www.EMDA.net



Bearing Specialists Association

www.bsahome.org



The FPDA Motion and Control Network

www.fpda.org



Business Solutions Association

www.businesssolutionsassociation.com



Heating, Air-conditioning & Refrigeration Distributors International

www.hardinet.org



Canadian Institute of Plumbing & Heating

www.ciph.com



Heating, Refrigeration and Air Conditioning Institute of Canada

www.hrai.ca



Cleaning Equipment Trade Association

www.ceta.org



International Sealing Distribution Association

www.isd.org



Industrial Supply Association



www.isapartners.org

North American Building Material Distribution Association



www.nbmda.org

International Glove Association



www.internationalgloveassociation.org

National Fastener Distributors Association



www.nfda-fastener.org

ISSA - The Worldwide Cleaning Industry Association



www.issa.com

National Marine Distributors Association



www.nmdaonline.com

National Association of Electrical Distributors



www.naed.org

NPTA



www.gonpta.com

The Association for Hose and Accessories Distribution



www.nahad.org

Outdoor Power Equipment and Engine Service Association



www.opeesa.com

National Association of Independent Lighting Distributors



www.naild.org

Pacific-West Fastener Association



www.pac-west.org

National Association of Sign Supply Distributors



www.signs.org/nassd

Pet Industry Distributors Association



www.pida.org

Endorsing Organizations

Power Transmission Distributors Association

www.ptda.org



Professional Beauty Association

www.probeauty.org



Purdue University Supply Chain Management Technology Program

<https://polytechnic.purdue.edu>



Security Hardware Distributors Association

www.shda.org



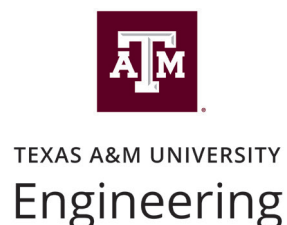
Specialty Tools & Fasteners Distributors Association

www.stafda.org



Texas A&M University Engineering Technology & Industrial Distribution

<https://engineering.tamu.edu/etid/index.html>



Wholesale Florist and Florist Supplier Association

www.wffsa.org



Woodworking Machinery Industry Association

www.wmia.org



To provide this guide as a benefit to your members, please call (314) 983-1393 or email sjay@bswllc.com.

Distribution Software Solutions



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Top Vertical Markets Matrix

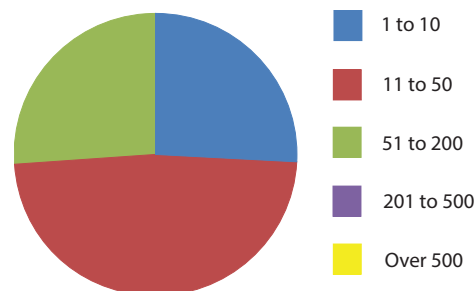
Vertical Markets	Company													
	Blue Link	Computer Insights	DDI System	Distribution One	Epicor Prophet 21 Cloud	Epicor Eclipse	Infor SX.e	Infor M3	Oracle NetSuite	Sage	Savance	SYSPRO	Turnkey Technologies	VAI
Aerospace/ Aviation & Defense													✓	
Apparel/ Fashion & Retail								✓	✓					
Asset Intensive								✓		✓				
Automotive & Industrial Equipment/ Automotive Manufacturing				✓								✓	✓	
Bearings														
Beauty									✓					
Books & Publishing				✓										
Building Supply/ Tools				✓			✓		✓					✓
Chemicals								✓		✓		✓		
Construction														
Consumer Packaged Goods	✓							✓	✓	✓				
Electrical			✓	✓	✓	✓	✓	✓			✓	✓		✓
Electronics & High Tech									✓			✓		✓
Energy & Utilities														
Fasteners			✓	✓	✓									✓
Florist & Flowers														
Fluid Power & Motion Control					✓		✓							
Food & Beverage	✓			✓				✓	✓			✓		✓
High Tech Manufacturing										✓		✓	✓	
HVAC	✓		✓	✓	✓	✓	✓				✓		✓	✓
Industrial Manufacturing								✓		✓		✓	✓	
Industrial Supply/ Safety Equipment			✓	✓	✓		✓		✓		✓			✓
Janitorial & Sanitation			✓	✓	✓		✓							✓
Manufacturing								✓		✓		✓	✓	
Medical Supply	✓			✓	✓		✓		✓	✓			✓	✓
Office/ School Supply	✓									✓				✓
Oil & Gas				✓									✓	
Paper & Packaging	✓		✓	✓	✓		✓		✓			✓		✓
Pharmaceutical	✓							✓		✓				✓
Plumbing/ Pipe & Valve & Hose/ Gaskets			✓	✓		✓	✓				✓			✓
Security Hardware				✓										
Services														
Tile & Flooring					✓									
Waste														
Wholesale Distribution/ Other	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓
Woodworking														

Blue Link Associates Limited

Product: Blue Link ERP



Customer Base



www.BlueLinkERP.com

Contact: Samantha Hornby

331 Cityview Boulevard, Suite #200 | Vaughan, ON,
Canada L4H 3M3

(905) 660-0599 | (877) 236-8973 FAX

info@bluelinkerp.com

Technology

OS: Windows

DB: MS SQL Server

Presentation: GUI

Delivery: Cloud-Based/Hosted

Sales

Entry Price Point: Contact Blue Link Sales for Pricing

Sales Channel: Direct in North America and the Caribbean

Blue Link ERP is an all-in-one inventory and accounting business management software solution complete with contact management and eCommerce integration. The software is perfect for small-medium size companies in the wholesale and distribution sector with 5 - 200 employees. Blue Link is offered as a cloud-based/hosted solution and is a multi-user, multi-company and multi-currency system that integrates tightly with Microsoft Office (Word, Access, Excel and Outlook).

Blue Link ERP—integrated accounting, inventory management, warehouse management and contact management software—offers robust functionality for wholesalers and distributors. Blue Link provides advanced functionality available out-of-the-box plus various optional components that are industry specific. Blue Link can also be completely customized to meet your needs.

Blue Link features include:

Accounting

- General ledger
- Accounts receivable
- Accounts payable
- Multi-company/multi-currency
- Payment processing
- Bank management

Inventory and Orders

- Inventory management
- Order management and fulfillment
- Drop shipment/special order
- Purchase orders
- Purchase order return
- Sales analysis/flexible sales reporting
- Backorder management
- Lot tracking
- Landed costs

Contact Management and CRM

- Unlimited contacts
- Track multiple contacts
- Automated emailing
- Customer support and service
- Single point of entry
- Log verbal and email communication
- Marketplace integration (Amazon, eBay, etc.)

eCommerce

- Business-to-Business online ordering
- Business-to-Consumer integration
- Marketplace integration (Amazon, eBay, etc.)

Reporting and Analytics

Blue Link provides robust reporting functionality to enable real-time visibility into the status of accounts, orders, inventory and sales. With Blue Link reporting and analytics, users can pull information from different areas of the software to customize virtually any report employees, customers or management may want.

Industries Served

Blue Link is the perfect fit for wholesale and distribution businesses, as well as those who sell through retail and eCommerce channels in a variety of industries including: Food and Beverage, Foodservice, Apparel, Consumer Packaged Goods, Pharmaceutical and Medical, Industrial Products, Building, Construction and Home Supplies, Salon and Cosmetics, Baby and Children's Products and more.

Customization

Blue Link is designed specifically for wholesale and distribution businesses and can be readily customized to match your specific business processes. We understand that no two businesses are exactly alike and so with customization, the result is higher productivity, more meaningful reports and better business decisions. With Blue Link ERP, we give you the platform you need to grow your business.

We spend the time required to get to know your business before assuming we have a solution for you. Schedule a free consultation to learn more about how Blue Link ERP can help run your business. Contact us today!

www.BlueLinkERP.com/contact

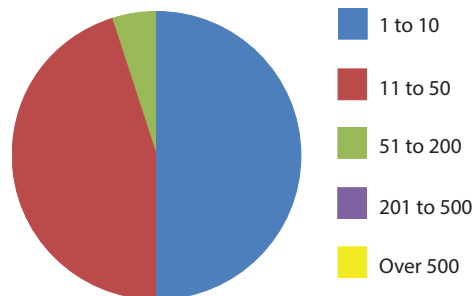
Computer Insights, Inc.®

Product: The Business Edge



Simple · Focused · Effective

Customer Base



www.ci-inc.com

Contact: Dennis R. Cowhey

108 South Third Street | Bloomington, IL 60108-2912

(800) 539-1233 | (630) 893-4030 FAX

sales@ci-inc.com

Technology

OS: Linux, Windows

DB: No SQL

Presentation: GUI

Delivery: OnPremise with Perpetual Licenses or on the Cloud

Sales

Entry Price Point: \$10,000 for 2 users

Sale Channel: Direct in North America

The Business Edge™

This software package is exclusively designed for fastener and industrial suppliers. It is the only software solution that is designed exclusively for all types of fastener companies.

Fasteners Are Unique

Fasteners are a unique product category. As Class C Components they often account for only 2% to 3% of the end users purchases. As such, they are often an afterthought for the customer. In order to succeed, fastener companies must anticipate their customers' needs. They must be able to respond to customer created "emergencies" with world class service. They can't afford not to. The fact is that they are selling a commodity product. They are at risk of losing their customer if they don't solve the problem. Every order counts.

System Matches Requirements

Fasteners are often not a "big deal" to the end user until they are needed. However, they quickly become impatient if they can't get their answers in a single telephone call. This powerful system puts the answer to every question instantly at our clients' fingertips. Our clients know everything when their customers call. There are no call backs, no wasted motion. With The Business Edge™ one call truly does it all.

Pricing is a Big Key to Success

Pricing is another huge issue for fastener companies. It could be anything from list price with discounts and volume discounts, to cost plus pricing "what the market will bear" pricing or commission driven pricing, to name a few. The need for immediate access to this critical information is compelling.

Traceability and Secondary Processes

Lot control, traceability and handling secondary processes are often big issues for Computer Insights clients. Many software programs attempt to handle these, but it is rare to find a system that has an efficient method of handling these issues.

Automated Replenishment Saves Time

Most distribution systems have replenishment systems. The Business Edge™ has an automated replenishment system that exactly matches the needs of a fastener company. The system knows that some products can be placed directly on purchase orders, while others need to go out on processing purchase orders or be sent out on requests for quote. Purchase recommendations can be based on usage, current demand, min/max or any combination of those criteria.

Fastener Supply Chain Network— Real Time Supply Chain Integration

Experience complete and seamless Supply Chain Integration with The Business Edge™. Through exclusive partnerships with Brighton-Best International, Kanebridge Corporation and FCH Sourcing Network, Computer Insights is able to give The Business Edge™ users unparalleled access to these companies' inventory systems. With this system, you too could have all the information you need right at your fingertips. Order, receive, ship and update your inventory without leaving The Business Edge™.

TBE Mobile™

This new system from Computer Insights enables remote users complete access to important information in real time. The seamless integration of remote and internal information streamlines Customer Relationship Management with the latest technology and unprecedented ease of use. Orders can be entered and a complete VMI (Vendor Managed Inventory) program can be run from your mobile device.

No "Loose Ends" With The DocumentConnection

Scanned documents, including drawings, certifications, delivery receipts, shipping confirmations, along with inbound faxes, etc. are all fully integrated into The Business Edge™ database.

End-To-End Integration

The Business Edge™ is designed with these needs in mind. It offers Computer Insights clients complete end-to-end integration of all the important functions of their business.

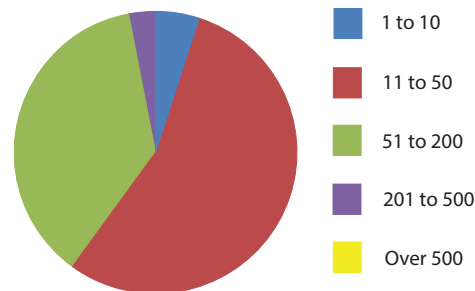
The system includes a personalized, easy, step-by-step installation process that will help you uncover the potential in your business. Call (800) 539-1233 today for more information.

DDI System

Product: Inform ERP Distribution Software



Customer Base



www.ddisystem.com

Contact: Barbara Jagoe

75 Glen Road | Sandy Hook, CT 06482

(877) 599-4334 | (203) 364-1400 FAX

sales@ddisys.com

Technology

OS: Windows

DB: UniVerse/MS SQL Server

Presentation: GUI/CHUI

Delivery: OnPremise, Hosted, and Subscription-Based

Sales

Entry Price Point: Contact Vendor

Sale Channel: Direct in the U.S. and Canada

THE MODERN ERP WITH INDUSTRY-SPECIFIC INNOVATION

DDI System equips distributors with leading-edge technology and industry-specific performance. Inform ERP keeps you ahead of customer expectations and engages today's buyers. Capitalizing on next-generation business tools with one real-time, unified platform, Inform helps distributors deliver an exceptional customer experience to grow businesses and win against the competition.

Our Commitment to Distribution

• Create Lean Inventories

Optimize your inventory and handle unusual demand correction, sporadic item forecasting, and seasonal item management through streamlined workflows. Inform's demand management toolkit guides distributors through stronger inventory performance resulting in more turns, minimal overstock, and control over multi-location inventories and forecasts.

• Compete Amdist Digital Giants with Inform eCommerce Pro

DDI's Inform eCommerce Pro takes distributors into the next generation of eCommerce with full control over the look, content, and functionality of distributor websites. Direct connectivity with Inform ERP provides real-time, customer-specific pricing and branch-level inventory. Live order, invoice, and sales history inquiries drive a reliable self-service experience for both B2B and B2C buyers. Inform eCommerce Pro leverages the power of the Magento Open Source to allow distributors to easily and affordably deploy robust B2B and B2C sites. The out-of-the-box template delivers industry standard site navigation, filtering attributes, multiple images, descriptions, specifications, related product recommendations, customer reviews, and attachments.

• Nurture Customer Relationships

The best businesses don't leave critical customer moments to chance. Inform puts detailed contact information at the forefront, enabling teams to easily act on sales opportunities and incite customer loyalty. Inform's powerful CRM tools drive connection opportunities and meaningful conversations through a rich customer contact screen complete with conversation notes, contact activity history, open tasks, purchase history, order status and selling opportunities. This proven type of personal engagement strengthens customer relationships and incites loyalty in a competitive marketplace.

• Improve Profitability with Actionable Reporting & Analysis

Make smarter, faster decisions with Inform's intuitive, drill-down reporting capabilities and role-specific dashboards. Stay aware of trends and dive deeper into every aspect of your business for complete operational and financial awareness. Leverage user-defined dashboards for daily operational oversight to monitor and support long-term strategies for improved inventory investments, turns, GMROI and cash flow.

• Streamline Operations

Succeed with a holistic, end-to-end distribution software that delivers tightly integrated workflows and shares information across your entire team. Empower teams with unparalleled insight.

Key benefits:

- 360° view of business operations with user-defined dashboards and sophisticated reporting capabilities.

- 100% U.S. Based product development, implementation, and support.
- Embedded CRM for detailed customer insight, individual history and shared calendaring.
- Accounting and bookkeeping, bank reconciliation, and financial reporting.
- Product demand management, forecasting tools, and advanced demand planning.
- Quote-to-order conversion, order efficiency, and warranty claims management.
- Warehouse management, inventory control, and container management.
- Mobile-optimized, real-time connected eCommerce storefronts.
- Hundred of free updates yearly.
- Predictive analytics to strengthen business operations.
- A consultative and comprehensive approach to setup, training and support.

THE DDI ADVANTAGE: Innovation, Support and Trust that Sets Us Apart

DDI instills confidence with a team of dedicated, transition experts experienced in converting 100+ legacy systems. Project managers are experts in data collection and conversion and provide onsite and online training to ensure a timely transition. No other company will have you up and running as smoothly, and thoroughly as DDI System. Step-by-step consultative reviews ensure that your company will experience minimum downtime. DDI's Customer Care team is on the road at customer sites daily, delivering a hands-on approach and proven rapid results. Our dedicated implementation teams successfully transition distributors within weeks, delivering immediate operational benefits, lower costs and the fastest return on investment (ROI) of any ERP system.

Client feedback that sets us apart.

We understand your specific industry, your business and your unique needs as a supplier. DDI focuses on our customers from the very beginning and stands-by our clients every step of the way with impeccable attention to your data transition, to ongoing support and training, to consultative and evolving technology roadmaps that position distributors for future growth. And our customers agree. DDI is proud to have earned a 95% Customer Satisfaction rating among clients. Additionally, 92% of customers realized a significant ROI within the first 3 years of investment.

An evolving and innovative technology road map focused on the customer first.

Inform helps you see the future of your business operations, and the clients you serve every day. At DDI, we work as a team to make sure that everyone's business keeps moving ahead. With so much going on in the digital economy, it is our mission as a company to provide technology that helps distributors compete with the digital giants. Our ongoing dedication to improving Inform ERP provides our users with a unique competitive edge with an ever-evolving, customer connected, mobile based, and cloud connected platform for success.

Stay ahead of your customer's expectations.

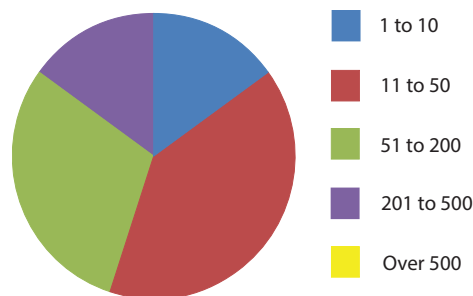
DDI System is committed to helping you gain a competitive edge with the expertise, innovative technology and dynamic solutions that position distributors for strategic growth opportunities. Inform ERP software combines the most insightful analytics and progressive technology to ensure your operations continually exceed excellence. With the quickest ROI in the industry, constant innovations, free upgrades and outstanding customer service—DDI System delivers a different kind of ERP software. To inquire about a personalized consultation or experience a demonstration, call (877) 599-4334, email sales@ddisys.com, or visit www.ddisystem.com.

Distribution One

Product: ERP—ONE+ Software



Customer Base



www.distone.com

Contact: Sales

4004 Church Road | Mount Laurel, NJ 08054

(856) 380-0626 | (856) 222-0061 FAX

info@distone.com

Technology

OS: Windows

DB: Progress/SQL Server

Presentation: GUI, CHUI

Delivery: On-Premise, Hosted, SaaS, Cloud

Sales

Entry Price Point: Call for Pricing

Sale Channel: Direct Worldwide

The Company

Distribution One is an industry-leading developer of innovative customer-focused Enterprise Resource Planning (ERP) software designed specifically for the needs of wholesalers and distributors. Formed in 1996 and headquartered in Mount Laurel, New Jersey, Distribution One operates a branch office in Irving, Texas, as well as a network of ERP specialists in eight states across the country. This team of 40+ skilled professionals thrives on providing solutions and support to customers across the United States, Canada, and into Europe.

Distribution One's 8000+ users operate in a variety of industries worldwide from fasteners, adhesives, industrial, and food service to electrical, retail, hardware, and janitorial supply to name a few. Wholesalers and distributors of every size trust Distribution One's turnkey software to streamline productivity, automate operations, and access critical real-time data to strengthen competitive advantage and expand profitability.

The Software

ERP-ONE+, Distribution One's flagship wholesale and distribution software suite, delivers comprehensive, intuitive functionality that improves the entire business process from Order Entry, CRM, and Financial Management to Inventory & Warehouse Management and Purchasing activities. ERP-ONE+ also provides frequently requested tools like Quality Control Tracking, RF Scanning, VMI (Vendor Managed Inventory), and Lot Control. Further expanding software capabilities, we also offer supplemental features like ecommONE E-Commerce, Amazon integration, Dashboard analytics, EDI (Electronic Data Interchange), and API (Application Program Interface).

Utilizing advanced Windows technology and 64-bit architecture, ERP-ONE+ is a fast, user-friendly software suite that can be fully integrated with other business applications such as Microsoft® Office. Reaping the benefits of over 2000 component programs, ERP-ONE+ customers experience streamlined functionality and fast, secure access to customer, product, vendor, and sales data. Moreover, the availability of Mobile Apps like Mobile Order Entry and Mobile CRM provides customers with quick access to critical business functions from the convenience of a laptop or handheld devices anywhere business is being conducted.

Benefits

- **Competitive Advantage**—Ability to stay ahead of the competition by quickly adjusting to market trends.
- **Inventory Control**—Integrated wireless Warehouse+ management software with RF barcode scanning systems and Planning and Forecasting capabilities to assist warehouse inventory management.
- **Cost Reduction**—Higher profitability and lowered costs can help increase sales and improve customer service.
- **Communication Improvements**—Information is available company-wide rather than "multiple versions of the truth."
- **In-depth Reporting and Dashboard+ Analytics**—Give your team real-time insight into business health to make them more productive and come to the right decisions built upon accurate company data.
- **Rapid Implementation**—Our proven, seamless implementation process gets you up and running faster than with other systems.
- **Enhanced Security**—ERP-ONE+ has improved data integrity and security allowing you to keep data safe.
- **Better Business Processes**—Less duplication and time wasting across the board!

Run your business in accordance with strategy, planning and the right information.

- **One Database**—Eliminate batch processing and data-lag.
- **User Friendly**—Modern, intuitive interface is very easy to navigate with quick drill-down to related data.

Distribution One's Services

Distribution One's Implementation Professionals have completed hundreds of successful installations for Wholesalers and Distributors. We have developed a proven method that minimizes downtime and allows you to remain focused on running your business.

Installation

Distribution One's Technical Support Specialists have expertise with various computing platforms, network configurations, and software applications. In coordination with our Installation Technicians, Distribution One will professionally and seamlessly load the application software, configure workstations, define printer setups, etc. with the goal of maximizing the stability and reliability of your ERP-ONE+ Software system.

Training

User training is key to achieving excellence with your new software implementation. Distribution One offers personalized, hands-on training that can be delivered at your location or ours and tailored to fit your specific needs. After the training, our world-class live customer support staff is always available to provide assistance. In addition, we have developed a full curriculum of D1 University training workshops and webinar opportunities.

Data Transfer

This is an area in which Distribution One differentiates ourselves. Since our inception, we have been able to successfully transfer data for 100% of our customers. Providing this service makes the transition from your current software system to ERP-ONE+ painless. Do not allow other software companies to tell you that data transfer isn't necessary. Having access to all your important current and historical data is key to making the best decisions possible for you and your customers.

Go-Live and Onsite Support

We build lasting relationships. From your initial Go-Live, our team helps with the processing of your day-to-day operations during the transition. Customers consider this crucial for successful implementation. Distribution One provides assistance with tasks ranging from software and forms setup to the first check run and the first month-end closing. These important services are adapted to suit your business environment and your specific needs.

Support

We provide friendly, live US-based customer support. You can make unlimited support calls and will receive product updates included with your maintenance service. Because ERP-ONE+ is Distribution One's flagship application, it's easy for us to provide our customers with the level of support and knowledge that they require. During our extended business hours, we always have a person answering the phone, not a machine.

See for Yourself

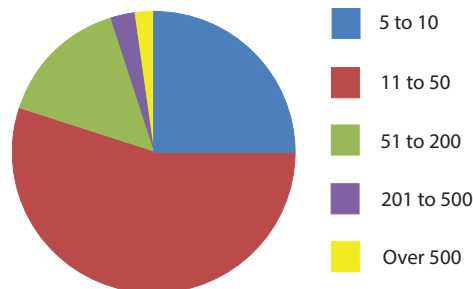
For a personal demonstration of the ERP-ONE+ Software Suite, please call us at 856-380-0626 or visit us at www.distone.com.

Epicor Software

Product: Epicor® Prophet 21® Cloud



Customer Base



www.epicor.com

Contact: Epicor Software

804 Las Cimas Parkway | Austin, TX 78746

(800) 776-7438

EpicorDistribution@contact.epicor.com

Technology

OS: **Microsoft® Windows®**

DB: **Microsoft® SQL Server®**

Presentation: **GUI or Any Browser**

Delivery: Cloud or On Premises

Sales

Entry Price Point: Contact Epicor Sales

Sale Channel: Direct

Epicor Prophet 21 Cloud ERP business management system for distributors

Powered by Microsoft Azure®—the most trusted cloud platform for enterprise—Prophet 21 Cloud is built on industry leading, proven SaaS technologies for lower total cost of ownership (TCO) and continuous improvement—a future-ready platform for digitalization of your business needs today and well into the future. Leading industry analysts have praised our cloud strategy and vision.

Prophet 21 is a device-independent system that runs on web browsers, tablets and smartphones in a Windows environment improving usability and mobility.

Epicor Virtual Agent (EVA)—users can talk to or text Prophet 21 through this enterprise-wide digital agent using artificial intelligence. Users can converse and ask about items, pricing, and customers with their own words—EVA processes commands and provides recommendations based on user behavior. The EVA app runs on iOS and Android devices (including tablets).

Designed for your industry

The Prophet 21 Cloud system is a feature-rich application designed to streamline processes for distributors of all sizes and manages the distribution requirements for multiple industries including:

- Consumer Package Goods
- Electrical
- Fasteners
- Food / Beverage
- Fluid Power
- HVAC
- Industrial
- Irrigation / Landscape
- Janitorial / Sanitation
- Medical Supplies
- Paper & Packaging
- Pipe / Valve / Fittings (PVF)
- Petroleum
- Plumbing
- Safety Products
- Tile / Flooring
- Welding Supplies /Packaged Gases

Deep functionality built for distributors

Prophet 21 system is a complete, effective and efficient end-to-end business management solution. It enables your most critical business areas to work more efficiently providing a real-time, single source of data for all employees no matter where they are located, including:

- Customer Relationship Management
- Sales Order Management
- eCommerce
- Inventory Management
- Purchasing
- Product Management
- Wireless Warehouse Management
- Financial Management
- Manufacturing / Production Management
- Rentals Management
- VMI
- Service and Maintenance
- Supply Chain Management
- Business Intelligence and Analytics
- Enterprise Content Management

Technology That Enables Transformation

Prophet 21 Cloud is designed to address the challenges of the dynamic distribution industry-enabling distributors to take full advantage of modern cloud technologies to help them grow profitable businesses faster. Epicor is uniquely positioned to help distributors achieve the business results needed to sustain a long-term competitive advantage.

On-premises and cloud (SaaS) deployment options are available. Distributors who choose on-premises can use the integrated web-application or choose cloud-based deployment. Prophet 21 Cloud is designed to help distribution businesses scale, change, and grow without major system modifications.

Proven distribution expertise is combined with an end-to-end Web-enabled infrastructure and modern technology stack: HTML5, Angular JS, .NET, and SQL Server®. As a cloud-based solution, it provides greater flexibility to scale, extend, customize, and configure it to work the way you work. With full extensibility via an application programming interface (API), businesses have the ability to add specialized functionality and/or boost efficiency and productivity by connecting your business processes with the vendors, customers, and partners you need.

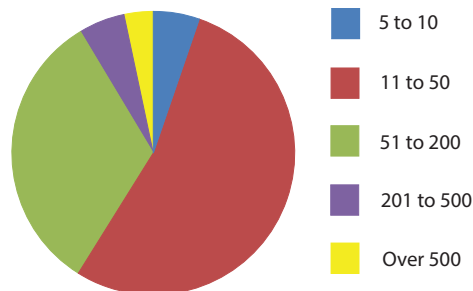
The strength of Epicor business solutions lies in providing technology products and services designed to work the way our customers work today and in the future. More than 45 years of distribution experience—since 1972—is built into Epicor Prophet 21 Cloud. With more than 2000 wholesale distribution customers throughout the world using Prophet 21, no one knows the distribution industry like Epicor.

Epicor Software

Product: Epicor® Eclipse™



Customer Base



www.epicor.com

Contact: Epicor Software

804 Las Cimas Parkway | Austin, TX 78746

(800) 776-7438

EpicorDistribution@contact.epicor.com

Technology

OS: **Linux**

DB: **Rocket UniVerse**

Presentation: **GUI**

Delivery: On-Premise, Hosted

Sales

Entry Price Point: Contact Epicor Sales

Sale Channel: Direct

Epicor Eclipse—A sophisticated distribution focused ERP Solution

Acknowledged as a leading solution by top industry and buying groups, Epicor Eclipse is designed to streamline the various distribution processes in today's dynamic supply chain. This distribution-focused system scales from tens to thousands of users on a single installation. Epicor provides industry-leading solutions for distributors of all sizes. Epicor Eclipse has a long heritage of customer-focused development and has evolved to meet the needs of distributors in these core industries:

- Electrical
- Plumbing
- PVF
- HVAC

Eclipse is built upon best practices for distribution operations that help drive costs out of the supply chain, increase sales and margins, and improve customer service. Eclipse distribution business management software simplifies all your business transactions.

The strength of Epicor business solutions lies in the approach to provide technology products and services designed to fit our customers and how they work. More than 45 years of experience is built into Epicor Eclipse. With more than 700 wholesale distribution customers throughout the world using the Eclipse system, Epicor is one of the leading technology partners for the distribution industry.

Optimize Your Entire Distribution Business with Eclipse

Epicor Eclipse provides tools to dramatically enhance productivity, while delivering process refinements to improve the business effectiveness of distributors. Eclipse features a unique, intuitive user interface that makes it easy to interact with your customers while conducting business. The system enables you to eliminate communication breakdowns in your organization through true task automation and digital to-do lists. Self-populating, self-cleaning work queues inform every employee in your company about important matters that need their attention—such as a sales order that may be held up because of a credit hold but is really of vital importance to a customer who is unaware of any account issue or thinks the matter has already been resolved. This allow employees to focus more time on the customer, get more done within the software and help increase customer satisfaction.

A comprehensive solution for distributors

Epicor Eclipse offers on premises and cloud deployment options with extensive functionality and mobility—from any mobile device—for key business processes:

- System-Wide Business Management
- Customer Relationship Management
- Order Management
- Mobile Showroom
- e-Commerce Solutions
- Inventory Management
- Purchasing
- Wireless Warehouse Management
- Job Management
- Production Management
- Supply Chain Management
- Financial Management
- Business Intelligence and Analytics
- Document Imaging

Functionality is also provided for advanced cycle counting, freight audit queue with easy scheduling and shipment creation, counter/inside/outside/showroom sales, advanced demand forecasting, comprehensive price matrix, strategic pricing, product costing, reporting, proof of delivery, and more.

Technology that enables transformation and growth

Today's fast-moving business environment requires tighter integration between you, your partners, and your customers than ever before. Your business system must simultaneously talk to other in-house applications, websites, and Internet content. The powerful new Eclipse Application Programming Interface (API) boosts efficiency and productivity by connecting your business processes with your vendors, customers, and partners.

Epicor Commerce Connect (ECC) platform allows distributors to deliver a world class user experience with a complete integrated eCommerce solution.

Distributors need a software solution that is industry specific and that you can implement quickly without substantial cost to your business. Epicor Eclipse software is designed so that your distribution business can scale, adapt, and grow without costly system modifications. Learn more about how Epicor Eclipse can help you grow your distribution business by contacting Epicor today.

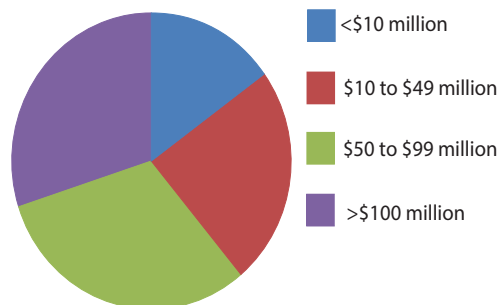
Infor

Product: Infor Distribution SX.e



TM

Annual Revenue Size



www.infor.com/distribution

Contact: Infor

641 Avenue of the Americas
New York, NY 10011

(800) 260-2640

innovate@infor.com

Technology

OS: Windows, Unix, OS/400, Linux

DB: Progress, MS SQL Server

Presentation: Web UI

Delivery: Cloud, On-Premises, Hybrid

Sales

Entry Price Point: Contact Infor Account Executive

Sale Channel: Direct and resellers worldwide

Infor Distribution SX.e is a ready-to-run solution, designed specifically to meet the needs of SMB wholesale distributors with a particular focus on North America. It provides deep, proven capabilities in key areas such as inventory management, order processing, pricing and rebates, supply chain and procurement, value-add, financials, and more. It is a comprehensive enterprise solution that weaves innovation into core competencies with flexibility to better serve customers, outpace the competition, expand profitability, and adapt to an evolving market.

Providing broad visibility across the entire organization, this powerful ERP solution delivers unparalleled control in managing thousands of transactions, suppliers, and customers while simultaneously tracking millions of inventory items. Infor Distribution (SX.e) can help distributors automate and streamline the process for recording and tracking transactions, as well as, tackle inventory problems, including non-stocks, specials, item classification, and accurate reorder points.

Infor Distribution SX.e focuses on improving the highly specialized, core processes of distribution companies without requiring expensive, time-consuming modifications that lead to costly and risky implementations. These processes are delivered in a beautiful, modern user experience and include:

- Order management
- e-Commerce
- Pricing Science
- Purchasing
- Advanced inventory management
- Customer relationship management and marketing
- Warehouse management
- Integrated supply
- Value-added services
- Job management
- Rebate management
- Financial management and reporting
- Service & Repair
- Rental
- Mobility
- Integrated social engagement platform
- BI and Dynamic Enterprise Performance Management™
- Easy, yet powerful development tools

Infor Distribution SX.e is powered by Infor OS—a next-generation operating technology platform established around collaboration, mobility, extensibility, and integration. With Infor OS, your company gets deep analytics, advanced collaboration, and powerful development tools—all with a mobile-first design, open source compatibility, and powerful integration capabilities to make unified management a reality.

- Purchasing
 - Demand dashboard that puts information at your fingertips
 - Color-coded notifications for problems and exceptions
- Omni-channel sales
 - Supports sales transactions across multiple channels such as counter sales, inside or outside sales, EDI, online, mobile, and more as customers' needs evolve
- Value-add services
 - Comprehensive services such as kitting, light manufacturing, assembly, private labeling, warranty tracking, field service, storeroom management, and more
- Streamlined implementation
 - Infor Implementation Accelerator (including documented best practices)
 - Training content for Infor Distribution SX.e common actions
 - Intuitive design that provides transparency and information at your fingertips
- Extensibility
 - Ability to address unique business requirements without modifying the core solution
 - Personalization and configuration

Infor is in the business of productivity and transforming the way businesses operate through best-in-class technology, expertise, and customer-centricity. Infor is considered a global leader in ERP software specialized by industry.

Our Infor ERP solutions are designed to deliver a mobile-first, consumer-grade user experience to get our customers up and running quickly, whether it's in the cloud, on-premises, or hybrid. Implementation accelerators also allow for a lower total cost of ownership and shorter time to value.

Contact us today to learn how Infor can help you embrace innovation and start your digital transformation journey.

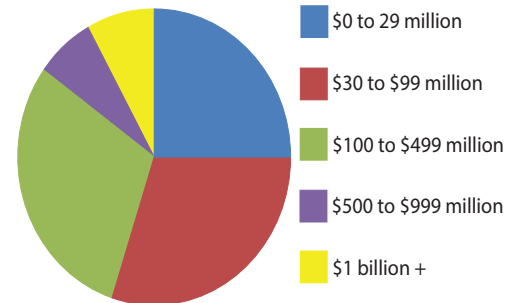
Infor

Product: Infor M3



TM

Annual Revenue Size



www.infor.com

Contact: Infor

641 Avenue of the Americas
New York, NY 10011

(800) 260-2640

innovate@infor.com

Technology

OS: Windows, IBMi, AIX, Linux

DB: SQL, DB2, Oracle, PostgreSQL

Presentation: Web UI

Delivery: Cloud, On-Premises, Hybrid

Sales

Entry Price Point: Contact Infor Account Executive

Sale Channel: Direct and Channel

Establish a foundation for digital transformation with Infor M3 - a powerful cloud ERP software solution that uses the latest technologies to provide an exceptional user experience and powerful analytics in a multi-company, multi-country, and multi-site ERP cloud solution platform.

Infor M3 is built on a foundation of always up-to-date, easy-to-integrate, industry-specific suites and cross-industry applications; in-context business intelligence; and an intuitive user experience that is mobile and empowers meaningful business collaboration. Infor M3 is designed for medium-to-large global manufacturers, distributors, and after-sales service providers—delivering flexibility to manage mixed-mode and complex value chains.

Infor M3 and related industry-specific CloudSuite solutions come with industry-leading functionality for the chemical, distribution, equipment, fashion, food and beverage, and industrial manufacturing industries. Infor M3 is available on-premises, hybrid, or in the cloud as CloudSuite Chemicals, CloudSuite Distribution Enterprise, CloudSuite Equipment, CloudSuite Fashion, CloudSuite Food & Beverage, and M3 in the Cloud.

Infor M3 and the M3 CloudSuites are powered by Infor OS—a next-generation operating technology platform established around collaboration, mobility, extensibility, and integration. With Infor OS, your company gets deep analytics, advanced collaboration, and powerful development tools—all with a mobile-first design, open source compatibility, and powerful integration capabilities to make unified management a reality.

Infor M3 can help national and global organizations quickly move into the digital age, respond faster to change, reduce excess inventory, and cut costs. In addition, it helps users manage their network of people, technology, activities, information, and resources efficiently and economically.

- Global solution
 - Global financial visibility
 - Multisite, multi-company, multi-country, multicurrency, and multi-language
 - Supports 23 languages and 49 countries
- Support for multiple and complex business models
 - Manufacturing, distribution, equipment, service and rental
 - Complex products, including configured, attribute based, and kits
 - Make-to-stock (MTS), make-to-order (MTO), and configure-to-order (CTO)
 - Multi-channel sales and after-sales service processes
- Support for core business processes
 - Customer sales
 - Financial management
 - Manufacturing
 - Supply chain management (planning and execution)
 - Procurement management
 - Equipment, service and rental management
- Consumer grade, easy-to-use UI
 - Personalized, role-based homepages
 - Business collaboration including workflow and alerts
 - Accessible through a wide range of browsers and devices

Infor is in the business of productivity and transforming the way businesses operate through best-in-class technology, expertise, and customer-centricity. Infor is considered a global leader in ERP software specialized by industry.

Our Infor ERP solutions are designed to deliver a mobile-first, consumer-grade user experience to get our customers up and running quickly, whether it's in the cloud, on-premises, or hybrid. Implementation accelerators also allow for a lower total cost of ownership and shorter time to value.

With the ERP capabilities available in Infor M3 and the M3 CloudSuites, organizations are empowered to quickly adapt as industry trends change, business models transform, and their food and beverage, chemical, fashion, equipment, or distribution business grows.

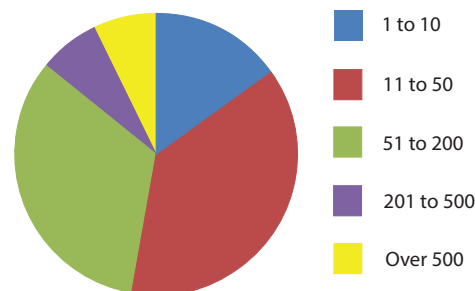
Contact us today to learn how Infor can help you embrace innovation and start your digital transformation journey.

Oracle NetSuite

Product: Oracle NetSuite Wholesale Distribution Edition



Customer Base



www.netsuite.com

Contact: Zizi Weiss

500 Oracle Parkway | Redwood Shores, CA 94065

(650) 627-1000 | (650) 627-1001 FAX

info@netsuite.com

Technology

OS: Supports any since cloud based

DB: Supports any since cloud based

Presentation: Browser-based via the Internet

Delivery: Subscription-based Software-as-a-Service (SaaS)

Sales

Price Point: Please contact sales@netsuite.com

Sale Channel: Direct and Channel Resellers around the world

Oracle NetSuite offers:

- One Integrated Web-Based System, including Accounting/ERP, CRM, Inventory, Warehouse and Ecommerce
- Built-in, real-time dashboards
- 24/7 anytime, anywhere access
- Partner relationship management

Oracle NetSuite features include:

- Accounting
- General ledger
- Accounts receivable, accounts payable
- Advanced financials—revenue recognition
- Budgeting
- Multi-currency
- Multiple companies (OneWorld)

Inventory, Order Fulfillment

- Inventory management
- Order management and fulfillment
- Drop shipment/special order
- Integrated UPS online® tools, USPS, or FedEx® shipping
- Purchasing
- Standard, customizable reports
- Supports Light Assembly
- Supports serialization, lot tracking, and landed costs

Customer Relationship Management (CRM)

- Sales force automation
- Marketing automation
- Customer support and service
- Incentive management
- Offline sales client

Ecommerce (B2B and B2C)

- Database-driven web store
- Front- and back-office integration
- Affiliate marketing
- Customer acquisition
- Customer, partner self-service
- Website and web analytics
- Multi-site capabilities for retail, wholesale possibilities

Warehouse Management (WMS)

- Single and Multi-Order Picking
- Bar Code Scanning
- Shipping Integration

Demand Planning

Employee Management and Productivity

- Role-based dashboards
- Group calendaring and collaboration
- Employee records
- Expense reporting, purchase requisitions

Oracle NetSuite Wholesale Distribution Edition

Oracle NetSuite Global Business Unit, a wholly owned subsidiary of Oracle, pioneered the Cloud Computing revolution in 1998, establishing the world's first company dedicated to delivering business applications over the Internet. Today, Oracle NetSuite Global Business Unit provides a suite of cloud-based financials/Enterprise Resource Planning (ERP) and omni-channel commerce software that runs the business of companies in more than 100 countries.

In developing the Oracle NetSuite Wholesale Distribution Edition, Oracle NetSuite has leveraged experience and lessons learned from thousands of distributor customers, complemented with a best practice professional service implementation methodology and our SuiteCloud customization platform.

Oracle NetSuite offers emerging and mid-sized wholesale distribution businesses a competitive edge and empowers them with:

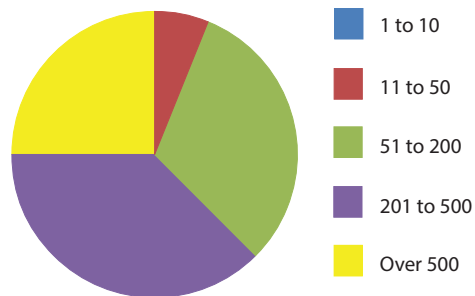
- Improved decision making with real-time metrics and role-based dashboards.
- Improved productivity through automated manual processes across the entire business.
- Accurate accountability and compliance with robust, auditable accounting.
- Reduced IT costs and hassles associated with integration and traditional client-server software applications.
- Upgraded technology from simple desktop accounting packages or standalone bookkeeping to powerful accounting/ERP and seamlessly integrated CRM and eCommerce.
- Customizable and configurable ERP to easily extend Oracle NetSuite's system to meet your exact business needs.

Sage

Product: Sage X3



Customer Base



www.sage.com

Contact: Sage

271 17th Street Northwest | Atlanta, GA 30363

(877) 897-6391

andrea.randall@sage.com

Technology

OS: N/A

DB: N/A

Presentation: Web

Delivery: Cloud, Hosted, On-premises

Sales

Entry Price Point: Contact Sage

Sales Channel: Direct and Channel

Sage X3

More than ERP. Take control of your entire business, from supply chain to sales with Sage X3. Software for established distribution businesses looking for greater efficiency, flexibility, and insight.

A better way to manage your entire business, at a lower cost and on a global scale

Sage X3 changes how businesses compete and grow, by delivering faster, simpler and flexible financial, supply chain and production management, at a fraction of the cost and complexity of typical enterprise ERP systems.

With Sage X3, you are choosing the next generation business management solution to grow faster and run an agile organization. Sage X3 helps you deliver a faster, more efficient distribution operation. From procurement to warehousing to sales and financials, Sage X3 provides the visibility and control you need to manage your distribution business faster, whether you operate domestically or abroad. You can get better insights into costs and margins while enabling a mobile sales force.

Powerful capabilities for distribution

- Fully integrated distribution functionality
- Global sourcing, importing/exporting, and inventory management
- Supplier exchange monitoring to ensure quality and compliance
- Real-time monitoring and inventory optimization

Sage X3 product capabilities

Supply chain management—Improve real-time visibility across your supply chain to ensure transparency for all stakeholders—from suppliers to customers.

Warehouse and Inventory—Understand all aspects of your inventory, product profitability, order to cash, and warehouse operations so you can stock, pick, and fulfill orders more efficiently.

Operations—Optimize purchasing decisions and margins and manage supplier quality and performance.

Mobility—Empower a mobile sales force with visibility into customers, stocks, past purchases, quotes, and promotions through any connected device.

Sales and marketing—Manage sales force assignments with ease and track corresponding targets and commissions.

Financial management—Control your bottom line with accuracy and real-time global visibility while meeting local requirements.

Sage X3 customer success stories:

[A M Leonard](#)—Sage Business Cloud X3 keeps business growing
[Carson Home Accents](#)—improves service and cuts overhead using Sage Business Cloud X3
[Russell Sigler](#)—heats up operations with Sage Business Cloud X3
[NcStar](#)—Sporting goods distributor hit efficiency targets with Sage Business Cloud X3

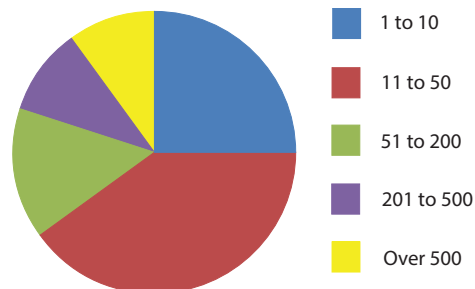
Savance

Product: Savance Enterprise



SAVANCE
ENTERPRISE

Customer Base



www.savanceenterprise.com

Contact: Jason Plasencia

2655 East Oakley Park Road, Suite 210 |
Commerce Township, MI 48390

(248) 478-2555 x6237 | (248) 478-3270 FAX

jasonplasencia@savance.com

Technology

OS: Windows

DB: Microsoft SQL Server

Presentation: GUI, Browser, Tablet, Mobile

Delivery: On-premise or Cloud

Sales

Entry Price Point: \$100 per user or less

Sale Channel: Direct

Savance Enterprise Is Different

Most people cringe at the mention of their wholesale distribution software—especially on the topic of recurring fees and lack of support. What's worse, people admit that they would love to do more, but they feel like they are held hostage by the limitations of an outdated system. Many have tried to fill the gaps with third party support and customization, but it's still not meeting all their objectives. All the while, the thought of changing systems seems daunting and expensive. So what can you do?

Change. Anything that reaps reward requires change. Seek out a company that operates just like you do—on providing customer service above everything else. Look for someone who will go that extra mile—someone who knows you by first name and cares about your success.

Savance is that someone. Customer-driven and customer-focused, Savance is different. Privately held and privately funded, we focus on our product and our customers, not on shareholders, mergers, and acquisitions. We have established ourselves over the last 20 years by catering to our customers' requests, holding ourselves to high standards, providing great customer service, and by offering the most innovative solutions at the best overall value.

What Makes Us Different

- **Upfront, All-Inclusive Pricing:** With Savance, there are no bad pricing surprises. Our pricing is simple, non-deceptive, and all-inclusive.
- **The Latest Technology:** Savance Enterprise is easy-to-use and highly automated. Our Windows- and web-based system is available on-premise or in the cloud, and always with the latest technology.
- **Trust & Stability:** Savance has been in business for 20 years, and never changed ownership. We will never stop moving forward.
- **Intimate Support:** Savance Enterprise is a big product with intimate support. We always listen and take care of our clients, and offer customized solutions that suit your business to a T.
- **Customization:** While large ERP companies tend to stick to a "take it or leave it" rigidity, Savance's willingness to customize gives you more freedom to do business your way.
- **Automation Focus:** Ever since our inception, one of Savance's main goals has been to automate business processes. Ask how we can simplify life for you and your clients!
- **Quick Return on Investment:** With affordable prices and almost unlimited options for increasing sales and efficiency, Savance Enterprise is able to offer a very quick ROI for our clients.

Product Modules

Savance Enterprise comes with the apps and modules that other companies charge extra for (including web store, signature capture, and mobile tools). Product modules include:

- **Accounting** — Improve cash flow with drill-down style, on-demand AP, AR, and GL features.
- **Contact Management** — Improve efficiency and customer service by keeping all the information about your vendors and customers in one place.
- **Document Management** — Save time by easily locating and sending any document ever printed, faxed, e-mailed, or delivered. Access from anywhere.
- **E-Commerce/Web Store** — Grow your business online with a customizable, online ordering solution with advanced search functionality and multiple payment options. Be available to customers 24/7.
- **EDI** — Process business transactions electronically through EDI, with no translation needed.
- **Mobile** — Manage customer interactions, sales opportunities, and service and support incidents on a mobile device.
- **Point of Sale** — Handle more volume by automating your counter sales with barcode scanners, credit card readers, and other technology.
- **Pricing, Contracts & Rebates** — Stay competitive with importable, column- and formula-based price sheets and contracts.
- **Purchasing** — Increase revenue by intelligently purchasing, reducing overbuying, and collecting on rebates.
- **Reporting & Business Intelligence** — Understand and improve your bottom line with customizable dashboards and reports.
- **Sales Management** — Take more orders with a more efficient sales process that encourages customer contact.
- **Warehouse Management** — Optimize operations using advanced shipping, receiving, counting, delivery, and signature capture.
- **Showroom** — Empower your showroom staff with features that allow for more time spent on customers and less time on data entry.

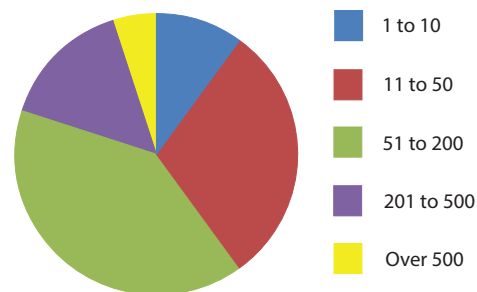
Contact us today to find out how your company would benefit from teaming up with Savance Enterprise. Make sure to ask about our free demo!

SYSPRO

Product: SYSPRO Distribution ERP



Customer Base



www.us.syspro.com

Contact: SYSPRO

959 South Coast Drive, Suite 100 | Costa Mesa, CA 92626

(714) 437-1000 | (714) 437-1407 FAX

info@us.syspro.com

Technology

OS: Windows, Linux, Unix

DB: MS SQL Server

Presentation: GUI

Delivery: On-Premise, Cloud, and both

Sales

Entry Price Point: Please contact info@us.syspro.com

Sales Channel: Direct and Channel Resellers

Established in 1978, SYSPRO is an industry-built Enterprise Resource Planning (ERP) solution designed to simplify business complexity for manufacturers and distributors. SYSPRO provides an end-to-end fully integrated business solution for effective decision-making, strong cost control, streamlined processes, improved productivity, comprehensive reporting, and real-time data analysis. SYSPRO is highly scalable and can be deployed in the cloud, on-premise, or accessed via any mobile device.

What sets SYSPRO apart is an unwavering, long-term focus on the manufacturing and distribution sectors, a practical approach to technology, and a passionate commitment to simplifying business to increase success for partners and customers.

The company's focus on partnership and entrepreneurial agility puts the unique needs of each customer at the forefront. SYSPRO combines both innovation and proven service methodology to protect the customer's software investment by bringing them to the forefront of best practices. SYSPRO applies its resources to the advancements and improvement of its customer base and is recognized as a leader in top-notch customer service.

SYSPRO's powerful features, business intelligence and rapid deployment methodology are unmatched. The comprehensiveness and depth of software functionality makes SYSPRO an excellent fit for a number of selected manufacturing and distribution industries, including electronics, fabricated metals, industrial machinery, food and beverage, automotive, packaging, plastics and rubber, and many more.

Large, Established, Highly-Satisfied Customer Base

SYSPRO is a global leader of fully-integrated Enterprise Resource Planning (ERP) solutions for mixed-mode manufacturing as well as distribution companies. With over 15,000 customers in 60+ countries, SYSPRO has proven its ability to successfully meet the needs of small and mid-sized organizations. For more than 40 years, SYSPRO has been the hallmark of stability, staying power, and customer satisfaction.

The Right Choice

SYSPRO provides a full suite of integrated ERP solutions aimed at a wide range of distributors worldwide. With feature-rich capabilities and scalability, SYSPRO offers fast-growth companies the ability to expand rapidly and cost-effectively.

SYSPRO offers solutions in the following role and Web-based solution categories:

- Financials
- Distribution
- Manufacturing
- Analytics
- Customer Relationship Management (CRM)
- eCommerce
- Advanced Factory Scheduling
- Compliance
- Reporting
- Technology Solutions
- Lean

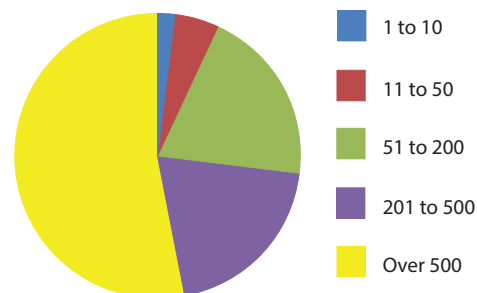
For CEOs, CFOs, COOs and other organizational leaders, SYSPRO delivers the right combination of powerful fiscal controls, corporate governance capabilities, predictive insights into trending, and the ability to react quickly to change. Distribution companies thrive on the 24/7, 360 degree view of order and inventory, serial number and lot tracking, order fulfillment, sales analysis, and customer service.

Turnkey Technologies, Inc.

Product: Microsoft Dynamics 365 for Distribution



Customer Base



www.turnkeytec.com

Contact: John Tocco

14 Research Park Drive | St. Charles, MO 63385

(888) 876-5393

jtocco@turnkeytec.com

Technology

OS: Microsoft Dynamics 365 Finance & Operations

DB: Supports any since cloud based

Presentation: Supports any since cloud based

Delivery: Subscription based Software-as-a-Service (SaaS)

Sales

Entry Price Point: Please contact jtocco@turnkeytec.com

Sales Channel: Direct from Microsoft in North America

Microsoft ERP software can help you connect and scale your distribution operations.

Turnkey Technologies understands how a robust and sophisticated platform can unify operations and meet the ever-shifting demands for today's distributors.

We have experience working with distributors to give them greater visibility into unique operations from forecasting and planning, tracking supplier relationships, managing assets, controlling costs and increasing sales - using the Dynamics 365 platform.

Your Microsoft Dynamics 365 for Distribution platform will be tightly integrated with your supply chain and additional software, enabling greater efficiency, optimal planning, customer satisfaction and profitability.

Streamline & Automate:

- Bill of Materials
- Work Center Definition
- Engineering Change Management
- Work in Process
- Quality Assurance
- Inventory Management
- Shipping and Receiving
- Job Costing
- Supports Defense Contact Audit Agency (DCAA) compliance

Gain True Visibility:

- Reduce operational costs
- Optimize resource utilization
- Identify bottlenecks
- Prioritize customer service responsiveness and efficiency
- Be proactive regarding industry shifts and emerging trends
- Capacity Requirements Planning (CRP)

Forecast:

- Sales forecasting
- Master Production Scheduling
- Material Requirements Planning
- Capacity Requirements Planning

Included in Microsoft Dynamics 365 for Distribution:

- Unify processes from quote-to-cash
- Accelerate innovation and time-to-market
- Shop-floor-to-top-floor visibility
- Converge physical and digital systems with mobile devices
- Integrated manufacturing and project management
- Harness predictive analytics
- Best in class cloud, security, AI and IoT
- Choice and flexibility with hybrid cloud

Accelerate Time to Market by simplify and speeding up your business processes.

- Plan-to-Product
- Engineer-to-Order
- Sales-to-Fulfillment
- Mixed mode manufacturing
- Seamlessly integrate with Office 365

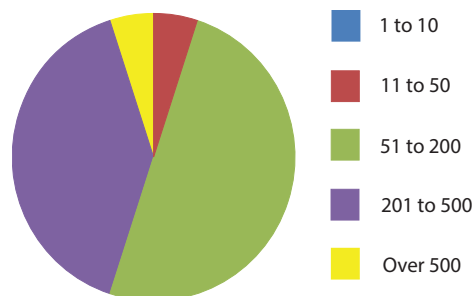
VAI

Product: S2K Enterprise Software for Distribution



Vormittag Associates, Inc.
A Leader in Enterprise Management Software
www.vai.net

Customer Base



www.vai.net

Contact: Maggie Kelleher

120 Comac Street | Ronkonkoma, NY 11779

(800) 824-7776 | (631) 588-9771 FAX

mkelleher@vai.net

Technology

OS: IBM i, Linux, Windows

DB: DB2

Presentation: Browser

Delivery: Cloud

Sales

Entry Price Point: \$22,000 for 20 users

Sale Channel: Direct and Resellers Worldwide

S2K Enterprise for Distribution

Distributors must offer a broader product mix and meet increasingly sophisticated demands from more suppliers and customers. Establishing and maintaining customer loyalty is more difficult than ever. Increased competition is squeezing revenue, profits, and margins, making it harder to ensure profitability. Distributors require powerful, yet easy-to-use information systems to help them enrich customer service, reduce costs, and improve the quality of their decision making.

VAI understands distribution and what it takes to succeed. S2K Enterprise for Distribution is a dynamic suite of software applications that helps distributors meet the challenges of today's economic environment by automating and integrating business processes across the organization. With it, distributors can manage the supply chain, enterprise resources, and customer relationships more efficiently and effectively.

If you face these challenges:

- Poor cash flow
- Increased errors and missed shipments
- Difficulty attaining and retaining customers
- Slowed sales growth
- The need to improve buying power across product lines and multiple warehouses

Then S2K Enterprise for Distribution ERP can turn these challenges into solutions.

Consider the benefits of end-to-end integration:

- Improved inventory control and merchandise management
- Increased accuracy and timeliness of deliveries
- Increased customer satisfaction and loyalty
- Improved partner and supplier relationships
- Reduced costs and improved margins through increased efficiencies

Key features include:

- Customization capabilities, to meet your unique business requirements
- Extensive reporting capabilities that enable you to get the most from your data
- Scalability through features and functionality that grow and expand with your business
- Security to protect your most valuable information assets
- A wide range of services to support you every step of the way

VAI modules for S2K Enterprise Software includes:

- Distribution Management
- Manufacturing Management
- Retail Management
- ecommerce
- Financial Management
- Customer Relationship Management (CRM)
- Marketing Automation
- Service and Repair Management
- Warehouse Management System (WMS)
- Rental Management
- Route Management
- Food Management
- Enterprise Portal
- Sales Force Automation
- Business Intelligence

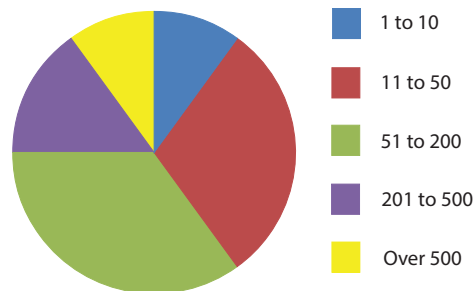
For more information about how VAI can help you meet your business objectives and long-term growth strategy, please contact us at mkelleher@vai.net.

Vision33

Product: SAP Business One for Wholesale & Distribution



Customer Base



www.vision33.com

Contact: Don Nettles

100 Chesterfield Business Parkway, 2nd Floor | St. Louis,
MO 63005

(314) 665-3488 ext 341

don.nettles@vision33.com

Technology

OS: Windows

DB: SQL Server/ SAP HANA

Delivery: On-premises and/or on AWS Cloud hosting

Sales

Entry Price Point: \$25,000

Sale Channel: North America (United States and Canada),
United Kingdom, and Europe

About Vision33

Vision33 Inc. is a global IT professional services consultancy that solves customer business challenges through the promise of technology and the value it delivers. We partner with growing and large organizations in both the public and private sectors to understand their vision and help them attain it with the right blend of strategy, consulting, and technology. Vision33 has unmatched experience delivering solutions to support every core business function. Our work spans all major industries. Vision33 employs over 400 results-driven people globally to provide world-class experience through our office locations across North America and Europe.

When you partner with Vision33, you create a long-term relationship with business process implementers and a leading global provider of technology solutions for the private and public sector. Our team is there from the beginning, with process analysis, technology recommendation, selection, to ongoing support services.

You can count on access to one of the world's largest and most experienced team of IT consultants throughout offices around the globe. Our global services team has a depth of experience working within both the public and private sectors (with a focus on many sub-industries) worldwide.

Vision33 provides customers with highly skilled consultants available anytime, anywhere for your SAP Solutions projects, eGovernment projects, or for IT professional services. Our team is unique in its ability to leverage technology solutions as a foundation for your organization as well as extending the system to meet specific customer needs through custom development.

Vision33 has exceptionally high training standards for employees; with regular Vision33 training boot camps, methodology, and knowledge-sharing committees, our consultants, all over share best practices and work together to deliver a consistent customer experience.

Equally, Vision33 is committed to customer success. Vision33 offers a renowned customer support program. Vision33 provides the right balance of software, world-class consulting and support services to help our customers better manage their organization.

About SAP Business One for Wholesale and Distribution

Affordable and Scalable ERP for Wholesale and Distribution Companies

SAP Business One is an affordable, easy-to-use business management solution designed specifically for growing small to mid-sized businesses and subsidiaries. SAP Business One is not a scaled-down version of the larger SAP products.

From financials and accounting to inventory and customer relationship management (CRM), all of your key business areas are integrated to provide clear visibility into your entire business. By capturing data into a single centralized location, you can access critical real-time information to make fast, informed decisions.

Trusted around the world, SAP Business One is a scalable, proven solution available on-premise and in the cloud powered by Amazon Web Services (AWS). SAP Business One has the functionality to help you transform your business by leveraging information to maximize efficiency, reach new customers and drive profitable growth.

Industry Specific Functionality

The solution of choice for growing distributors is SAP Business One and with good reason. Whether you distribute soft goods, hard goods, heavily regulated products or fresh produce, SAP Business One has all the features you need to gain control of your inventory with improved planning strategies and control processes.

As a distributor, you may be dealing with big box retail stores, online retailers such as Amazon or may have an eCommerce platform to sell direct to your customers. Operations that were once complicated can become simple as SAP Business One helps you communicate with customers and suppliers through EDI and/or a fulfillment platform. With SAP Business One, you can integrate with major retailers worldwide and benefit from 3PL logistics integration. Inventory planning will allow you to forecast demand, optimize inventory and easily know when it's time to re-order.

Features of SAP Business One for Wholesale and Distribution

- Opportunity management
- Advanced inventory management
- Centralized order-to-cash management
- Serial and batch level traceability
- Warehouse management
- Customized reporting, dashboards and business analytics
- Customized quality controls
- Replenishment modeling
- Supply chain management
- Automate inventory counting
- Location management – bulk locations, pick locations, cross docking, etc
- Inbound logistics – goods receipts, put away
- Outbound logistics – shipping and a variety of picking algorithms
- Cycle counting, return logistics, and warehouse transfers
- Route planning
- Mobile Sales and Service applications
- And more

Benefits of SAP Business One for Distribution

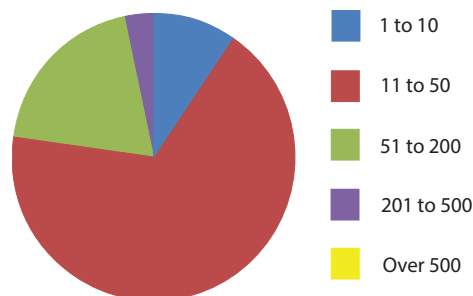
- **Greater Efficiency** – Through automated processes and integrated production functionality.
- **Increased Profit Margins** – By adopting a lean approach to operations and distribution to grow the company without additional overhead costs.
- **Improved Customer Service** – Thanks to on-time delivery, fewer shortages and stock-outs, you can ensure that your customers get their orders when expected.
- **Better Visibility** – By having a single, transparent view of operations and inventory across multiple locations.
- **Reduced Inventory Costs** – By forecasting customer demands in advance with materials planning tool and by improving inventory control.
- **Faster Time Delivery** – Streamlined order entry processing with real-time available to promise, instant pick-list generation help companies achieve same day delivery goals providing a competitive edge.

Ximple Solutions

Product: Ximple™



Customer Base



www.ximplesolution.com

Contact: Mike Patel

3930 Knowles Avenue, Suite 305 | Kensington, MD 20895

(301) 949-4400

mpatel@ximplesolution.com

Your Company Simplified

Ximple™ is the market's first completely 'state-of-the-art' web-based ERP solution, it provides companies with a comprehensive solution that can be implemented quickly without a large up-front investment. Unlike the more complex systems on the market that deliver a fixed set of potentially overwhelming features, Ximple Solutions' product design allows companies to implement features as they are needed. As a true web-based solution, it can be accessed as a web service over the Internet (ASP or hosted) or installed at a customer site. This ensures that Ximple can easily adapt to meet a company's changing business needs over time.

All modules share a common application access portal, enhanced user rights and detailed "how to" documentation. Ximple is built "from the ground up", using de-facto industry standard tools (Rational Rose and Rational Application Developer). Ximple is solidly anchored to the industry's most robust, stable, secure, price-valued and scalable platform: IBM's Power Servers family.

The Ximple™ ERP Suite Comprises of:

Financial modules

- Accounts Receivable
- Accounts Payable
- General Ledger
- Banking
- T&M Billing & Project Admin

Inventory & Warehousing

- Products Catalog
- Warehousing
- Sales
- Purchasing
- Manufacturing

Application Portal & Administration

- B2B Portal
- RFID

Features

- Scale from one to one hundred ninety-two processors without performing a migration
- Deal with multiple currencies and automatically adjusting the differential exchange
- Multi-Language. Currently available in English, Spanish and French
- Managing multiple companies with a single license
- Capable of configuring multiple CDR/CDC's within a single Division
- Manage multiple warehouses and stores
- Drill down capabilities on every grouped data-set or transaction
- Create custom reports via the included report writer
- Keep track of multiple tax authorities worldwide

Technology

OS: IBM i

DB: DB2

Presentation: Browser based over the internet or hosted in-house

Delivery: Hosted (SaaS) and on-premises

Sales

Entry Price Point: Contact Ximple Sales

Sales Channel: Direct

- Report in html, PDF or Excel
- Integrated Fax/Email Engine

Increase Your Company's Productivity

The purchasing module makes it easy to know When and Whom to buy from. The system permits you to schedule your purchases by company, supplier and product; depending on user defined parameters.

Method of Demand Planning

- Demand History and Lost Sales
- Adjustment for seasonal items
- Time elapsed since the item was ordered until it was received in the warehouse
- Sales Normalization (Normal order quantity)

Order Quantity Method

- Economic lot calculation (Economic Order Quantity, EOQ)
- Safety Stock
- Service Levels (Demand type 1, 2 and 3)
- By Issues (bills a/o client orders)
- By Profits
- By Inventory Costs
- Unlimited indicators such as are required can be defined by type
- Gross margin return on investment (GMROI)

Customer Portal

In today's world, it's imperative to give the customer access to their account and enter orders on their own.

Ximple gives freedom to the customer, allowing them to log into their own account and place orders as they need them.

Ximple supplies your company with three different ways in which to take orders:

- Online—Customer entry
- Over the Counter Sales
- Over the Phone Orders

Training

Due to the system's intuitive nature, cross training of sales staff is a breeze. The same employees that take counter orders or handle phone orders can do the others job without need to retrain. Online and on-site training is the key to achieving the best implementation experience.

Manufacturing Software Solutions



Vertical Markets Matrix 30

Manufacturing Software Solutions 31 - 42

Vertical Markets	Deacom	IFS	Infor LN	Infor Syteline	IQMS	Company						
						Oracle NetSuite	Shoptech	SWK Technologies	SYSPRO	Turnkey Technologies	VAI	Vision33
Aerospace/ Aviation & Defense		✓	✓	✓	✓		✓			✓		
Apparel/ Fashion & Retail												
Asset Intensive		✓										
Automotive & Industrial Equipment/ Automotive Manufacturing		✓	✓	✓	✓		✓		✓	✓		
Bearings		✓			✓		✓					
Beauty	✓											
Books & Publishing												
Building Supply/ Tools					✓						✓	
Chemicals	✓	✓							✓			
Construction		✓	✓	✓	✓			✓				
Consumer Packaged Goods	✓	✓			✓			✓				
Electrical		✓	✓		✓		✓		✓		✓	
Electronics & High Tech		✓	✓	✓	✓				✓			
Energy & Utilities		✓					✓					
Fasteners					✓							
Florist & Flowers												
Fluid Power & Motion Control		✓			✓							
Food & Beverage	✓	✓		✓	✓			✓	✓		✓	
High Tech Manufacturing	✓	✓	✓	✓	✓			✓	✓	✓		
HVAC		✓		✓	✓			✓		✓	✓	
Industrial Manufacturing		✓	✓	✓	✓		✓	✓	✓	✓		
Industrial Supply/ Safety Equipment		✓	✓	✓	✓					✓	✓	
Janitorial & Sanitation											✓	
Manufacturing	✓	✓	✓	✓	✓		✓	✓	✓	✓		
Medical Supply			✓		✓		✓			✓	✓	
Office/ School Supply												
Oil & Gas	✓	✓					✓	✓		✓		
Paper & Packaging				✓					✓		✓	
Pharmaceutical	✓									✓	✓	
Plumbing/ Pipe & Valve & Hose/ Gaskets		✓										
Security Hardware												
Services					✓			✓				
Tile & Flooring		✓										
Waste		✓										
Wholesale Distribution/ Other				✓				✓	✓		✓	
Woodworking												

Deacom, Inc.

Product: DEACOM ERP

deacom®
the artisans of erp software

Customer Base

Not Provided

www.deacom.com

Contact: Kelly Peters

601 Lee Road | Chesterbrook, PA 19087

(877) 433-2266

kpeters@deacom.com

Deacom is the provider of an enterprise resource planning system built specifically for manufacturers and distributors with complex requirements. Deacom's unique model and guaranteed fixed-price implementation provides an unmatched level of assurance to our customers going into an implementation.

All costs are outlined up front and guaranteed for the defined implementation project. This provides our customers with full visibility into what their total cost of ownership will be and allows them to plan for the growth of their business. With a strong understanding of the challenges faced by manufacturers and distributors, Deacom responds by developing ERP software specific to customers within these industries.

A Different Approach to ERP

By providing all of the required ERP functionality within one platform, DEACOM avoids the customizations, bolt-ons, and workarounds that plague traditional ERP implementations. Deacom's ERP platform includes:

- Sales
- Accounting
- Warehousing
- Production
- Forecasting
- Quality Control
- Point of Sale
- Ecommerce
- Customer Relationship Management
- Maintenance, Repair and Operations

Deacom's approach to software development enables businesses to capitalize on some of the newest technologies available on the market. Efforts can be focused on advancing the technology that runs manufacturing and distribution businesses rather than fixing it. DEACOM provides a unique opportunity for IT departments to take back control of software management by consolidating the volume of outside systems being used.

Technology

OS: Windows

DB: SQL Server

Presentation: Microsoft

Delivery: On-Premise & Cloud

Sales

Entry Price Point: Please contact sales@deacom.com

Sales Channel: Direct

ERP Implementation Success - The Deacom Approach

Deacom is the only vendor that will provide a fixed price for implementation services. This guaranteed fixed price also includes unlimited system enhancements made to the software's base code in place of traditional ERP customizations. Deacom's unique approach to implementations and software development drives Deacom's 98% project success rate. This includes:

- Guaranteeing a fixed-price implementation
- Leveraging an ERP team that has deep experience in manufacturing
- Tackling unique business processes with the industry's largest functional foundation
- Understanding the "Why" before we show you the "How"
- Utilizing best-in-class project management tools
- Facilitating collaboration that is mutually beneficial to customers, project stakeholders, and ourselves
- Providing on-demand training through DEACOM University classes and the annual DEACOM Discover User Conference

Continuous Improvement

Another driver behind Deacom's 99% retention rate is the fact that new, feature-rich upgrades are provided at no cost as part of Deacom's Kaizen methodology. These are based on the demands of customers and encourages them to upgrade on a regular basis.

Making Complex Issues Simple Since 1995

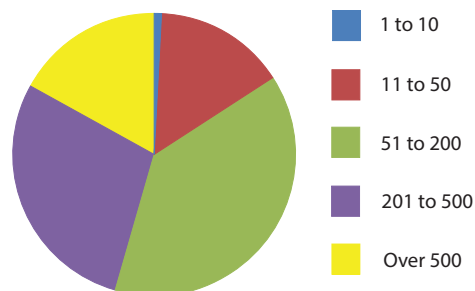
Jay Deakins, Founder and CEO of Deacom, Inc., started his first company in 1988 which was a manufacturer of all-natural cleaning products distributed through national supermarket chains and other retailers. Discouraged by the complexity of software options available at the time to run his business, Deakins took it upon himself to program a solution to his issues leading to the formation of Deacom, Inc in 1995. Today, Deacom provides one of the industry's largest functional foundations designed to limit how dependent manufacturers are on external systems and customizations.

IFS

Product: IFS Applications



Customer Base



www.IFS.com

Contact: IFS

300 Park Boulevard, Ste. 555 | Itasca, IL 60143

(888) 437-4968

request@ifsworld.com

Technology

OS: Windows, Linux, Unix

DB: Oracle

Presentation: GUI

Delivery: OnPremise, Managed Cloud

Sales

Entry Price Point: \$350,000 for 50 users

Sale Channel: Direct and Resellers

IFS Applications is unique in its ability to facilitate complex manufacturing projects, powerful enterprise asset management (EAM) functionality and ability to manage the entire lifecycle of products, projects, customers and assets. IFS Applications supports global operations with support for multi-company, currency, language and more.

"To Order" Project-Centric Manufacturing

Manufacturing processes vary greatly between different industries depending on the type of goods being produced and there are a number of manufacturing methods to consider. Our "To Order" Manufacturing solutions empower you to take complete control of your production, whether it is a Configure-to-Order, Engineer-to-Order or Make-to-Order solution.

Configure-to-Order

IFS/Configure-to-Order simplifies the production of configured products. It allows you, or your customer, to select a base product and then configure all the variable parameters associated with that product. A hierarchical structure allows you to define configured products that consist of other configured products on many levels. The system calculates when the finished product will be ready, based on manufacturing rules and current production schedules.

Engineer-to-Order

The Engineer-to-Order solution integrates projects and product structures in a way that makes customer-specific design easier to handle. The ordered product structures can be a combination of standard products and project-specific structures. Procurement is initiated by the project plan, and every change can be registered, ensuring optimal flexibility, control and cost-effectiveness in the delivery project.

Make | Assemble-to-Order

Produce exactly what your customers want, exactly when they want it, and directly link customer orders to supply orders. In doing so, you could reduce inventories, minimize lead times and lower your cost of production. With IFS/Make-to-Order (IFS/MTO) and IFS/Assemble-to-Order (IFS/ATO) you can do all this and more.

Product Lifecycle Management (PLM)

To be able to respond to the fickle demands of an increasingly disparate marketplace, enterprises need to be agile. The future belongs to the swift and flexible.

IFS Applications™ for PLM is designed with these fundamental insights in mind.

Key features:

- Program and Project Management
- Product Data Management (PDM)
- Customer Relationship Management (CRM)
- Document Management
- Case and Change Management
- CAD Integration
- Sourcing and Procurement
- Manufacturing Engineering
- Mixed-Mode Manufacturing
- Product Support/Call Center
- Field and Depot Service Management
- Configuration/Fleet Management
- Maintenance, Repair and Overhaul (MRO)
- Integrated mobility on Android and IOS devices

Field Service and Asset Management

For many manufacturers, management and maintenance of fixed assets like manufacturing plants and equipment is a core discipline. They need enterprise asset management (EAM) software, which is offered within IFS Applications. Other manufacturers also maintain assets for their customers, and need field service management software, including call handling and real time work dispatching using mobile devices—giving IFS leading market position in this area as well.

IFS Architecture & Technology—building for change

IFS Applications' pure play Service Oriented Architecture is an open design based on industry standards. Other solutions can easily access information and trigger functionality in IFS Applications. It also makes it easy for customers to grow and change their footprint in IFS Applications over time. IFS Applications also offers multiple pathways to mobility, including native apps for consumer smartphones and a Windows 8-ready interface for devices with touchscreens.

About IFS

IFSTM is a globally recognized leader in developing and delivering enterprise software for enterprise resource planning (ERP), enterprise asset management (EAM) and enterprise service management (ESM). IFS brings customers in targeted sectors closer to their business, helps them be more agile and enables them to profit from change. IFS is a public company (XSTO: IFS) founded in 1983 and currently has over 2,700 employees. IFS supports more than 2,400 customers worldwide from its network of local offices and through a growing ecosystem of partners.

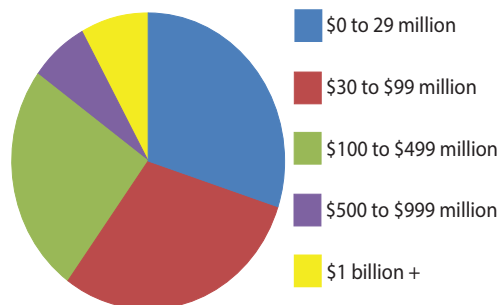
Infor

Product: Infor LN



TM

Annual Revenue Size



www.infor.com

Contact: Infor

641 Avenue of the Americas
New York, NY 10011

(800) 260-2640

innovate@infor.com

Establish a foundation for digital transformation with Infor LN—a powerful ERP software solution for complex manufacturers, supporting all production processes from engineer-to-order to repetitive. From large, global, multi-site manufacturing enterprises to smaller, single-site organizations, Infor LN has capabilities designed to meet the needs of discrete manufacturers. Infor LN is available on-premises, hybrid, or in the cloud as CloudSuite Aerospace & Defense, CloudSuite Automotive, CloudSuite Industrial Enterprise, and LN in the Cloud.

Infor LN and the LN CloudSuites are powered by Infor OS—a next-generation operating technology platform established around collaboration, mobility, extensibility, and integration. With Infor OS, your company gets deep analytics, advanced collaboration, and powerful development tools—all with a mobile-first design, open source compatibility, and powerful integration capabilities to make unified management a reality.

Wherever it is deployed, this ERP solution offers fast and cost-effective deployment on the shop floor and across the supply chain with integration to financials, quality management, service management, and order management. Contextualized, industry-specific analytics help you gather real-time data and monitor metrics for improved communication with global business partners.

Manufacturers around the world use Infor LN and the LN CloudSuites to gain organizational transparency, optimize business processes, and reduce the software customizations needed to maintain their competitive edge.

With ERP capabilities that combine a pioneering, state-of-the-art user experience design with robust industry-tailored manufacturing functionality, you have even greater flexibility to enhance manufacturing processes.

Technology

OS: Windows, AIX, HP-UX, Linux, Solaris, Unix, Web browser

DB: SQL, Oracle, DB2, Postgres

Presentation: Web UI

Delivery: Cloud, On-Premises, Hybrid

Sales

Entry Price Point: Infor Account Executive

Sales Channel: Direct and resellers worldwide

- Support for all discrete manufacturing types
 - Mixed-mode manufacturing
 - Assembly planning and control
 - Customer-specific bills of materials and routings
 - Shop floor control
 - Repetitive manufacturing
- Quality Management
 - Advanced product quality planning (APQP)
 - Statistical quality control, including sampling plans
 - First article inspection
 - Quality manager dashboard
 - Non-conformance reporting
 - Embedded enterprise social collaboration to help plan and resolve quality conflicts
- Service lifecycle management
 - Customer contact center management
 - Warranty and claims management
 - Maintenance, repair, and overhaul (MRO)
 - Service depot management
- Project lifecycle management
 - Advanced contract terms and conditions
 - Bids and quotes, proposal management
 - Earned value management
 - Product cost ledger
 - Project contract management
 - Project pegging of demand and supply
 - Supplier-staged payments
 - Contract flowdown

Infor is in the business of productivity and transforming the way businesses operate through best-in-class technology, expertise, and customer-centricity. Infor is considered a global leader in ERP software specialized by industry. Our Infor ERP solutions are designed to deliver a mobile-first, consumer-grade user experience to get our customers up and running quickly, whether it's in the cloud, on-premises, or hybrid. Implementation accelerators also allow for a lower total cost of ownership and shorter time to value.

Manufacturers who want to stay competitive today must deal with an accelerating pace of innovation that shortens product lifecycles and forces every company to bring new products and services to market faster.

Contact us today to learn how Infor can help you embrace innovation and start your digital transformation journey.

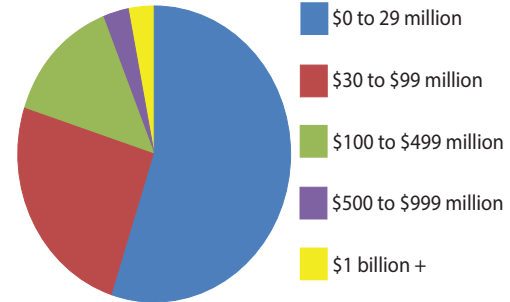
Infor

Product: Infor CloudSuite Industrial (SyteLine)



TM

Annual Revenue Size



www.infor.com

Contact: Infor

641 Avenue of the Americas
New York, NY 10011

(800) 260-2640

innovate@infor.com

Technology

OS: Microsoft Windows

DB: Microsoft SQL

Presentation: Web UI

Delivery: Cloud, On-Premises, Hybrid

Sales

Entry Price Point: Contact Infor Account Executive

Sale Channel: Direct and resellers worldwide

Infor CloudSuite Industrial (SyteLine) is an end-to-end enterprise resource planning software solution created specifically for engineer-to-order, make-to-order, make-to-stock, and mixed mode manufacturers. Customers in both discrete and process manufacturing can benefit from this solution.

With deep, proven capabilities in key areas such as global finance, product design and configuration, project management, quality control, supply chain visibility, production operations, and material management, you have the power to maintain global visibility around the factors you can influence like suppliers, customer accounts, and product innovation, all within a secure technology infrastructure.

Based on a 30-year history, this powerful solution helps manage complexity and growth while gaining performance improvement in customer service, productivity, and cost control. It enables users to track manufacturing operations from start to finish, including financials, order entry, after-market service, and analytics. Infor CloudSuite Industrial supports advanced planning and scheduling, product configuration, materials and inventory management, customer relationship management, and role-based dashboards and analytics.

Infor CloudSuite Industrial is powered by Infor OS—a next-generation operating technology platform established around collaboration, mobility, extensibility, and integration. With Infor OS, your company gets deep analytics, advanced collaboration, and powerful development tools—all with a mobile-first design, open source compatibility, and powerful integration capabilities to make unified management a reality.

With this integrated ERP solution, you'll have the tools to increase customer service; improve production and quality; better coordinate aftermarket service and maintenance; and collaborate more effectively. It can be deployed either on-premises, hybrid, or in the cloud.

- Planning and scheduling
 - Finite capacity planning
 - Shop floor scheduling
 - Mixed mode support: ETO, MTO, MTS, etc.
- Business intelligence
 - Role-based dashboards, metrics, and reports
 - Contextual and predictive analytics
 - Financial and operational reporting
- Quality and service management
 - Continuous improvement
 - Aftermarket sales
 - Warranties and service contracts
 - Service depot management
- Advanced technology platform
 - Security
 - Extensibility
 - Integrations
 - Disaster recovery

Infor is in the business of productivity and transforming the way businesses operate through best-in-class technology, expertise, and customer-centricity. Infor is considered a global leader in ERP software specialized by industry.

Our Infor ERP solutions are designed to deliver a mobile-first, consumer-grade user experience to get our customers up and running quickly, whether it's in the cloud, on-premises, or hybrid. Implementation accelerators also allow for a lower total cost of ownership and shorter time to value.

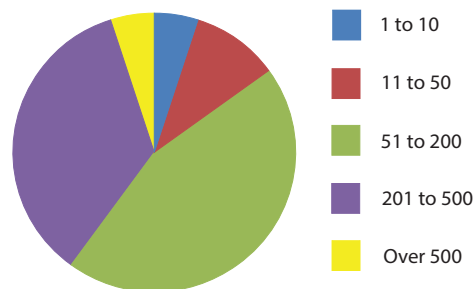
Contact us today to learn how Infor can help you embrace innovation and start your digital transformation journey.

(IQMS) DELMIAWORKS - Dassault Systemes

Product: DELMIAWORKS (IQMS) Manufacturing Software



Customer Base



www.iqms.com

Contact: Steve Bieszczat

2231 Wisteria Lane | Paso Robles, CA 93446

(805) 227-1120 | (805) 227-1120 FAX

sbieszczat@iqms.com

Technology

OS: MS Windows, w/limited support for Linux (depends on version)

DB: Embedded Oracle (Handle all, No Oracle DBA required)

Presentation: GUI or Any Browser

Delivery: SaaS, On-Premise, Hosted

Sales

Entry Price Point: Contact DELMIAWORKS Sales - (866) 367-3772

Sales Channel: Direct and Channel Partners

IQMS - The Authority on Manufacturing ERP Software

IQMS is a leading provider of [Manufacturing Software](#) and [ERP Software](#) systems for repetitive, process and discrete manufacturing industries.

Since 1989, IQMS has provided real-time [ERP](#), [manufacturing](#), [production monitoring](#), [quality control](#), [supply chain](#), [CRM](#) and [eBusiness solutions](#) to the [automotive](#), [medical](#), [packaging](#), and [other manufacturing markets](#). The innovative, end-to-end ERP and MES software solution offers manufacturers complete functionality in a scalable solution to support growth and agility to quickly respond to customer demands.

IQMS & the Dassault Systèmes 3DEXPERIENCE Platform

In December of 2018, IQMS became part of the Dassault Systèmes 3DEXPERIENCE platform on the cloud, providing manufacturers with an affordable system for operations that improves the collaboration, manufacturing efficiency and business agility needed to serve their customers successfully.

In parallel, these manufacturers can engage in new business opportunities and create value by supplying their manufacturing know-how and services to a large community of designers and engineers in Dassault Systèmes' [3DEXPERIENCE Marketplace](#)—the world's largest virtual factory.

IQMS Focus on Customers

The IQMS mission is to form long-term partnerships with customers based on trust, support and bottom-line, measurable ROI. Manufacturers worldwide trust IQMS to develop products that meet their needs in a rapidly changing, global manufacturing environment.

IQMS is committed to maximizing our manufacturing customers' success by delivering a comprehensive ERP system built specifically for manufacturers and backed by extensive support and educational services, which have earned us recognition in a number of industry reports and numerous business awards. As part of Dassault Systèmes 3DEXPERIENCE platform, we can provide customers with new approaches to achieving operational efficiency and effectiveness and doing so with an expanded global reach.

[Click here](#) to learn more about our innovative customers and their successes with the IQMS manufacturing ERP software solution.

Growth and Profitability

IQMS has been profitable every year since it was founded with double digit revenue gains, even as manufacturing markets have tightened. In addition to financial success, IQMS continues to grow across all departments, expand software development, and maintain a 98 percent customer retention rate (well above the industry standard).

Vision for the Future

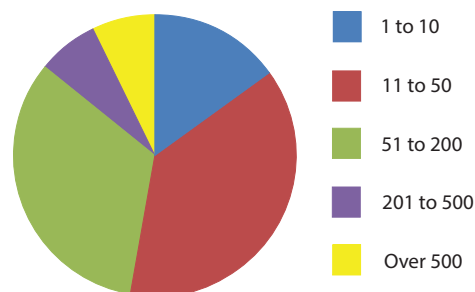
As technology evolves, so does IQMS' software. As companies seek to digitally transform their business operations with the ever-increasing need for instantaneous visibility, collaboration and communication, Dassault Systèmes and IQMS will continue to secure a strategic place in manufacturing with a powerful collection of digital technologies that will transform every aspect of an industrial business.

Oracle NetSuite

Product: Oracle NetSuite Manufacturing Edition



Customer Base



www.netsuite.com

Contact: Hayley Null

600 Oracle Parkway | Redwood Shores, CA 94065

(650) 627-1000 | (650) 627-1001 FAX

info@netsuite.com

Oracle NetSuite offers:

- One Integrated Web-Based System, including Accounting/ERP, CRM, Inventory, Warehouse and eCommerce
- Built-in, real-time dashboards
- 24/7 anytime, anywhere access
- Partner relationship management

Oracle NetSuite features include:

Accounting

- General ledger
- Accounts receivable, accounts payable
- Advanced financials—revenue recognition
- Budgeting
- Multi-currency
- Multiple companies (OneWorld)

Inventory, Order Fulfillment

- Inventory management
- Order management and fulfillment
- Drop shipment/special order
- Integrated UPS online® tools, USPS, or FedEx® shipping
- Purchasing
- Standard, customizable reports
- Supports Light Assembly
- Supports serialization, lot tracking, and landed costs

Customer Relationship Management (CRM)

- Sales force automation
- Marketing automation
- Customer support and service
- Incentive management
- Offline sales client

eCommerce (B2B and B2C)

- Database-driven web store
- Front- and back-office integration
- Affiliate marketing
- Customer acquisition
- Customer, partner self-service
- Website and web analytics
- Multi-site capabilities for retail, wholesale possibilities

Employee Management and Productivity

- Role-based dashboards
- Group calendaring and collaboration
- Employee records
- Expense reporting, purchase requisitions

Technology

OS: Supports any since cloud based

DB: Supports any since cloud based

Presentation: Browser-based via the Internet

Delivery: Subscription-based Software-as-a-Service (SaaS)

Sales

Price Point: Please contact info@netsuite.com

Sale Channel: Direct and Channel Resellers around the world

Oracle NetSuite Manufacturing Edition

Oracle NetSuite Global Business Unit, a wholly-owned subsidiary of Oracle, pioneered the Cloud Computing revolution in 1998, establishing the world's first company dedicated to delivering business applications over the Internet. Today, Oracle NetSuite provides a suite of cloud-based financials/Enterprise Resource Planning (ERP) and omni-channel commerce software that runs the business of companies in more than 203 countries and territories.

In developing the Oracle NetSuite Manufacturing Edition, Oracle NetSuite has leveraged experience and lessons learned from thousands of manufacturing customers, complemented with a best practice professional service implementation methodology and our SuiteCloud customization platform.

Oracle NetSuite offers small and mid-sized manufacturing businesses a competitive edge and empowers them with:

- Improved decision making with real-time metrics and role-based dashboards.
- Improved productivity through automated manual processes across the entire business.
- Accurate accountability and compliance with robust, auditable accounting.
- Reduced IT costs and hassles associated with integration and traditional client-server software applications.
- Upgraded technology from simple desktop accounting packages or standalone bookkeeping to powerful accounting/ERP and seamlessly integrated CRM and eCommerce.
- Customizable and configurable ERP to easily extend Oracle NetSuite's system to meet your exact business needs.

Shoptech Industrial Software

Product: E2 MFG



Customer Base

Not Provided

www.shoptech.com

Contact: Derrick Lambdin

400 East Business Way, 3rd Floor | Cincinnati, OH 45241

(800) 525-2143

dlambdin@shoptech.com

The E2 Manufacturing System is ideal for mixed-mode manufacturers, repetitive and discrete manufacturers. Available as an on-premise or cloud solution, the E2 Manufacturing System works well for discrete orders, sales orders, forecasted, stock, EDI and planned orders. Get the flexibility to handle product lines and complex multi-level BOM structure.

E2 MFG System Makes It Easy.

Shops of all sizes and types have turned to the E2 Manufacturing System to help run their businesses more efficiently and profitably. E2 MFG is the right solution for manufacturers looking for a way to manage the complexities of their shop and inventory. This complete ERP system has estimating and quoting, integrated financials and much more.

E2 MFG Offers:

- **Estimating**—Provides accurate quotes and estimates. The E2 Estimating and Quoting module starts with data input. If you've completed the job in the past, you can simply pull the needed info from past work on E2's Data Collection module. You can pre-set codes that automatically input rates and costs for a broad range of items. You can also customize the input to meet the specific needs of the job. For instance, you can apply a discount for certain customers, or calculate margins for price breaks at different volume thresholds.
- **Orders**—Turn quotes into orders seamlessly. E2 Order Entry combines multiple sales orders into one manufacturing job to streamline production. Order Entry provides details related to production that can be used to drive scheduling assumptions, generate work documents, and create requirements for material and services. Every order is the record used by the system to track customer demand and production related details. Order Entry also has the flexibility to enter order types that fit your business.
- **Purchasing**—Used to effectively manage materials. E2 gives you the tools and data you need to make accurate purchasing decisions on every job. It eliminates redundant tasks and keeps your shop on a fast-moving schedule. E2 doesn't just help with purchasing. It also improves your ability to manage raw materials and finished goods in your shop. With E2, you can see inventory levels and how materials are being used in real-time, allowing you to make more informed decisions.
- **Scheduling**—Eliminates the bottlenecks. E2's robust Scheduling Module delivers not only complete visibility, but also the tools and flexibility needed to make fast, informed production decisions. Create your production schedule based on known data, not best-effort estimates. Predict risks and possible bottlenecks, and reallocate resources to minimize production interference. Take full control of your schedule to transform your shop floor into an efficient, finely-tuned machine.
- **Data Collection**—Gathers up-to-the-minute job costing. E2 eliminates the guesswork from your most important decisions. The Data Collection Model harvests information from your employees, work centers, and even your materials and products in real time. You can then access that information in an easy-to-use dashboard, so you can quickly get the data needed to help you make the best decision.

Technology

OS: Windows

DB: Microsoft SQL

Presentation: online or in person

Delivery: On-Premise, Cloud

Sales

Entry Price Point: \$7,500

Sale Channel: Direct

- **Quality Control**—Improves business performance. The Quality Module in E2 helps you take control of your process, define your workflows, and eliminate potential quality issues before they happen. The Quality Module fully integrates with all other facets of your shop, including supply chain management, scheduling, data collection, estimating, and more. You get transparency into your workflow so you can see how quality issues happen and what improvements can be made to prevent those issues in the future. E2 MFG offers customizable KPI dashboards, instant performance reports, and alerts when KPIs are over or underachieving.
- **Job Costing and Job Tracking**—Compares costs and forecasts profits. The E2 Job Costing and Job Tracking Module allows you to monitor jobs in real time as they move through your production process. You can instantly view the amount of materials used, the hours of labor consumed, and all other inputs. You can then use that information to compare actual results to pre-job estimates and assumptions. You might find that certain jobs require more labor hours than you anticipated. You may learn about excessive scrap or other inefficiencies, which can help you make improvements on the floor.
- **Shipping**—Deliver jobs on time, every time! The E2 machine shop software platform comes with a robust Shipping Module that helps you quickly package and distribute products in an efficient, cost-effective, and transparent manner. When you use E2, the software automatically generates shipping labels and other documentation as soon as a job is marked complete. Your shipping team is notified that the job is ready and that the documentation is available. All they have to do is package the product and load it on the truck.
- **Accounting**—E2 crunches the numbers for you! The Accounting Module in the E2 machine shop software platform does all the heavy lifting for you so you can quickly get the information you need to make informed financial decisions. The Accounting Module integrates seamlessly with all other modules including QuickBooks, giving you an easy and convenient accounting experience that eliminates the need for redundant data entry.
- **Mobile Shop Suite**—Accesses your shop from anywhere. With the Mobile Shop Suite, all the critical data you need can be accessed whenever you need it and wherever you need it. The Executive Overview Module provides owners and managers with the ability to view key business metrics located within E2 on a highly-visual and easy-to-read dashboard. In addition, you can communicate with customers and vendors through the WebView Module to save time and keep customers happy.

About Shoptech

Shoptech Software has been incorporated since 1984. Their flagship product, the E2 Shop System, was developed in a job shop in Cincinnati, Ohio. The company founders, Rich and Greg Ehemann—the two Es of the E2 products—grew up in a shop. While working there, they realized that an essential component of a make-to-order manufacturer's success is the ability to determine if they are making or losing money on a job by job basis. Determining profitability based on accounting at the end of the month was not enough to develop a strong strategy for business growth. They also experienced first-hand the need to better coordinate the other facets of running a job shop: estimating, scheduling, collecting time from the shop floor, purchasing, shipping, and even accounting.

SWK Technologies, Inc.

Product: Acumatica

Customer Base



Not Provided

www.swktech.com

Contact: Antonio Carrion

120 Eagle Rock Avenue, Suite 300 | East Hanover, NJ
07936

(973) 396-1747

info@swktech.com

Technology

OS:

DB:

Presentation:

Delivery: Cloud, On-Premise

Sales

Entry Price Point: Contact SWK Technologies

Sales Channel:

Get the Most out of Your Distribution and Manufacturing ERP

Deploying a modern manufacturing and distribution ERP software system gives you the ability to capture your entire supply chain in a single view and act on your data in real-time. With a state-of-the-art, cloud-based or SaaS applications for production management, your business will gain access to workflow automation that lets you streamline operations and reduce costs.

If you're a distributor, you require consistent, accurate updates about your operations in order to maximize your deliverables to your customers, and you need them in real-time. In addition to controlling inventory levels, you must streamline your fulfillment and warehouse management processes as well as ensure you comply with packaged goods regulations. On top of that, you must be able to deliver top-notch customer service to your clients.

SWK is your go-to partner for modernizing your value chain with wholesale distribution and manufacturing software. We help companies overcome their challenges head-on by focusing on dynamic, scalable software solutions that bring value to your business now and in the future.

SWK will provide firsthand solution knowledge specific to you and help you craft a roadmap to growth that delivers real value for your business with the right distribution and manufacturing software implementation.

From your manufacturing process to order processing and barcode cataloging to product management and beyond, SWK can help you do what you do best – manufacture those products and get those boxes out the door!

As the 2018 and 2019 Acumatica Partner of the Year, with multiple award-winning Acumatica MVPs on staff, SWK provides the knowledge and experience you need to implement the manufacturing software solution that supplies the best value for you. We have allowed several businesses to migrate from legacy systems or over-priced SaaS solutions that were too limited, expensive or incomplete for their needs – including in the manufacturing sector.

Acumatica Serves Every Manufacturing Sector

- Aerospace
- Automotive
- Electronics
- Food and Beverage
- Industrial Equipment
- And more!

Whether deployed in a public or private cloud environment or on-premise, Acumatica Manufacturing Edition delivers browser-based functionality and reporting. With a unique pricing model that only charges by resource usage and not based on user licenses, Acumatica Cloud ERP lets you optimize your technology investment to maximize your ROI on your production.

JAAS Advanced Manufacturing Software (JAMS) for Acumatica provides powerful and comprehensive ERP production functionality for make-to-stock, make-to-order, engineer-to-order, project-centric, job shop, batch, and repetitive manufacturing companies. Utilize a modern MRP system to capture visibility into your entire supply chain.

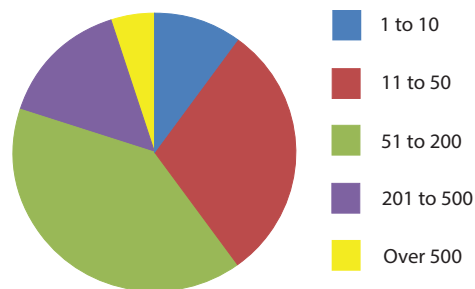
Integrate production planning and shop floor with customer management, sales orders, inventory, purchasing, accounting, and financial reporting to provide real-time coordination of activities across your entire business, as well as giving you a full picture of your manufacturing overhead costs.

SYSPRO

Product: SYSPRO Manufacturing ERP



Customer Base



www.us.syspro.com

Contact: SYSPRO

959 South Coast Drive | Costa Mesa, CA 92626

(714) 437-1000 | (714) 437-1407 FAX

info@us.syspro.com

Technology

OS: Windows, Linux, Unix

DB: MS SQL Server

Presentation: GUI, some Web-based

Delivery: On-Premise, Cloud, and both

Sales

Entry Price Point: Please contact info@us.syspro.com

Sales Channel: Direct and Channel Resellers

Established in 1978, SYSPRO is an industry-built Enterprise Resource Planning (ERP) solution designed to simplify business complexity for manufacturers and distributors. SYSPRO provides an end-to-end fully integrated business solution for effective decision-making, strong cost control, streamlined processes, improved productivity, comprehensive reporting, and real-time data analysis. SYSPRO is highly scalable and can be deployed in the cloud, on-premise, or accessed via any mobile device.

What sets SYSPRO apart is an unwavering, long-term focus on the manufacturing and distribution sectors, a practical approach to technology, and a passionate commitment to simplifying business to increase success for partners and customers.

The company's focus on partnership and entrepreneurial agility puts the unique needs of each customer at the forefront. SYSPRO combines both innovation and proven service methodology to protect the customer's software investment by bringing them to the forefront of best practices. SYSPRO applies its resources to the advancements and improvement of its customer base and is recognized as a leader in top-notch customer service.

SYSPRO's powerful features, business intelligence and rapid deployment methodology are unmatched. The comprehensiveness and depth of software functionality makes SYSPRO an excellent fit for a number of selected manufacturing and distribution industries, including electronics, fabricated metals, industrial machinery, food and beverage, automotive, packaging, plastics and rubber, and many more.

Large, Established, Highly-Satisfied Customer Base

SYSPRO is a global leader of fully-integrated Enterprise Resource Planning (ERP) solutions for mixed-mode manufacturing as well as distribution companies. With over 15,000 customers in 60+ countries, SYSPRO has proven its ability to successfully meet the needs of small and mid-sized organizations. For more than 40 years, SYSPRO has been the hallmark of stability, staying power, and customer satisfaction.

The Right Choice

SYSPRO provides a full suite of integrated ERP solutions aimed at a wide range of distributors worldwide. With feature-rich capabilities and scalability, SYSPRO offers fast-growth companies the ability to expand rapidly and cost-effectively.

SYSPRO offers solutions in the following role and Web-based solution categories:

- Financials
- Distribution
- Manufacturing
- Analytics
- Customer Relationship Management (CRM)
- eCommerce
- Advanced Factory Scheduling
- Compliance
- Reporting
- Technology Solutions
- Lean

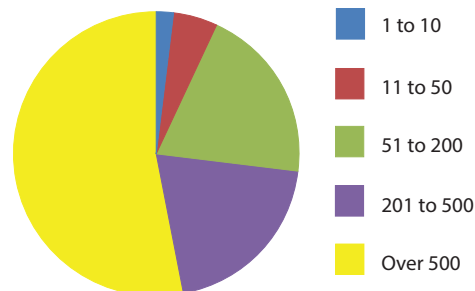
For CEOs, CFOs, COOs and other organizational leaders, SYSPRO delivers the right combination of powerful fiscal controls, corporate governance capabilities, predictive insights into trending, and the ability to react quickly to change. For manufacturing companies, SYSPRO is real-time, finite production scheduling, shop floor controls and choices of engineer-to-order, assemble-to-order, made-to-order, and/or mixed mode manufacturing.

Turnkey Technologies, Inc.

Product: Microsoft Dynamics 365 for Manufacturing



Customer Base



www.turnkeytec.com

Contact: John Tocco

14 Research Park Drive | St. Charles, MO 63385

(888) 876-5393

jtocco@turnkeytec.com

Technology

OS: Microsoft Dynamics 365 Finance & Operations

DB: Supports any since cloud based

Presentation: Supports any since cloud based

Delivery: Subscription based Software-as-a-Service (SaaS)

Sales

Entry Price Point: Please contact jtocco@turnkeytec.com

Sales Channel: Direct from Microsoft in North America

Microsoft ERP software can help you connect and scale your production and manufacturing operations.

Turnkey Technologies understands the dynamic and competitive nature of the modern manufacturing environment.

We have experience working with both process and discrete manufacturers to configure, customize, and integrate Microsoft Dynamics 365 with other critical applications and implementing specific process and reporting needs for every department using real time data.

Your Microsoft Dynamics 365 manufacturing solution will be tightly integrated with your supply chain and additional software, enabling greater efficiency, optimal planning, customer satisfaction and profitability.

Streamline & Automate:

- Manufacturing Orders
- Standard Costing
- Routings
- Bill of Materials
- Work Center Definition
- Engineering Change Management
- Work in Process
- Quality Assurance
- Inventory Management
- Job Costing
- Supports Defense Contract Audit Agency (DCAA) compliance

Gain True Visibility:

- Reduce operational costs
- Optimize resource utilization
- Identify bottlenecks
- Capacity Requirements Planning (CRP)

Forecast:

- Sales forecasting
- Master Production Scheduling
- Material Requirements Planning
- Capacity Requirements Planning

Included in Microsoft Dynamics 365 for Manufacturing:

- Unify processes from quote-to-cash
- Accelerate innovation and time-to-market
- Shop-floor-to-top-floor visibility
- Converge physical and digital systems with mobile devices
- Integrated manufacturing and project management
- Harness predictive analytics
- Best in class cloud, security, AI and IoT
- Choice and flexibility with hybrid cloud

Accelerate Time to Market by simplify and speeding up your business processes.

- Plan-to-Product
- Engineer-to-Order
- Sales-to-Fulfillment
- Mixed mode manufacturing
- Seamlessly integrate with Office 365

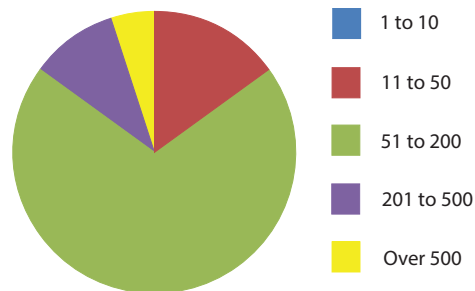
VAI

Product: S2K Enterprise Software for Manufacturing



Vormittag Associates, Inc.
A Leader in Enterprise Management Software
www.vai.net

Customer Base



www.vai.net

Contact: Maggie Kelleher

120 Comac Street | Ronkonkoma, NY 11779

(800) 824-7776 | (631) 588-9771 FAX

mkelleher@vai.net

Technology

OS: IBM i, Linux, Windows

DB: DB2

Presentation: Browser

Delivery: Cloud

Sales

Entry Price Point: \$29,500 for 20 users

Sale Channel: Direct and Resellers Worldwide

Manufacturers are facing increased pressure from domestic and international competition. With S2K Enterprise for Manufacturing, you can effectively compete and grow your business in this rapidly changing economic environment. S2K Enterprise for Manufacturing is easy to use, cost effective and can deliver a real return on investment.

Whether your business is a process or discrete manufacturer, make to stock or make to order, our software solution will help you manage all your operations with superior responsiveness and performance.

S2K Enterprise for Manufacturing is production scheduling software, MRP software, process manufacturing software—and more—tightly integrated into one solution. S2K's suite of manufacturing applications link forecasting, manufacturing orders, MRP, CRP, shop floor control, and quality control functions. We combine S2K's production scheduling and MRP software with S2K Distribution software to manage all your process manufacturing operations with superior responsiveness and performance.

In today's market, global growth is expanding. Manufacturers are facing increased competition along with demands for more productivity. Improving operations and work processes are vital to meet your current and future growth objectives.

If you face these challenges:

- Increased errors and missed shipments
- Need of quality improvements
- Inaccurate forecast data
- Scheduling and planning difficulties
- Improve supplier/customer communications
- Poor management of plant resources

Then S2K for Manufacturing can turn these challenges into solutions.

Consider the Benefits of End-to-End Integration:

- Extensive reporting capabilities
- Customization capabilities
- Scalability
- Security to protect your most valuable information assets
- Reduced operating expenses through optimal planning and resource management
- Improved inventory control and material management
- Increased customer satisfaction
- Improved partner and supplier relationships

Key features include:

- Extensive reporting capabilities that enable you to get the most from your data
- Customization capabilities to meet your unique business requirements
- Scalability through features and functionality that grow and expand with your business
- Security to protect your most valuable information assets
- A wide range of services to support you every step of the way

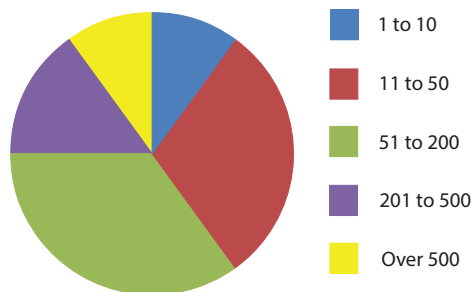
For more information about how VAI can help you meet your business objectives and long-term growth strategy, please contact us at mkelleher@vai.net.

Vision33

Product: SAP Business One for Manufacturing



Customer Base



www.vision33.com

Contact: Don Nettles

100 Chesterfield Business Parkway, 2nd Floor | St. Louis,
MO 63005

(314) 665-3488 ext 341

don.nettles@vision33.com

About Vision33

Vision33 Inc. is a global IT professional services consultancy that solves customer business challenges through the promise of technology and the value it delivers. We partner with growing and large organizations in both the public and private sectors to understand their vision and help them attain it with the right blend of strategy, consulting, and technology. Vision33 has unmatched experience delivering solutions to support every core business function. Our work spans all major industries. Vision33 employs over 400 results-driven people globally to provide world-class experience through our office locations across North America and Europe.

When you partner with Vision33, you create a long-term relationship with business process implementers and a leading global provider of technology solutions for the private and public sector. Our team is there from the beginning, with process analysis, technology recommendation, selection, to ongoing support services.

You can count on access to one of the world's largest and most experienced team of IT consultants throughout offices around the globe. Our global services team has a depth of experience working within both the public and private sectors (with a focus on many sub-industries) worldwide.

Vision33 provides customers with highly skilled consultants available anytime, anywhere for your SAP Solutions projects, eGovernment projects, or for IT professional services. Our team is unique in its ability to leverage technology solutions as a foundation for your organization as well as extending the system to meet specific customer needs through custom development.

Vision33 has exceptionally high training standards for employees; with regular Vision33 training boot camps, methodology, and knowledge-sharing committees, our consultants, all over share best practices and work together to deliver a consistent customer experience.

Equally, Vision33 is committed to customer success. Vision33 offers a renowned customer support program. Vision33 provides the right balance of software, world-class consulting and support services to help our customers better manage their organization.

About SAP Business One for Manufacturing

Affordable and Scalable ERP for Manufacturing Companies

SAP Business One is an affordable, easy-to-use business management solution designed specifically for growing small to mid-sized businesses and subsidiaries. SAP Business One is not a scaled-down version of the larger SAP products.

From financials and accounting to inventory and customer relationship management (CRM), all of your key business areas are integrated to provide clear visibility into your entire business. By capturing data into a single centralized location, you can access critical real-time information to make fast, informed decisions.

Technology

OS: Windows

DB: SQL Server/ SAP HANA

Delivery: On-premises and/or on AWS Cloud hosting

Sales

Entry Price Point: \$25,000

Sale Channel: North America (United States and Canada), United Kingdom, and Europe

Trusted around the world, SAP Business One is a scalable, proven solution available on-premise and in the cloud powered by Amazon Web Services (AWS). SAP Business One has the functionality to help you transform your business by leveraging information to maximize efficiency, reach new customers and drive profitable growth.

Industry Specific Functionality

SAP Business One for Manufacturing increases visibility into every aspect of your manufacturing operations and solves your most frustrating production challenges. The native features and functions of SAP Business One provide the all-in-one solution growing manufacturing companies need to run their daily operations effectively.

Designed for small and mid-sized discrete and process manufacturing companies, SAP Business One for Manufacturing provides the accurate, real-time information you need to manage your production and profitability – and with integrated solutions for EDI, supply chain management, shipping logistics, and advanced manufacturing capabilities, it makes running your end-to-end operation simpler than you imagined.

Features of SAP Business One for Manufacturing

- **Project & Production Management** – Stay on top of projects with real-time, cross-functional reporting, including manufacturing and logistics management, cost accounting, controlling, and more.
- **Material Resource Planning (MRP) II & Production** – Extensive material management features, including order and stock-related production, mixed and variant production, and other production controls.
- **Pool Controls** – Increase planning efficiency with pool controls defined by the volume of work.
- **Quality Controls** – Plan and execute quality tests during the material flow from the initial procurement and throughout the manufacturing process.
- **Cost Estimation** – Prepare estimates for standard products or quotations for custom manufacturing orders and easily calculate profit margins.
- **Supply Chain & Sales Management** – Supply sales order and purchase order management, including blanket orders and automated transactions based on EDI industry standards.
- **Dashboards** – Create custom dashboards to get a 360-degree view of your business and enhance operative reporting with flexible ad-hoc queries and analyses.
- **Advanced Planning and Scheduling (APS)** – View order times, lead times, transition periods, capacity allocations, bills of materials, batch groups, and resource availability.
- **Multiple Warehouse Management** – Enhance inventory management with advanced warehouse and bin location tracking.
- **Product Configurator** – Manage product variants to configure, calculate, and integrate your product.

Benefits of SAP Business One for Manufacturing

SAP Business One is proven to help manufacturing companies grow quickly and drive profit. It will help you:

- **Stay On-Time and On-Schedule** – Provide aggressive delivery times you can stick to by reducing lead times and optimizing processes.
- **Reduce Preproduction Time** – Improve planning, communications, and responsiveness to ever-changing requirements, allowing you to start projects faster.
- **Execute Accurate Quoting** – Provide detailed quotes and easily manage your employees, resources, and materials.
- **Drive Higher Direct Utilization Rates** – Enhance machine and labor utilization rates by improving efficiencies with fewer indirect labor hours.
- **Adapt Faster** – Adapt quickly to change orders with clear data sharing to ensure your projects remain on schedule.
- **Achieve Higher Customer Satisfaction** – With advanced quality controls, ensure your customers are getting high quality products from your company.

Visit software4distributors.com or software4manufacturers.com

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We provide comprehensive information about the distribution and manufacturing industry in order to help you made a better decision when purchasing software packages. By knowing your type of business process, you can zero in on the choices and come to a short list much faster.

So as you can see below each listing includes: Company Logo, Company Name, Product Name, Product Category, Website Address, Contact Email Address, and short Description.

More information can be found online at software4distributors.com/list/vendor.aspx?Package=Addon

Avalara

Sales, Use Tax — Tax Compliance

Automated Sales Tax Solution

www.avalara.com

Brett.paternoster@avalara.com

Avalara helps **Distributors and Manufacturers** of all sizes achieve compliance with transactional taxes, including sales and use, VAT, excise, communications, and other tax types. We deliver comprehensive, automated, cloud-based solutions designed to be fast, accurate, and easy to use. We automate and simplify governmental compliance processes, including tax determination, exemption certificate management, and tax return preparation, filing, and remittance. Avalara has pre-built integrations into 700+ leading ERP and commerce solutions including, Microsoft, Oracle NetSuite, Sage, Sage Intacct, Infor, Epicor, VAI, Magento, etc. making the integration of tax and compliance solutions easy for customers.

- AvaTax—Real-time access to the most current rates and taxability rules within any ERP or billing system.
- CertCapture—Gain complete control over sales tax exemption certificate management. Avalara CertCapture scales to fit business needs as they grow or expand into additional states. It's the easiest, quickest way to manage your exemption certificate process and be prepared for audits, long before they occur. Electronically collects, stores, validates and updates exemption certificates.
- Returns - File returns and remit payments on time using a single payment solution. Can be used to e-file or mail paper returns.



CardConnect

Integrated, Secure Payment Platform

Payment Solution

<https://cardconnect.com>

dmerrigan@cardconnect.com

CardConnect, a First Data/Fiserv Company makes accepting credit card payments simple and secure for more than 150,000 businesses. Since its inception in 2006, CardConnect has been developing advanced payment solutions backed by PCI-validated point-to-point encryption (P2PE) and patented tokenization. Bolt P2PE is a cloud-based solution that allows for simple integration of payment acceptance into existing systems, securing transactions with EMV technology, CardConnect's patented tokenization and PCI-validated point-to-point encryption (P2PE). The company's small-to-midsize business offering, CardPointe, is a comprehensive platform that includes a powerful reporting and transaction management portal which extends to a native mobile app. CoPilot is a centralized business management tool to help distribution partners manage their business. For enterprise-level organizations, CardSecure integrates omni-channel payment acceptance into several ERP systems—such as Oracle, SAP, JD Edwards and Infor M3 to name a few—in a way that minimizes PCI compliance requirements and lowers transaction costs.



Add-On (Integrated) Solutions

Insite Software, An Episerver company

InsiteCommerce®

B2B eCommerce Platform

www.insitesoft.com

marketing@insitesoft.com



An Episerver company

Built specifically for manufacturers and distributors, InsiteCommerce is a powerful and flexible B2B eCommerce platform. Websites built on InsiteCommerce provide unparalleled functionality and seamless user experiences. The platform is fully configurable to meet your brand design standards, extendible to scale as your business grows, and built with a deep integration architecture designed to connect to your core systems like your ERP and PIM.

Insite's suite of digital commerce solutions also includes InsitePIM, InsiteCommerce Mobile App, InsiteAnalytics for eCommerce and InsitePortfolio.

Intuilize

Your Profit Accelerator

Helping Distributors Break Free from Gross Margin Erosion

www.intuilize.com

nelson@intuilize.com



The Intuilize Profit Accelerator converts reports and datasets from your ERP, CRM, and SQL databases into purposeful dashboards and **profit-driven actions for every stakeholder** in your organization.

Because we understand the resource constraints of mid-sized industrial distributors, we've created this powerful tool to **immediately reveal the areas of margin erosion that you can quickly and easily correct** in weeks (not months).

With Intuilize's Profit Accelerator you will:

- Increase gross margin
- Experience no business disruption
- Receive unlimited support integrating new insights with your existing ERP system including (but not limited to) P21 and other Epicor systems, Distribution One, The Business Edge, INxSQL, Infor, NetSuite, and more
- Recoup a 300% ROI within the first year

Phocas Software

Epicor Data Analytics powered by Phocas

Data Analytics

www.phocassoftware.com

marketing@phocassoftware.com

Epicor Data Analytics

powered by **Phocas.**

Epicor Data Analytics (EDA) powered by Phocas is the preferred data access, analytics, reporting and visualization solution for Epicor customers.

400+ Epicor manufacturers, distributors and retailers have empowered teams across the business with EDA's user-friendly ad hoc analysis, performance tracking and visual reporting for enhanced decision making company-wide.

EDA Financial Statements (FS) is a new add-on to EDA that delivers efficiencies and improved reporting to the finance team and the business more broadly. Data from the ERP is fed directly into EDA FS, leaving the ERP data intact and ensuring data integrity, while offering a user-friendly interface for faster reporting and resolution on the numbers that drive the business.

EDA is a cloud-based subscription product with pre-built content and integration to Epicor systems.

Learn more at www.phocassoftware.com.

Phocas Software

Phocas Software

Business Intelligence

www.phocassoftware.com

marketing@phocassoftware.com

Phocas Software serves both mid-market and enterprise customers with tailored, industry-focused solutions that simplify data management through powerful analytics and visualization tools and revolutionizes the way they interact with their own information. Phocas changes the way people think and work and makes it easier for them to be decisive and operate with confidence.

Phocas supports manufacturers, distributors and retailers by empowering teams across the business with user-friendly ad hoc analysis, performance tracking and visual reporting for enhanced decision making company-wide.

Phocas Financial Statements delivers efficiencies and improved reporting to the finance team and the business more broadly. ERP data is fed directly into Phocas Financial Statements, leaving the ERP data intact and ensuring data integrity, while offering a user-friendly interface for faster reporting and resolution on the numbers that drive the business.

What users love about Phocas is it lets them explore their data, following their train of thought to find answers to their questions, completely unrestricted by canned reports and drill paths. Learn more at www.phocassoftware.com.

SMP

Sales Management Plus

CRM, Business Reporting & Analytics

www.gosmp.com

JoeRaventos@goSMP.com



We are a Cloud-Based CRM & Business Intelligence software program designed to help wholesale distributors effectively manage sales and marketing efforts. SMP has pre-built interface modules to the major ERP applications making it easy to integrate SMP with your ERP. We believe distributors need a sales management system that leverages proven sales and marketing techniques from the best-in-class companies in the distribution industry, integrates easily with distributors' legacy and new business system platforms, and combines real-world distribution experience with advanced cloud-based technology.

SMP didn't set out to build the typical kind of CRM system that forces you and your team to adapt to our processes—we set out to build a system that would match distribution best practices from your first day of installation. We understand how you run your business—from identifying and reaching potential customers all the way to post-sales follow-up and customer marketing.

SPARXiQ

Intelligent Sales & Profit Acceleration

SPARXiQ provides the analytics, tools, and training necessary for companies to accelerate performance and profitability.

www.sparxiq.com

info@sparxiq.com



Today's modern, high-performing companies need both data-driven analytics and skills training to continually improve performance. SPARXiQ integrates these two critical elements to help clients accelerate profitable growth.

At SPARXiQ, we bring deep expertise, inspired talent, and relentless energy to uncover new value levers to accelerate our clients' profitable growth. With our help, our clients optimize margins, build more effective sales teams, and improve operations.

Since our inception in 1993, SPARXiQ (formerly SPA/SPASIGMA) has generated billions of dollars of profitable growth for hundreds of organizations, including twenty-five Fortune 500 companies, and is a leading provider of profit-maximizing analytics.

Brown Smith Wallace Advisory Services Free Consultation Offer

This worksheet will allow Brown Smith Wallace Advisory Services to help you get started quickly. It is also a valuable document to have before contacting any software vendor. We can use the data to qualify you as a prospect for each vendor. It is in everyone's best interest not to waste time if there is no fit. This form may be found and completed online at www.software4distributors.com/vendor/resources_consulting_form.aspx or can be faxed to (314) 983-1329. Our team will then set-up your complimentary 30-minute teleconference appointment.

Name _____
Address _____
Phone _____

Title _____
City, State, Zip _____
email _____

Company Background

Company Name _____
Number of Branches _____
Number of Full-time Information Professionals _____

Year Founded _____ Annual Sales (\$) _____
Do you have an eCommerce initiative? _____
Number of Employees With System Access _____

Project Timeline

When would you like to start? _____

When would you like to go live? _____

Current System Information

Software System _____ Last Updated _____ Hardware Platform _____ Last Updated _____

What do you like most about your current system? _____

What do you like least about your current system? _____

System Selection

What are your goals for new software? _____

Describe the capabilities your company wants in a new system: _____

Other: _____

System Sizing Information—Order Processing

Number of Sales Branches _____ Number of Ship-to Addresses _____ Number of Invoices Processed Weekly _____
Average Number of Line Items Per Order _____ Average Number of Line Items Per Back Order _____

System Sizing Information—Inventory Control

Number of Warehouses _____ Number of Inventory Items (SKUs) _____ Average Number of Items Per Branch Warehouse _____

System Sizing Information—Purchasing

Number of Vendors _____ Number of Purchase Orders Monthly _____ Number of Line Items Per Purchase Order _____

System Sizing Information—General Ledger

Number of Companies _____ Number of Divisions _____ Number of Departments _____ Number of Accounts _____

AWARD WINNING INDUSTRY SPECIFIC ERP SOLUTIONS

Durable and Non-Durable Goods | Food | Pharmaceutical



- Distribution
- Manufacturing
- Service & Repair
- Rental
- Retail

With Integrated Advanced Applications



Mobile
Solutions



Business
Intelligence



Suggested
Purchasing



Warehouse
Management



CRM/Marketing
Automation

Why VAI?



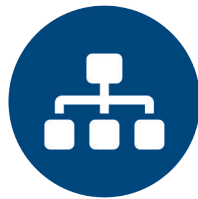
Cloud Based

By moving to the cloud, companies can concentrate on running their businesses and ERP applications while leaving the infrastructure management to the experts.



Single Database

Eliminate disconnected databases and external spreadsheets with a single database that runs all your enterprise applications.



Integrated Applications

VAI solutions eliminate complexity and integration costs, and provide users with effective practical applications that deliver bottom-line results.



Total Cost of Ownership

VAI is well known for offering tremendous value in our technology suite. Companies can save hundreds of thousands of dollars with our Unlimited User License option.



Support

VAI's focus is on your success. To that end, we work in concert with you and your team to design the right technology solution to meet your long-term goals.



Vormittag Associates, Inc.
A Leader in Enterprise Management Software

1.800.824.7776 | sales@vai.net | www.vai.net



Tools to Help You Avoid a Costly Mistake

RESEARCH > EVALUATE > ANALYZE > COMPARE

Select the Right Software System the First Time



The Distribution and Manufacturing, Contractor Supply, and Industrial Supply Guides help you understand the features and functions of software packages that meet your specific needs. Company product summaries and vertical market matrixes supply you with information to compare choices side-by-side. You can find additional resources and request a copy of these items on software4distributors.com or software4manufacturers.com.

