Modernize your Supply Chain Operations with Award Winning ERP Software

VAI S2K Manufacturing Software provides a suite of manufacturing applications to help your company minimize costs, maximize profitability and open new markets.

S2K Manufacturing Applications Include:

- Material Requirements Planning (MRP)
- Shop Floor Control
- Capacity Requirement Planning
- Manufacturing Work Orders
- Finite Scheduling
- Product Quality and Much more
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   Phocas Software — Phocas Software
   SMP — Sales Management Plus
   Strategic Pricing Associates (SPA) — Pricing Analytics,
      Strategy & Training
   Tour de Force — Tour de Force Software Solutions
   Interlink Technologies — WMS

Free Consulting Offer can be found at

Please Note:
The software vendors have provided the information for the
printed and online guides. Brown Smith Wallace Advisory
Services personnel have obtained demonstrations of many
of the listed features. However, Brown Smith Wallace
Advisory Services makes no representation or warranty
related to specific functions or as to the suitability of these
software systems for a specific business or application.

Introduction

Evaluate ... Compare ... Analyze ...
The Manufacturing Software Guide is specifically developed
for the unique needs of the manufacturing community. This
10th edition is designed to assist you, the Manufacturer,
evaluate, compare and analyze software to determine
which products fit your operation.

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

The printed 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 www.software4manufacturers.com
includes more extensive information about each vendor,
the applications and their functionality to assist you in your
research project. Utilize the Evaluation Center to compare
more than 1,500 functions and features side-by-side. We
hope to help you find the best solution to meet your needs.
### Endorsing Organizations

<table>
<thead>
<tr>
<th>Association</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Supply Association</td>
<td><a href="http://www.asa.net">www.asa.net</a></td>
</tr>
<tr>
<td>Association for High Technology Distribution</td>
<td><a href="http://www.ahtd.org">www.ahtd.org</a></td>
</tr>
<tr>
<td>Aviation Distributors and Manufacturers Association</td>
<td><a href="http://www.adma.org">www.adma.org</a></td>
</tr>
<tr>
<td>Bearing Specialists Association</td>
<td><a href="http://www.bsahome.org">www.bsahome.org</a></td>
</tr>
<tr>
<td>Bicycle Product Suppliers Association</td>
<td><a href="http://www.bpsa.org">www.bpsa.org</a></td>
</tr>
<tr>
<td>Business Solutions Association</td>
<td><a href="http://www.businesssolutionsassociation.com">www.businesssolutionsassociation.com</a></td>
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<tr>
<td>Canadian Institute of Plumbing &amp; Heating</td>
<td><a href="http://www.ciph.com">www.ciph.com</a></td>
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<tr>
<td>Cleaning Equipment Trade Association</td>
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<td>DHI</td>
<td><a href="http://www.dhi.org">www.dhi.org</a></td>
</tr>
<tr>
<td>Electronic Components Industry Association</td>
<td><a href="http://www.ecianow.org">www.ecianow.org</a></td>
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<tr>
<td>Equipment Marketing and Distribution Association</td>
<td><a href="http://www.EMDA.net">www.EMDA.net</a></td>
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<tr>
<td>Financial and Security Products Association</td>
<td><a href="http://www.fspa1.com">www.fspa1.com</a></td>
</tr>
<tr>
<td>The FPDA Motion and Control Network</td>
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<td>Heating, Air-conditioning &amp; Refrigeration Distributors International</td>
<td><a href="http://www.hardinet.org">www.hardinet.org</a></td>
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<td>International Sealing Distribution Association</td>
<td><a href="http://www.isd.org">www.isd.org</a></td>
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<td>Industrial Supply Association</td>
<td><a href="http://www.isapartners.org">www.isapartners.org</a></td>
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<tr>
<td>International Glove Association</td>
<td><a href="http://www.igaonline.com">www.igaonline.com</a></td>
</tr>
<tr>
<td>ISSA - The Worldwide Cleaning Industry Association</td>
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<td>International Truck Parts Association</td>
<td><a href="http://www.itpa.com">www.itpa.com</a></td>
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<td>National Association of Electrical Distributors</td>
<td><a href="http://www.naed.org">www.naed.org</a></td>
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<tr>
<td>The Association for Hose and Accessories Distribution</td>
<td><a href="http://www.nahad.org">www.nahad.org</a></td>
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<tr>
<td>National Association of Independent Lighting Distributors</td>
<td><a href="http://www.naild.org">www.naild.org</a></td>
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<td>National Association of Sign Supply Distributors</td>
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<td>National Fastener Distributors Association</td>
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<tr>
<td>National Marine Distributors Association</td>
<td><a href="http://www.nmdaonline.com">www.nmdaonline.com</a></td>
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<td>NPTA</td>
<td><a href="http://www.gonpta.com">www.gonpta.com</a></td>
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<td>National Waste &amp; Recycling Association</td>
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<tr>
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<td>Pacific-West Fastener Association</td>
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<td>Pet Industry Distributors Association</td>
<td><a href="http://www.pida.org">www.pida.org</a></td>
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<td>Power Transmission Distributors Association</td>
<td><a href="http://www.ptda.org">www.ptda.org</a></td>
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<tr>
<td>Professional Beauty Association</td>
<td><a href="http://www.probeauty.org">www.probeauty.org</a></td>
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<td>Purdue University</td>
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<td>Security Hardware Distributors Association</td>
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<td>Specialty Tools &amp; Fasteners Distributors Association</td>
<td><a href="http://www.stafda.org">www.stafda.org</a></td>
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<tr>
<td>Texas A&amp;M University Global Supply Chain Laboratory</td>
<td>id.tamu.edu</td>
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<td>Water and Sewer Distributors of America</td>
<td><a href="http://www.wasda.com">www.wasda.com</a></td>
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<td>Wholesale Florist and Florist Supplier Association</td>
<td><a href="http://www.wffsa.org">www.wffsa.org</a></td>
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<tr>
<td>Woodworking Machinery Industry Association</td>
<td><a href="http://www.wmia.org">www.wmia.org</a></td>
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<td>Pacific-West Fastener Association</td>
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</table>

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

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### Year Company Founded
- ECi Software Solutions: 1999
- Epicor Manufacturing: 1972
- IFS: 1983
- VAi: 1978
- Vision33—SAP Business One for Manufacturing: 1972
- Microsoft: 1989
- Vision 2012: 2002
- Microsoft Business 2012: 1999
- Visa: 1978

### Year First Version Released
- ECi Software Solutions: 2000
- Epicor Manufacturing: 2008
- IFS: 1999
- VAi: 1990
- Vision33—SAP Business One for Manufacturing: 2002
- NetSuite: 1999
- Microsoft Business 2012: 1999
- Vision 2012: 1997

### Current version number as of print
- ECi Software Solutions: 3.2 DSX
- Epicor Manufacturing: 8.00.322
- IFS: 1998
- VAi: 1990
- Vision33—SAP Business One for Manufacturing: 2002
- NetSuite: 2016.1
- Microsoft Business 2012: 5.5
- Visa: 9.1

### Release date of current version (Month - Year)
- ECi Software Solutions: 6/2013
- Epicor Manufacturing: 1/2014
- IFS: 12/2015
- VAi: 1/2014
- Vision33—SAP Business One for Manufacturing: 1/2015
- NetSuite: 11/2014

### System Overview / Manufacturing Environment

<table>
<thead>
<tr>
<th>Feature</th>
<th>ECi Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>IFS</th>
<th>VAi</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>NetSuite</th>
<th>Microsoft Business 2012</th>
<th>Visa</th>
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<tbody>
<tr>
<td>Assemble to order</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<td>Configure to order</td>
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<td>Engineer to order</td>
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<td>✓</td>
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<tr>
<td>Make to order</td>
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<td>✓</td>
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<td>Make to stock</td>
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<td>Job shop</td>
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<td>✓</td>
<td>✓</td>
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</table>

### Bills of Materials / Routings

<table>
<thead>
<tr>
<th>Feature</th>
<th>ECi Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>IFS</th>
<th>VAi</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>NetSuite</th>
<th>Microsoft Business 2012</th>
<th>Visa</th>
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<tbody>
<tr>
<td>Unlimited number of structural levels</td>
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<td>Maintain effective dates</td>
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<tr>
<td>Define reference designators, dimensions, drawings</td>
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### Operation Control

<table>
<thead>
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<th>Epicor Manufacturing</th>
<th>IFS</th>
<th>VAi</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>NetSuite</th>
<th>Microsoft Business 2012</th>
<th>Visa</th>
</tr>
</thead>
<tbody>
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<td>Real-time access to operation information</td>
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### Production Scheduling

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<th>IFS</th>
<th>VAi</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>NetSuite</th>
<th>Microsoft Business 2012</th>
<th>Visa</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ability to view all jobs, operations and resources</td>
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<td>✓</td>
<td>✓</td>
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<td>Analysis of resource load vs. capacity</td>
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<tr>
<td>Interactive rescheduling capability</td>
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<td>✓</td>
<td>✓</td>
<td>✓</td>
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<td>“Drag and drop” rescheduling capability</td>
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<td>Visual display of shop load</td>
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<tr>
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<tr>
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<tr>
<td>Configurable time buckets</td>
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<td>Product family can be defined</td>
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<tr>
<td>Integrates with order management</td>
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<tr>
<td>Integrates with supply chain planning</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
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<td></td>
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<td>Rea-time checks of inventory on hand and future supply</td>
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<td>Change or cancel lines using mass select and change</td>
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<td>Able to cancel orders after picking but before shipping</td>
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<td>Check available to promise throughout supply chain</td>
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Key: 3 = third party, P = partnership
For companies that deal in the production or distribution of real goods, the single biggest factor they can control is the supply chain. With the right tools, optimization processes can be put into place to offset the challenges facing companies today, such as variable demand, long lead times, global supply networks, and real-world production or supply chain constraints. Additionally, in the current challenging economic times, an efficient and effective supply chain may very well be a corporate imperative.

For over 25 years, Demand Solutions has focused on one thing—Supply Chain Planning solutions. By selling market-leading solutions and backing them up with unmatched service and support, Demand Solutions has built a customer base that is the envy of the industry in more than 75 countries. No other firm can boast the almost universal success enjoyed by Demand Solutions’ customers.

Demand Solutions offers feature-rich Supply Chain Planning solutions that are easy to use, quick to deploy, and deliver a dramatic return on investment (ROI).

Benefits:
- Easy to install
- Manages new product introductions
- Supports global implementations
- Enables collaboration
- No more silos of data on departmental spreadsheets

About Demand Solutions
- $66.1 million revenue
- Global product, global support

Create the forecasting and planning experience you want with DSX
DSX is Demand Solutions latest product offering and the next evolution in supply chain planning. Built from the ground up on the latest Microsoft technology stack, DSX provides a combination of ease of use and analytic sophistication. DSX allows you to forecast for any time unit—weeks, months, or quarters—for any item in one database.

For more information visit www.software4manufacturers.com  

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ECi M1 is an enterprise resource planning (ERP) solution, providing total integration and automation of jobs from quoting through invoicing. M1 is a business system designed for small-to-medium manufacturers including job shops, custom, mixed-mode and make-to-order manufacturers. M1 is built with the objective to improve processes. This leads to savings in time, resources and money.

**Essential functions of M1:**
- Maintaining contact details for customers and suppliers
- Scheduling production to efficiently make use of resources
- Managing production jobs through job costing
- Controlling inventory of raw materials, finished goods and subassemblies
- Analyzing pre- and post-sales activities
- Ensuring quality and managing warranties

The implementation and customer service teams will have your M1 system up and running quickly. With dedicated professionals and locations throughout the United States, Australia, New Zealand, the United Kingdom and Europe. ECi M1 will be with you every step of the way. Training and M1 customer service are always available to ensure you get the most from your ECi M1 ERP system.

**Innovative Integration**
Developed for Microsoft SQL Server with a Microsoft Outlook look and feel, M1 runs on Windows 7/8 and Windows Server 2003/2008/2012. This makes the software easy to learn, run and maintain, making it the most cost effective solution. It also integrates with your familiar everyday email and document tools Microsoft Word, Microsoft Outlook and Microsoft MapPoint. State-of-the-art navigation methods allow users to quickly find information.

**Features & Design**
The M1 Start Page features a fully configurable dashboard so that you can monitor pertinent parts of the business. All information is in real-time. Powerful yet easy-to-use customization tools let you tailor M1 grids, forms and reports to your needs. The Mail Merge function allows you to merge M1 fields into any Mail Merge document. Send documents to multiple contacts at once, and include attachments from within any module. Quickly and easily transmit your advertising material to large groups of contacts and increase your marketing power.

**Customization**
With M1, you make the software work for you. Ensure your unique business processes are handled as you see fit. M1 does not force you to fit your business to the software. Additionally, all standard reports can be customized and new reports created using the industry standard Crystal Reports.

**Popular Functionality Modules**

- **Purchasing Management**—M1 Purchasing provides critical information and visibility of all purchasing requirements. It includes complete knowledge of what to buy, when to buy, and how much to buy from each supplier in a real-time environment.
- **Inventory Management**—Control raw materials, finished goods and subassemblies. Ensure accurate stock records through automatic allocations, stock receipts and issues. Obtain accurate stock valuations, view future demands on your inventory, track standard, average and last costs for all parts, and view method of manufacturing for any part.
- **Job Management**—Maximize your competitive advantages with real-time production data. Manage complex production jobs with multi-level BOMs. Capture true labor costs through bar-coded labor reporting. Retrieve job cost reporting in real-time and compare estimate to actual, and much more!
- **Product Configurator**—M1’s Product Configurator will allow you to offer superior service to your customers by simply and easily being able to configure products to their exact needs.
- **Order Management**—Track all details and transactions relating to a specific order. Create jobs for make-to-order items. Improve on-time delivery performance by managing sales orders. View multiple orders at once to plan production demands more efficiently. Manage blanket orders by creating multiple releases for order details. Automatically create backorders when partially completed orders are shipped and email order acknowledgements directly to customers.
- **Labor Management**—Collect and control employees’ labor hours. Define shifts with start and end times, grace periods, and payroll information. View the jobs currently in operation on the shop floor without physically visiting the factory. The Labor Management module integrates with M1’s payroll module for complete payroll functionality.
Epicor Manufacturing is a tightly integrated enterprise resource planning (ERP) software solution for identifying and planning the extended enterprise resources you need to capture, produce, ship and account for customer orders. A distributed, common database provides the ability to access the right information, from the right source, at the right time, empowering all users through the supply chain to make valid, informed decisions. Industry leading technology makes it possible for manufacturers of all sizes, and their trading partners, to derive the benefits of real-time collaboration from Epicor Manufacturing.

Epicor Manufacturing is distinguished by its increasingly broad focus on planning and managing all resources, both within and across location and company boundaries. This expanded scope is most strongly felt in the areas of customer relationship management (CRM), supply chain management (SCM), product lifecycle management (PLM), quality performance management (QPM) and business performance management (BPM) to name only a few. Manufacturers of all sizes have recognized the value of an integrated suite rather than trying to piece disparate solutions together.

Manufacturing Knowledge
Epicor Manufacturing is designed to support the various manufacturing processes including discrete, make-to-order (MTO), engineer-to-order (ETO), configure-to-order (CTO), mixed-mode and make-to-stock environments. Epicor continues a 25-year plus tradition of providing industry leading solutions for rapidly expanding emerging manufacturers alongside mid-sized companies and subsidiaries of large multinationals. Epicor Manufacturing is scalable and modular with rich feature sets; which allow us to support your company’s growth with rapid implementation and easy expansion no matter the size and complexity of your manufacturing process.

Supply Chain Performance
Epicor Manufacturing offers a full range of supply chain management and distribution capabilities built within a single business platform. It provides the right tools to efficiently assemble, ship and deliver so that your customers receive the goods they want, when they want them. It enables manufacturers to truly execute at peak performance.

For more information visit www.software4manufacturers.com
Epicor Software Corporation
Product: Epicor Cloud Manufacturing

www.epicor.com
Contact: Epicor Software Corporation
804 Las Cimas Parkway | Austin TX 78746
(800) 999-6995 | (949) 585-4091 FAX
info@epicor.com

Epicor Cloud Manufacturing is a comprehensive software system for job shops and small manufacturers that is provided in the software as a service (SaaS) model. Epicor Cloud combines broad functionality to create an end-to-end solution for manufacturers. It includes functionality for:
• Customer Relationship Management
• Production Management
• Product Management
• Material Management
• Financial Management
• Business Intelligence

Whether your business is a job shop, fabricator, extruder, stamper, or other type of manufacturer, however you account, cost, or produce, Epicor Cloud is flexible enough to support your manufacturing process, including:
• Assembly
• Make-to-stock
• Make-to-order
• Engineer-to-order
• Mixed-mode

Advantages
Delivered in SaaS model, Epicor Cloud eliminates many of the barriers that keep companies from implementing or upgrading their software.

Epicor Cloud is available to you on-demand, as a service, so there’s no hardware or software to install or maintain—Epicor handles all that for you. Ongoing software updates and system maintenance are provided and managed by Epicor so there’s zero IT overhead. More importantly, it enables you to focus on your core business operations instead of managing IT.

• Developed specifically for the needs of job shops and small manufacturer’s
• Broad functionality in an integrated system
• Effectively manage all aspects operations—sales, inventory, production, and finances
• Provides end-to-end business visibility—trackers, dashboards, and flexible reporting

End-to-End Business Visibility
Epicor Cloud provides everything in one integrated system to manage your business and eliminate the need for separate applications, spreadsheets, and “workarounds” to turn data into information. Since Epicor Cloud is developed on a common relational database, data is shared across applications. New data and changes are immediately propagated through the system, providing up-to-date customer, operational, and financial visibility across the organization at all times.

Software as a Service
Software as a service (SaaS) has become a compelling and credible delivery model for business applications. SaaS, also referred to as “On-Demand” or “Cloud Computing”, eliminates many of the barriers that keep companies from implementing or upgrading their software. More importantly, it enables you to focus on your core business operations instead of managing IT. The Epicor Cloud delivery model is designed to help you reduce complexity, get up and running quickly, and decrease ongoing operational costs.

Minimize IT Complexity
Epicor Cloud is available to you on-demand, as a service, so there’s no hardware or software to install or maintain—Epicor handles all of that for you. All you need is a workstation with an internet connection and users who have access to the system. Ongoing software updates and system maintenance are provided and managed by Epicor so there’s zero IT overhead.

Performance and Reliability
The performance, availability, and security of the Epicor Cloud system are as good, if not better, than that of a typical on-premise software environment. To ensure system reliability Epicor has made significant investments that enable us to offer 99.5% or greater system availability (subject to scheduled maintenance), including:
• Systems hosted in a top-tier SAS70II certified datacenter
• High availability capabilities ensure business continuity
• State of the art physical and virtual security measures
• Data backed up and stored in multiple datacenters
• Global team monitors and manages systems 24x7x365

For more information visit www.software4manufacturers.com
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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-Made 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
IFS™ 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.
Microsoft
Product: Dynamics AX and CRM Online

Microsoft Knows Mixed Mode Manufacturing.
To achieve success in the manufacturing industry, companies must be able to
deliver core manufacturing functionality in one of these major sectors: Discrete,
Process, Lean, Job Shop and Project-based manufacturing. In some cases, one
plant could run all processes; in other cases, the enterprise needs to run mixed
mode. Dynamics AX and CRM can help handle it all.
Dynamics AX and CRM focus on supplying vertical industry ERP and CRM to
Automotive Parts suppliers (T1-T3), and manufacturers in the Aerospace and
Defense, Industrial Equipment, High Tech, Chemicals, Primary Metals (foundries
and service centers), and Life Sciences, Pharma, Biotech, Nutraceuticals, and
Medical Devices sectors.

Discrete Manufacturing
Based on the traditional Bill of Materials and Routing, processes can range
from engineer to order (ETO) all the way to the traditional make to stock. The
most complex is ETO, requires a complex configurator, engineering change
management, and several other key components. The BOM/Routing will
generate discrete work orders that allow the user to manage each process
against a set standard, whether its costs, time, materials or process. Work orders
are the foundation where value is added to raw materials to make finished
goods. CRM identifies and tracks the opportunity which is converted to a sales
quotation, and then dropped into the ERP system to generate the make and buy
recommendations.

Process Manufacturing
Based on the formula and recipe, Microsoft's Dynamics software allows you to
model the inverse BOM (raw material produces coproducts and byproducts),
model the hourglass BOM, and additional sources of materials lost such as
scrap, yield, by products and waste. Essentially the formula will allow you to
model the variability of incoming raw materials as well as variability in the
actual production process. Like discrete, the process equivalent of a work order
is a batch order, the difference is batch orders allow for more variability in the
process, and track more/better material loss components.

Lean Manufacturing
Since lean is very graphical manufacturers can easily use the AX Heijunka board,
generate Kanban moves, and deliver Value Stream mapping to run ERP in a pure
lean environment using Dynamics AX.

Project Based Manufacturing
Companies that build "big things" like space shuttles, or baseball stadiums, or
oil rigs, may run project-based manufacturing. These projects can run for many
months or years, so tracking deep work breakdown structures over time and
budget is essential. Procurement and inventory control also tie their process to the
project, and so the traditional work order may not be robust enough.

For more information visit www.software4manufacturers.com

Microsoft

Customer Base

| 1 to 10 | 11 to 50 | 51 to 200 | 201 to 500 | Over 500 |

Technology
OS: Windows Server, Windows Client, Web Client, Mobile Client
DB: Microsoft SQL Server
Presentation: GUI
Delivery: OnPremise, Hosted with Perpetual Licenses, SaaS
Sales
Entry Price Point: See Resellers for pricing details.
Sales Channel: 100% Through Resellers: >600 Resellers in the US

The ability to run discrete, process, lean, job and projects in a plant or enterprise with a
single ERP system is unique to Dynamics AX. So whether you run one process or all of
them in mixed mode manufacturing, on premise or cloud-based Dynamics AX and CRM
may be the last systems you will ever need to buy.

The Microsoft Dynamics Advantage
Microsoft Dynamics AX ERP solutions facilitate strategic decision making at all levels.
And with enhanced viewing, drilldown, and inquiries for financial, manufacturing,
distribution and support, employees can make firm promises today and plan more
effectively for tomorrow.

Stronger Customer Service
Today’s customers are demanding more value-added services, in addition to strong
customer service. Microsoft Dynamics AX ERP solutions facilitate improvements in order
fill-rates, order response time and much more, all leading to superior customer service.
Microsoft Dynamics CRM delivers real customer visibility and the ability to connect with
them on a practical level for Customer Care and Service scenarios and BI and analytics
to understand how and what they buy and what changes their behavior. That means
more satisfied customers, more repeat business, and positive word-of-mouth in the
channel.

Familiar User Environment
Microsoft Dynamics AX ERP and CRM Online solutions have the look and feel of
Microsoft Office so users can work within a familiar, easy-to-use environment. List-based
navigation and streamlined menus provide everyone in your organization with a clean,
familiar interface that’s tailored to their roles.

Delivered by Microsoft Certified Partners, Manufacturing Industry
Specialists
A Microsoft Certified Partner (https://www.microsoft.com/en-us/dynamics/
manufacturing-partners.aspx) can help you deploy a manufacturing industry-focused
solution. This industry-focused total solution approach lets you take advantage of deep
industry experience, choice of modules you need and rich integrations with Microsoft
Office let your organization take full advantage of existing software investments.

You’ll enjoy low total cost of ownership building on the productivity foundation that
Microsoft Office offers. It's no wonder that installations of Microsoft Dynamics AX ERP
and CRM Online solutions are growing.

Thousands of businesses already know how Microsoft technology can help build success.
To learn more about how Microsoft Dynamics AX ERP and CRM Online solutions can
help you to achieve your goals in the manufacturing industry, call Microsoft Dynamics at

Contact: Microsoft
One Microsoft Way | Redmond, WA 98052
U.S. | Canada Toll-Free (1) (888) 477-7989
saphill@microsoft.com

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## Customer Base

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<td>1 to 10</td>
<td>10%</td>
</tr>
<tr>
<td>11 to 50</td>
<td>20%</td>
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<tr>
<td>51 to 200</td>
<td>30%</td>
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<tr>
<td>201 to 500</td>
<td>20%</td>
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<tr>
<td>Over 500</td>
<td>10%</td>
</tr>
</tbody>
</table>

## Technology

- **OS:** supports any since cloud based
- **DB:** supports any since cloud based
- **Presentation:** Browser-based over the Internet
- **Delivery:** Subscription-based Software-as-a-Service (SaaS)

## Sales

- **Price Point:** $499/month base fee, $99 per user/per month
- **Sale Channel:** Direct and Channel Resellers around the world

## NetSuite Manufacturing Edition

NetSuite is the #1 web-based business software application, giving manufacturing and distribution companies one complete system to run their entire business, from Accounting/ERP to Inventory to CRM to eCommerce. In developing the NetSuite Manufacturing Edition, NetSuite has leveraged experience and lessons learned from thousands of manufacturing customers, complemented with a best practice professional service implementation methodology and our NS-BOS customization platform.

With NetSuite’s back-office capabilities, you can manage financials, order processing, inventory, fulfillment, purchasing and more. With NetSuite’s front-office functionality, you have complete CRM [customer relationship management] and eCommerce and both are linked seamlessly to one another and with back-office inventory management, fulfillment and accounting processes.

NetSuite’s Manufacturing capabilities include:
- Global multi-plant, multi-site management
- Production engineering with ECC
- Demand planning/forecasting
- Materials requirements planning (MRP)
- Project-based management and costing
- Subcontract management
- Costing
- Shop Floor integration

NetSuite gives growing and mid-sized manufacturing businesses a competitive edge:
- Improve decision making with real-time metrics and role-based dashboards.
- Improve productivity by automating manual processes across your entire business.
- Ensure accountability and compliance with robust, auditable accounting.
- Eliminate IT costs and hassles associated with integration and through maintaining and upgrading traditional client-server software applications.
- Graduate from simple desktop accounting packages or from standalone bookkeeping to powerful accounting/ERP that is seamlessly integrated with CRM and eCommerce.
- Customize and extend NetSuite easily to meet your exact needs.

## Pricing

- **Price Point:** $499/month base fee, $99 per user/per month
- **Sale Channel:** Direct and Channel Resellers around the world

## Contact Information

- **Website:** [www.netsuite.com](http://www.netsuite.com)
- **Contact:** Ranga Bodla
- **Address:** 2955 Campus Drive | San Mateo, CA 94403
- **Phone:** (650) 627-1000 | (650) 627-1068 FAX
- **Email:** sales@netsuite.com

## NetSuite offers:

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

## NetSuite features include:

### Accounting
- General ledger
- Accounts receivable, accounts payable
- Advanced financials—revenue recognition
- Budgeting
- Multi-currency

### 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

### Customer Relationship Management (CRM)
- Sales force automation
- Marketing automation
- Customer support and service
- Incentive management
- Offline sales client

### eCommerce
- 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

For more information visit [www.software4manufacturers.com](http://www.software4manufacturers.com) © Brown Smith Wallace LLP, Advisory Services 2016. All rights reserved.
Manufacturers are facing increased pressure from domestic and international competition. With VAI's 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.

VAI's 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 VAI's 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.

www.vai.net
Contact: Maggie Kelleher
120 Comac Street | Ronkonkoma, NY 11779
(631) 588-9500 | (631) 588-9771 FAX
mkelleher@vai.net

Entry Price Point: $29,500 for 10 users
Sale Channel: Direct and Resellers Worldwide
About Vision33
Vision33, Inc. (www.vision33.com) is a leading Enterprise Resource Planning (ERP) solutions provider, focused on providing the SAP Business One application for growing companies.

Through offices located across North America, Vision33 provides the right balance of software, world-class consulting and support services to help manufacturing companies and many other industries better manage and grow their business. As the #1 provider of the SAP Business One application worldwide, Vision33 guides manufacturers from the planning stage to implementation and deployment offering services and support to ensure clients have taken full advantage of the technology to handle their unique business needs.

The best kind of enterprise resource planning (ERP) software is business management software that connects all of your key business functions to provide your company with full visibility into your entire business. Many manufacturing companies with disparate systems struggle to get their accounting software to connect or integrate data with their purchasing and manufacturing software. This creates discrepancies and confusion that makes it difficult to have an accurate status of your business operations. With an integrated ERP system, you no longer need different systems for your finance, human resources, manufacturing, distribution, service, and supply chain management. You can connect your entire operations into a single, centralized software solution to increase efficiencies and streamline processes.

Grow your Business with SAP Business One for Manufacturing
SAP Business One is an integrated ERP solution with a strong MRP component proven to help manufacturing companies grow fast, run simple, and drive profit. This powerful tool allows manufacturing companies to efficiently allocate their resources from quote to cash to ensure on-time deliveries despite short notice changes or new orders.

SAP Business One is a comprehensive manufacturing software solution that includes effective scheduling, capacity planning and operational features that will allow manufacturing companies to get a good return on both their time and monetary investments.

For more information visit www.software4manufacturers.com
We provide comprehensive information about the distribution and manufacturing industry in order to help you make 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.

**Blue Link ERP**

ERP Wholesale Distribution, Inventory Management, Accounting, Contact Management, Order Entry/Processing, Warehouse Management, eCommerce Integration

www.BlueLinkERP.com

learnmore@bluelinkerp.com

We provide integrated inventory and accounting ERP software to small-medium size wholesalers and distributors.

**Kenandy Cloud ERP for Manufacturers**

ERP Manufacturing includes Quote to Cash, Financials, Trade Promotion Management, and Supply Chain.

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Kenandy is the cloud ERP platform for the modern manufacturer. Built on the Salesforce App Cloud, Kenandy enables manufacturers to innovate and grow, while providing the agility required to meet dynamic business conditions.

**Ximple™**

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We provide ERP software to Electrical/Plumbing/HVAC/Lighting Distributors and Light Manufacturers.

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DMSi provides a complete ERP solution for distributors. Their Agility software is specialized for building materials and manages every step of the product cycle, from purchasing and receiving to sales and billing. DMSi focuses on the future, incorporating web-based solutions into their products.

**QAD Cloud ERP**

Automotive; Life Sciences; High Tech; Industrial; Food & Beverage; and Consumer Products.

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Established in 1979, QAD began from a need to address a large gap in complete, integrated business software for manufacturing companies. Today QAD supports customers across 100 countries around the world, in over 4,000 sites with more than 300,000 users. It’s been over three decades focused solely on manufacturing. Our passion is your advantage. Become an Effective Enterprise with us.
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Floral Computer Systems specializes in Floral Industry technology solutions for Wholesale and Grower operations that can interface any accounting system including Quick Books.

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Business Intelligence
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Successful Business Intelligence. Turn your Data into Results. Phocas Software is an award-winning Business Intelligence software used by companies across numerous industries and around the globe.

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dave.lienert@strategicpricing.com
We help companies to improve margins through using a more strategic approach to pricing.

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Reporting, Dashboards, Business Intelligence
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MITS Manufacturing Analytics is powerful business intelligence and reporting software that sits on top of your ERP and other business systems, and gives your team instant insight into daily operations—insight that empowers them to take action and affect change in Sales, Inventory, Pricing, and more.

Sales Management Plus
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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.

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reply@tourdeforceinc.com
Tour de Force software solutions combine the power of your existing ERP system with highly flexible CRM and business intelligence features. Tour de Force was developed for the Distribution and Manufacturing industries by the former owner of an electrical automation distributor.
WMS

Warehouse Management System

www.thinkinterlink.com
info@thinkinterlink.com

Warehouse-LINK® WMS from Interlink Technologies utilizes barcode and mobile computing technology to support all distribution activities and provide web-based access with real-time information to increase warehouse efficiency.
The traditional model of simply manufacturing and selling products is no longer enough in today’s business environment.

Supply chains are now global in nature, customers have more options, and customers want business partners, not just suppliers.

This means that manufacturers and distributors need easy-to-use, flexible manufacturing CRM and ERP software solutions to more effectively manage their business.

Microsoft Dynamics AX and CRM Online address these needs with powerful, flexible, integrated-by-design solutions that also enable users to deliver amazing customer experiences.

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Choose the Correct Software Package the First Time

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

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