Tools to Help You Avoid a Six-Figure Mistake

We make it easy to select & compare Distribution Software

www.software4distributors.com
Get your business set for growth.

To grow your business, you need to reduce cost-to-serve, while delivering an exceptional customer experience. That’s why the leading distribution business software—Epicor Prophet 21® and Epicor Eclipse™—provides integrated inventory management solutions with real-time, converged data analytics, and reporting. One dashboard can manage your orders, production, and financials, and get your business set for growth. Together, we are the Grow Getters.

Get your business set for growth at:

Epicor.com/BSW
# Table of Contents

Introduction .......................................................... 2
How To Create a Digital Transformation Scorecard .. 3
Endorsing Organizations ............................................. 5

## Software Solutions

<table>
<thead>
<tr>
<th>Software Features Matrix</th>
<th>8</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BCR Inc.</strong></td>
<td>11</td>
</tr>
<tr>
<td>Titan Software</td>
<td></td>
</tr>
<tr>
<td><strong>Blue Link Associates Limited</strong></td>
<td>12</td>
</tr>
<tr>
<td>Blue Link ERP</td>
<td></td>
</tr>
<tr>
<td><strong>Computer Insights, Inc.</strong></td>
<td>13</td>
</tr>
<tr>
<td>The Business Edge</td>
<td></td>
</tr>
<tr>
<td><strong>DDI System</strong></td>
<td>14</td>
</tr>
<tr>
<td>InformERP Distribution Software</td>
<td></td>
</tr>
<tr>
<td><strong>Distribution One</strong></td>
<td>15</td>
</tr>
<tr>
<td>ERP—ONE Software</td>
<td></td>
</tr>
<tr>
<td><strong>DMSi Software</strong></td>
<td>16</td>
</tr>
<tr>
<td>Agility</td>
<td></td>
</tr>
<tr>
<td><strong>ECi Software Solutions</strong></td>
<td>17</td>
</tr>
<tr>
<td>ECi Software Solutions</td>
<td></td>
</tr>
<tr>
<td><strong>Epicor Software</strong></td>
<td>18</td>
</tr>
<tr>
<td>Epicor Prophet 21</td>
<td></td>
</tr>
<tr>
<td>Epicor Eclipse</td>
<td>19</td>
</tr>
<tr>
<td><strong>General Data Systems</strong></td>
<td>20</td>
</tr>
<tr>
<td>iDempiere—Open Source ERP System</td>
<td></td>
</tr>
<tr>
<td><strong>Infor</strong></td>
<td>21</td>
</tr>
<tr>
<td>Infor Distribution SX.e</td>
<td></td>
</tr>
<tr>
<td>Infor M3 for Distribution</td>
<td>22</td>
</tr>
<tr>
<td><strong>Mincron Software Systems</strong></td>
<td>23</td>
</tr>
<tr>
<td>Mincron K8</td>
<td></td>
</tr>
<tr>
<td>Mincron SmartDistributor</td>
<td>24</td>
</tr>
</tbody>
</table>

## Software Solutions (continued)

**Oracle NetSuite**
Oracle NetSuite Wholesale Distribution Edition ..... 25

**Savance**
Savance Enterprise ........................................... 26

**SYSPRO**
SYSPRO 7 ...................................................... 27

**Tribridge**
Tribridge Advanced Distribution ..................... 28

**VAI**
S2K Enterprise Software for Distribution .......... 29

**Vision33**
SAP Business One ........................................... 30

**Ximple Solutions, LLC**
Ximple ........................................................... 31

**Add-On (Integrated) Solutions** 32
Floral Computer Systems — SMARTSystem Software
MITS — MITS Distributor Analytics
Phocas Software — Phocas Software
SMP — Sales Management Plus
Strategic Pricing Associates (SPA) — Pricing Analytics, Strategy & Training
Tour de Force — Tour de Force Software Solutions

Free Consulting Offer (can be found at www.software4distributors.com/vendor/resources_consulting_form.aspx.)

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.
The Distribution Solutions Guide is the only software selection guide specifically developed for the unique needs of the distribution community. This 27th edition is designed to assist you, the Wholesale Distributor, 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 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.software4distributors.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.
Digital Transformation is the use of technology to radically improve the performance and reach of enterprises. Transformation means that digital usage enables new types of innovation and creativity rather than simply enhancing and supporting traditional methods.

There are three components to digital transformation (a) Improving and creating a consistent customer experience (b) automating or improving processes by using digital technology and (c) rethinking/recreating business models. Companies must tackle the customer experience and process automation altogether to be able to achieve digital transformation.

A. Improving the Customer Experience
Distributors interact with customers at the counter, in the call center, and at their e-commerce site. In addition, some distributors are using kiosks or tablets in a showroom or on a mobile device at a jobsite or other customer location. Creating a user experience that is consistent regardless of where the customer experience occurs is at the heart of digital transformation.

McKinsey & Company published research on this topic in 2014. In their report they found that, “The fact is that consistency on the most common customer journeys is an important predictor of overall customer experience and loyalty. Becoming a company that delivers customer-journey excellence requires many things to be done well. But we’ve found that there are three priorities. First, take a journey-based approach. Second, fix areas where negative experiences are common. Finally, do it now.”

One important reason to look at the customer journey is that customers may start their experience in one channel (online) and complete it at the counter or at a branch. Customers may also use their phone at the job site or at their desk to complete the order. In an omni-channel world it’s very hard to predict where and how customers are placing orders.

While creating consistency is difficult, we at BSW Advisory Services strongly suggest executing on McKinsey’s second recommendation; fix areas where negative experiences occur. Does it take too long at the counter because you’re not using signature capture devices and dealing with paper receipts or inefficient credit card processing? Is your RMA/Return handling process broken? Regardless, turn a critical eye on areas that you know are problems and fix those first.

B. Improving Processes
Deploying new technology alone is not a digital transformation. Merely automating some of your current processes may increase output, but delivering sub-standard products and services faster can actually reduce overall Customer Satisfaction. Another common mistake is to automate only the portions of your end-to-end process that are easiest to do first. This will lead to internal process bottlenecks which can cause new forms of waste and may prevent the customer from experiencing any improvement despite your investment.

Digital Transformations are best accomplished by using the concept from Lean of Value as perceived by the customer, then redesigning the entire end-to-end business process to deliver that value, and applying leading edge technology to implement the newly transformed processes.

SMAC is the driving force
Four technologies have converged to drive this digital transformation: social, mobile, analytics and cloud or SMAC. Social media provides businesses with new methods for connecting to and interacting with customers. Mobile has changed the way people communicate, shop, and work by creating an always connected experience. Analytics allows businesses to anticipate and facilitate customer behavior through analyzing business transactions for how, when, and where customers are buying goods and services. Cloud computing provides a turnkey platform for hosting software applications and data.

CapGemini, a global transformation consulting company states that “SMAC technologies are the new change agents in enterprise IT.” When implemented, these technologies combine to provide an integrated solution for digitally transforming an organization.

Social technologies allow for the rapid sharing and creation of knowledge over social networks, which enhances collaboration and information distribution across a business. People are the most valuable asset of any organization, and social technologies help unlock the knowledge contained in those individuals, by facilitating the dissemination of that knowledge to drive business results.

Mobile technologies are continuing to evolve, reshaping the technology landscape. The growth in smart devices is bringing about an era of ubiquitous connectivity. Users are now able to access information and perform tasks anywhere, at any time.

Analytics enhance supply chains, facilitate marketing, and optimize existing customer relationship management processes. The immersive data processing power of Big Data analytics allows companies to deconstruct new forms of data in the cloud, which generates unprecedented insight into customer needs.

Cloud technology is the linchpin of the SMAC stack—and it is quickly becoming the new foundation of the IT ecosystem. Cloud computing lends businesses a newfound agility, breaking down the barriers of geography and cutting the costs associated with physical server maintenance. With limitless scalability, the cloud powers the transformative combination of social, mobile, and analytic technologies.

Key challenges for distributors
Digital Transformation is not easy. Some of the key challenges that many companies are facing include:

1. Fragmented Business Process: Every company has numerous business processes operating under the current model. Most business processes are focused on functionality or task driven and are not customer-centric. Analytics may not provide accurate or appropriate information to determine the effectiveness of the process. In most distribution companies, there is no formal process for collecting and incorporating customer feedback to improve the process.

2. Legacy Technology: Legacy systems (Out-of-date ERP systems usually with character based user interfaces built on old programming languages, databases, and business processes) can be inflexible and difficult to integrate with other applications such as CRM and e-Commerce. The systems definitely are not mobile or internet friendly.

For more information visit www.software4distributors.com
Obsolescence risk is very high as the hardware and operating systems are difficult and expensive to maintain. In addition, the support staff for these systems are shrinking as long-time experienced employees retire from the work force.

Andy Kyte, vice president and Gartner Fellow states, “Early ERP adopters, particularly … enterprizes in … distribution industries, are paying the penalty of a decade or more of excessive customization. A system that is not sufficiently flexible to meet changing business demands is an anchor, not a sail, holding the business back, not driving it forward.” Mr. Kyte said that so many business executives have expressed real concern about the lack of flexibility in their business applications portfolio that Gartner now defines legacy as: “any system that is not sufficiently flexible to meet changing business needs.” Under this definition, heavily customized ERP implementations are very much at the forefront of the next wave of system replacements.

3. Culture: The majority of the current generation of leaders of distribution companies will be retiring in the next 10 years. These leaders must prepare their companies for the day when the new generation of leaders take over. This transition includes changing the culture of their companies to adopt digital transformation initiatives.

Recognition of Omni-channel Sales: The majority of the time, commercial transactions now start on the web. A 2011 survey by the Corporate Executive Board found that sales reps don’t get involved with the purchasing process until it is 60% completed. Google did some of the initial research on this subject and refers to this moment as the Zero Moment of Truth. This is the first moment when someone starts to think about something they want to buy. Of course, Google’s strategy was to convince consumers that they should go online and conduct a Google search. They were very successful at this. The lesson from Google is to “be there” at the ZMOT and stay with them throughout their search process. This requires “extensive, relevant content – product, news, keywords, and AdWords and a web platform with content management, SEO, and search that is easy to use and connects to social media.” Recognizing this new reality requires a broader approach to sales and marketing than just creating an e-commerce site. It means integrating mobile, social media (Facebook, Twitter, LinkedIn, etc) and e-mail marketing into your sales strategy.

C. Creating business models and your own Digital Transformation Scorecard

When BSW Advisory Services conducts technology evaluations and replacement projects, we analyze the state of the company transformation efforts to assess their progress. We then prepare a scorecard of the results and show where on the path of digital transformation a company is. See our model:

1. ERP System
   a. Sales & Order Processing
   b. Inventory Planning
   c. Warehouse Management
   d. Automated Financial Practices

2. Customer Relationship Management (CRM)
   a. Sales Force Automation
   b. 360° View

3. Mobile
   a. Sales & Order Processing
   b. Delivery
   c. BI
   d. Alerts

4. E-Commerce
   a. PIM—Product Information Management
   b. CMS—Content Management System
   c. Cart
   d. Integrations

5. Social
   a. Social Media
   b. Web presence
   c. Customer Interaction
   d. Marketing Automation

6. Workflow
   a. Alerts and Notifications
   b. Process Authorizations

Conclusion

It is important for distributors to recognize that the technology landscape has permanently changed and they need to accept:

1) Old legacy green screen systems have out lived their useful lives and need to be replaced. The fact that your data entry clerks can slam in orders quickly doesn’t offset the training costs for new staff, costly, and inefficient screen churn, poor reporting capabilities, and a long, long list of other costs and limitations that are inherent in these systems.

2) Systems of engagement that are customer facing such as CRM/SFA, customer portals, and social media interactions must exist and must integrate with your traditional systems of record (ERP System). (Geoffrey Moore coined the terms “system of record and engagement” which have become accepted phrases. Google him to learn more.)

3) Access to email and business data from your mobile device is critical. This empowering your sales people with customer information at their fingertips or alerts your managers when specific events (late shipments, customer on credit hold, orders that exceed a specified dollar amount) occur. In an always connected world, this functionality is a must.

4) E-commerce is a critical component of your sales process and must include many B2C features that satisfy the business user. Integration with your ERP system must exist, so that product data can be standardized and transaction can be efficiently processed.

We welcome the opportunity to work with you. 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.

About the Brown Smith Wallace Advisory Services Business Process and Systems Group

We have been serving the distribution community for almost 27 years through the publication of the Distribution Software Guide, writing articles and industry research, giving complementary advice to distributors, and providing fee-based consulting services to companies who need assistance.

Reference

1 “Accelerate Your Transformation: Social, Mobile, and Analytics in the Cloud,” by CapGemini Consulting.
Endorsing Organizations

American Supply Association
www.asa.net

Association for High Technology Distribution
www.ahtd.org

Aviation Distributors and Manufacturers Association
www.adma.org

Bearing Specialists Association
www.bsahome.org

Bicycle Product Suppliers Association
www.bpsa.org

Business Solutions Association
www.businesssolutionsassociation.com

Canadian Institute of Plumbing & Heating
www.ciph.com

Cleaning Equipment Trade Association
www.ceta.org

DHI
www.dhi.org

Electronic Components Industry Association
www.ecianow.org

Equipment Marketing and Distribution Association
www.EMDA.net

Financial and Security Products Association
www.fspa1.com

The FPDA Motion and Control Network
www.fpda.org

Heating, Air-conditioning & Refrigeration Distributors International
www.hardinet.org

Heating, Refrigeration and Air Conditioning Institute of Canada
www.hrai.ca

International Sealing Distribution Association
www.isd.org

For more information visit www.software4distributors.com © Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
Endorsing Organizations

Industrial Supply Association
www.isapartners.org

International Glove Association
www.iga-online.com

ISSA - The Worldwide Cleaning Industry Association
www.issa.com

International Truck Parts Association
www.itpa.com

National Association of Electrical Distributors
www.naed.org

The Association for Hose and Accessories Distribution
www.nahad.org

National Association of Independent Lighting Distributors
www.naild.org

National Association of Sign Supply Distributors
www.signs.org

North American Building Material Distribution Association
www.nbmda.org

National Fastener Distributors Association
www.nfda-fastener.org

National Marine Distributors Association
www.nmdaonline.com

NPTA
www.gonpta.com

National Waste & Recycling Association
www.wasterecycling.org

Outdoor Power Equipment and Engine Service Association
www.opeesa.com

Pacific-West Fastener Association
www.pac-west.org

Pet Industry Distributors Association
www.pida.org

For more information visit www.software4distributors.com © Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
To provide this guide as a benefit to your members, please call (314) 983-1393 or email snelson@bswllc.com.
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Primary or Preferred Platforms</th>
<th>Linux</th>
<th>IBM i</th>
<th>Unix</th>
<th>Windows</th>
<th>Other</th>
<th>Database Manager or File System Name</th>
<th>Applications Run on Same Database</th>
<th>Separate Facilities Can Share Same Database</th>
<th>Applications Run on Different Database</th>
<th>Primary Programming Language</th>
<th>Able to Operate As True Windows Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCR Software</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>SAP/SQL</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Pascal/Assembler</td>
<td>✓</td>
</tr>
<tr>
<td>Blue Link</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>MS SQL Server</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>VB.NET</td>
<td>✓</td>
</tr>
<tr>
<td>Computer Insights</td>
<td>Lenovo</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>No SQL</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>C</td>
<td>✓</td>
</tr>
<tr>
<td>DDI System</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>UniVerse/MS SQL Server</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>VB.NET</td>
<td>✓</td>
</tr>
<tr>
<td>Distribution One</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>Progress, MS SQL Server</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>.Net</td>
<td>✓</td>
</tr>
<tr>
<td>DMSi Software</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>Progress</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>.Net, Progress</td>
<td>✓</td>
</tr>
<tr>
<td>ECI Software Solutions</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>MS SQL Server, MySQL, Oracle, MS Access, MS Visual FoxPro</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>C#, JAVA, VB, and more</td>
<td>✓</td>
</tr>
<tr>
<td>Epicor Prophet 21</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>MS SQL Server</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Sybase PowerBuilder</td>
<td>✓</td>
</tr>
<tr>
<td>Epicor Eclipse</td>
<td>Linux</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>Rocket/U2</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>JAVA/Pick</td>
<td>✓</td>
</tr>
<tr>
<td>General Data Systems</td>
<td>Any</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>PostgreSQL, Oracle</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>JAVA</td>
<td>✓</td>
</tr>
<tr>
<td>Infor Distribution SX.e</td>
<td>Open, Any</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>Progress</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>JAVA, Progress</td>
<td>✓</td>
</tr>
<tr>
<td>Infor M3 for Distribution</td>
<td>Any</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>IBM i5/OS, Windows, Solaris (Unix), AIX</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>JAVA, Progress</td>
<td>✓</td>
</tr>
<tr>
<td>Mincron K8</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>Oracle</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>KCML, JAVA</td>
<td>✓</td>
</tr>
<tr>
<td>Mincron SmartDistributor</td>
<td>IBM Power System</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>DB2, MS SQL Server</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>JAVA, RPG ILE</td>
<td>✓</td>
</tr>
<tr>
<td>Oracle NetSuite</td>
<td>Any Web Browser</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Oracle</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>JAVA</td>
<td>✓</td>
</tr>
<tr>
<td>Savance</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>MS SQL Server</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>VB.NET &amp; C#</td>
<td>✓</td>
</tr>
<tr>
<td>SYSPRO</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>MS SQL Server</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>.NET</td>
<td>✓</td>
</tr>
<tr>
<td>Tribridge</td>
<td>Microsoft, NetSuite</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>Various</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Various</td>
<td>✓</td>
</tr>
<tr>
<td>VAI</td>
<td>IBM Power Systems</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>DB2 for i</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>RPG ILE</td>
<td>✓</td>
</tr>
<tr>
<td>Vision33—SAP Business One</td>
<td>Windows</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>MS SQL or SAP HANA</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Ximple Solutions</td>
<td>IBM Power Servers</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>DB2</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>SQL, JAVA</td>
<td>✓</td>
</tr>
<tr>
<td>Company Name</td>
<td>Installed Customer Base (by billing addresses)</td>
<td>Total Installed Customers</td>
<td>Total Installs last 12 months</td>
<td>New Releases Frequency (months)</td>
<td>Sold &amp; Support by Vendor</td>
<td>Sold &amp; Support by Dealer</td>
<td>Released by Vendor</td>
<td>Custom Modifications Made by Vendor</td>
<td>Custom Modifications Made by Dealer</td>
<td>National User Conference is Held</td>
<td>Prospects Can Attend User Conference</td>
<td>User Participates in Enhancements</td>
</tr>
<tr>
<td>------------------------------</td>
<td>------------------------------------------------</td>
<td>---------------------------</td>
<td>-------------------------------</td>
<td>---------------------------------</td>
<td>--------------------------</td>
<td>--------------------------</td>
<td>----------------------</td>
<td>-------------------------------------</td>
<td>------------------------------------</td>
<td>-----------------------------------</td>
<td>-------------------------------------</td>
<td>---------------------------------</td>
</tr>
<tr>
<td>BCR Software</td>
<td></td>
<td>128</td>
<td>6</td>
<td>4</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Blue Link</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Computer Insights</td>
<td></td>
<td>250</td>
<td>20</td>
<td>6</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>DDI System</td>
<td></td>
<td>800+</td>
<td>100+</td>
<td>75+</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Distribution One</td>
<td></td>
<td>400+</td>
<td>48</td>
<td>21</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>DMSi Software</td>
<td></td>
<td>403</td>
<td>32</td>
<td>38</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>ECI Software Solutions</td>
<td></td>
<td>8000+</td>
<td>300+</td>
<td>50+</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Epicor Prophet 21</td>
<td></td>
<td>1800+</td>
<td>NP</td>
<td>NP</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Epicor Eclipse</td>
<td></td>
<td>700+</td>
<td>NP</td>
<td>NP</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>General Data Systems</td>
<td></td>
<td>NP</td>
<td>NP</td>
<td>NP</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Infor Distribution SX.e</td>
<td></td>
<td>1000</td>
<td>NP</td>
<td>NP</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Infor M3 for Distribution</td>
<td></td>
<td>NP</td>
<td>NP</td>
<td>NP</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Mincron K8</td>
<td></td>
<td>800+</td>
<td>30+</td>
<td>40+</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Mincron SmartDistributor</td>
<td></td>
<td>100+</td>
<td>NP</td>
<td>NP</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Oracle NetSuite</td>
<td></td>
<td>30,000+</td>
<td>NP</td>
<td>NP</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Savance</td>
<td></td>
<td>50</td>
<td>8</td>
<td>5</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>SYSPRO</td>
<td></td>
<td>15,000+</td>
<td>NP</td>
<td>NP</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Tribridge</td>
<td></td>
<td>Various</td>
<td>Various</td>
<td>Various</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>VAI</td>
<td></td>
<td>1000+</td>
<td>22</td>
<td>34</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Vision33—SAP Business One</td>
<td></td>
<td>55,000+</td>
<td>NP</td>
<td>NP</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Ximple Solutions</td>
<td></td>
<td>29</td>
<td>7</td>
<td>2</td>
<td>22</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

Key: NP = not provided

For more information visit www.software4distributors.com © Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
# Software Features Matrix

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Accounts Receivable</th>
<th>Activity Based Costing</th>
<th>Bar Coding</th>
<th>Check Reconciliation</th>
<th>Contact Manager</th>
<th>Cylinder/Container Tracking</th>
<th>Document Imaging</th>
<th>eBusiness/Internet</th>
<th>Electronic Catalog</th>
<th>Electronic Data Interchange (EDI)</th>
<th>Executive Information Systems</th>
<th>Fixed Assets</th>
<th>Forms Management</th>
<th>Freight Management</th>
<th>General Ledger</th>
<th>International Currency</th>
<th>Inventory</th>
<th>Job Cost</th>
<th>Light Manufacturing</th>
<th>Payroll</th>
<th>Project Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCR Software</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>N</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>N</td>
<td>N</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Blue Link</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>N</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>N</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DDI System</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>O</td>
<td>J</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>N</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Distribution One</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DMSi Software</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>O</td>
<td>N</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Epicor Prophet 21</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Epicor Eclipse</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Data Systems</td>
<td>B</td>
<td>B</td>
<td>N</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>3</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Infor Distribution SX.e</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Infor M3 for Distribution</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mincron K8</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mincron SmartDistributor</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SYSPRO</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>3</td>
<td>O</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>VAI</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vision33—SAP Business One</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>O</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>B</td>
<td>B</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Module Integration:  
- **B** = Base  
- **O** = Optional  
- **3** = Third Party  
- **N** = Not Supported

For more information visit www.software4distributors.com  
© Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
BCR Inc.
Product: Titan Software

Titan Software is a solid ERP and Distribution Software solution that offers fully integrated Wireless Warehouse Management, eCommerce, Order Entry/POS, Inventory management (with min/max, extended EOQ and service level functions), manufacturing assemblies, extensive product pricing functionality, job tracking, payroll and time clock/job clock systems.

Capabilities:
- Document Imaging of incoming documents for efficient access
- Order entry for quotes, orders, invoices, credits, RMAs
- Purchasing PO auto creation and buyer's workbench
- Inventory
- Job costing
- Workflow, work orders
- Manufacturing, assembly
- Report writer w/Excel and PDF output - Auto-Email
- A/R, A/P, G/L
- Fixed assets
- Payroll
- CRM w/user defined groupings and auto generation
- Commission management (with tiered rates that can be set by item; territory tracking)
- Business Analysis and Reporting
- B2B eCommerce
- Wireless Warehouse Management
- Executive Information and Management
- Salesforce Automation
- Automated Email and Faxing capabilities
- All notes are Date and Time Stamped when Updated
- Dynamic links to Excel
- Built-in Fax Server
- Licensed by Concurrent User
- Up to 12 Software Updates Per Year

Tools:
- Automatic Order Entry Email
- Batch Faxing or Emailing of Invoices or Statements
- Credit Card Processing
- Document Imaging
- Lot Tracking
- Signature Capture
- Wireless Technology

Why is Titan Software right for you?
Our attention to detail from implementation and data conversion through go live and after sale support is second to none. We also have industry leading maintenance costs, included software updates, and a direct sales channel.

- PDA and tablet PC technology (For remote access)
- Built-in forms/reports designer to plain paper
- EOQ (Economic order entry), Buyer's Workbench
- Automatic lead time calculation by vendor
- UPS world ship and FedEx integration
- Partial and decimal quantities, cost and pricing up to five places (.00001)
- Multiple picking locations by warehouse by item
- Line item drop-ships and auto-create POs at order entry
- Report writer: add report name to a drop down menu
- Automatic emailing of sales to associated salesperson
- Copy any transaction to another
- Quick order entry from customer sales history workpage
- Tag a photo image to item and display it at order entry
- Landed cost as well as FIFO, LIFO and Average costing
- Serial number tracking and warranty tracking
- Broadcast faxing and emailing (statements, invoices)
- Email notification of user defined key events
- EDI processing
- Automatic AP PO item cost reconciliation to receipt
- Unlimited office and warehouse location tracking
- Bin quantity tracking within each warehouse
- Pull up website links to items and vendors at OE
- Executive dashboard (AR, AP, Sales, Bank balances)
- Assemblies, kits (5 types) and light manufacturing
- Rebates for customers and vendors
- Quick sell pop-up tool at order entry
- Set price by specific GP% on fly at order entry
- Rental tracking and repair
- Call Tracking functionality for customer management
- Consignment warehouse
- Soft close month and year end eliminates downtime each month
- Cycle counting
- Delivery signature capture via touch screen smart phones
- Purchasing worksheet/checklist
- Warranty and repair tracking through vendor return function

Customer Base

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

Technology

OS: Windows
DB: SAP/SQL
Presentation: GUI
Delivery: OnPremise

Sales

Entry Price Point: $2,000+ for 1 user
Sale Channel: Direct in the U.S. and Canada

www.bcrsoftware.com
Contact: Bruce Crozier or Barry Evans
413 Montbrook Lane | Knoxville, TN 37919
(866) 694-2007 | (865) 694-2008 FAX
sales@bcrsoftware.com

For more information visit www.software4distributors.com

© Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
Blue Link ERP is a 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 - 150 employees. Blue Link is offered as a hosted or on-premises solution and is a multi-user and multi-currency system that integrates tightly with Microsoft Office (Word, Access, Excel and Outlook).

Blue Link ERP—integrated accounting, inventory management and contact management software—offers robust functionality for wholesalers and distributors. Blue Link provides advanced functionality available out-of-the-box plus various add-on components. 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, and 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

**eCommerce**
- Business-to-Business online ordering
- Business-to-Consumer integration
- Marketplace integration

**OS:** Windows  
**DB:** MS SQL Server  
**Presentation:** GUI  
**Delivery:** On-Premises and Cloud-Based/Hosted  
**Entry Price Point:** Cloud-Based Starts at $500/month  
**Sales Channel:** Direct in North America and the Caribbean

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 customers or management may want.

**Industries Served**
Blue Link is the perfect fit for wholesale and distribution businesses 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.

**Deployment Methods**
Blue Link offers both hosted (cloud-based) and on-premises deployment methods for our inventory management and accounting software. There are many differences between our on-premises and hosted/cloud software including up-front costs and pricing structures. When dealing with our customers, Blue Link offers free consulting to help determine what method is best suited to their individual needs. Customers are also able to switch easily from one method to the other at any point in time. As your business operations evolve so do your needs, and with Blue Link you always have options.

**Customization**
Unlike most software packages that force you to adapt your business to suit their processes because they lack required functionality for distributors and wholesalers, we provide a comprehensive solution with wholesale/distribution functionality that can be readily customized to match your specific business processes. The result is higher productivity, more meaningful reports and better business decisions. With Blue Link Elite, 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

www.ci-inc.com
Contact: Dennis R. Cowhey
108 Third Street | Bloomingdale, IL 60108-2912
(800) 539-1233 | (630) 893-4030 FAX
sales@ci-inc.com

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.
Embedded customer engagement tools to elevate and strengthen the rise of online ordering, the bar for modern B2B online purchasing experiences has been raised by consumer touch-oriented eCommerce sites. DDI System's Inform eCommerce customer portal directly connects to Inform, providing real-time price and stock and eliminating double down into orders, invoices, sales 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.

**Become a Distributor of Choice.**

- **Embedded customer engagement tools to elevate and strengthen relationships.** Inform combines the power of a proprietary blend of CRM and deeply integrated Customer Engagement tools to help create connection opportunities and meaningful conversations with your customers. The Inform CRM contact screen drives engagement and elevates your customer's experience through conversational touchpoints like personal 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.

- **Portable access for sales teams to customer-specific data that drives performance.** MobiOrder delivers real-time, touch-enabled mobile access to sales order creation, customer sales, customer account details and territory performance dashboards. Allow your sales team to drill down into orders, invoices, sales history and customer specific information— anytime, anywhere. Leverage touch-friendly web interface on any tablet, laptop or smartphone, regardless of the operating system.

- **Built-in analytics and demand forecasting dashboards for insight into key performance metrics.** Inform delivers unparalleled reporting capabilities and the power to make better, faster decisions at your fingertips. Inform provides insight into every aspect of your business with easy, powerful tools built right into our software, eliminating the use of third party solutions. Additionally, users can customize dashboards and reports to meet their individual and business needs. Alternatively, users can also select from the more than 50 pre-built reports from our library to download and import into Inform.

- **Mobile responsive eCommerce storefronts to engage customers and provide an exceptional client experience 24/7.** Exceed customer expectations with a mobile-ready available, easy-to-use storefront. With the rise of online ordering, the bar for modern B2B online purchasing experiences has been raised by consumer-oriented eCommerce sites. DDI System’s Inform eCommerce customer portal directly connects to Inform, providing real-time price and stock and eliminating double entry or overnight synchronizing of products, orders, pricing or inventory.

**Get more done in less time.** Inform helps distributors uncover inefficiencies and lower operational costs. Inform ERP Software is designed to optimize distribution operations—creating lean inventories, managing financials, delivering performance analytics and more.

**Key benefits:**

- Preparatory blend of embedded CRM and customer engagement tools.
- Industry specific feature sets to solve future business challenges.
- Mobile-optimized, real-time connected eCommerce storefronts.
- End-to-end solution with ongoing, innovative upgrades at no cost.
- Predictive analytics to strengthen business operations.
- Intuitive user defined dashboards for a 360° view of your operations.

**Seamless transitions and exceptional US based support.** 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 your service 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, 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. Our programmers have a passion for the distribution industry and future technology trends which ensures Inform remains innovative. Whether it’s adding ACH payments to your eCommerce offering, developing Cloud user interface, enhancing automated order and A/P entry, delivering improved customer engagement management calendars and elevating CRM capabilities, our team delivers solutions that keep you on the cutting edge of technology and innovation, all while maintaining a focus on the customer first.

**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 gives you more. Inquire about a personalized consultation and demonstration, call (877) 599-4334, email sales@ddisys.com, ddisystem.com.
Distribution One
Product: ERP—ONE Software

www.distone.com
Contact: Sales
4004 Church Road | Mount Laurel, NJ 08054
(856) 380-0626 | (856) 222-0061 FAX
info@distone.com

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 in Irving, Texas 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 Europe.

Distribution One’s 8000+ operate in a variety of industries worldwide from fasteners, adhesives, industrial supply, and food service to electrical, retail, hardware, and janitorial supply to name a few. Wholesale 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, Invoicing, and Purchasing to Inventory & Warehouse Management and General Ledger activities. ERP-ONE also provides frequently requested features like Quality Control Tracking, RF Scanning, VMI (Vendor Managed Inventory), Lot Control, and supplemental components like EDI (Electronic Data Interchange) and API (Application Program Interface).

Utilizing advanced Windows technology, ERP-One is a 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, unrivaled efficiency, and unparalleled data access like never before. Moreover, the availability of Mobile Apps 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 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—Give your team new ways to access the information needed to make them more productive and come to the right decisions.
• Rapid Implementation—With our rapid implementation techniques you will be 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.

Support
We provide friendly, live US-based customer support. You can make unlimited support calls and will receive product updates included with 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 online at www.distone.com.
DMSi Software
Product: Agility

www.dmsi.com
Contact: DMSi Software
17002 Marcy Street, Ste. 200 | Omaha, NE 68118
(800) 347-6720 | (402) 330-6737 FAX
sales@dmsi.com

COMPANY
DMSi provides business and accounting software to the lumber and building materials industry. Their Agility software supports over 10,000 users and more than 350 businesses. Customers range from small production shops to businesses with +100 locations.

Founded in 1976, DMSi is independently owned and privately held. Operations, including software development and customer support, are located in Omaha, NE.

PRODUCT OVERVIEW
DMSi’s flagship product, Agility ERP, is a complete software solution for distributors. It’s a central point to manage every area of operation:

• Inside/Outside Sales (CRM, e-Commerce, customizable order entry, mobile apps)
• Purchasing/Inventory Management (EDI, suggested purchasing, centralized and intra-branch purchasing)
• Production (resource scheduling, material optimization, cost allocation on custom jobs)
• Warehouse Management (WMS, cycle counts, printing, barcodes)
• Routing and Logistics (proof of delivery mobile app, routing optimization with GPS)
• Integrated Accounting (A/R, A/P, G/L, sales tax automation)
• Business Intelligence (advanced reporting, custom reports)

Streamlined processes and increased automation mean businesses can grow the bottom line without increasing headcount.

A COMPLETE SOLUTION
Agility is more than a collection of features and functions. It’s a system that transforms the way businesses operate. DMSi’s customers lead their markets and outperform their competitors by improving efficiency, cutting waste and providing better, more responsive service.

Know your business down to the penny. Integrated accounting shows A/R, A/P, and G/L in real-time. Sales tax automation means there are no year-end surprises.

Conduct business electronically. EDI-ready capabilities meet the standards for doing business with big box stores and trading groups. APIs allow smooth integration with vendors’ online portals. Interfaces with major vendors eliminate the need for duplicate order-entry.

Technology
OS: Windows
DB: Progress
Presentation: GUI, Browser, Tablet, Mobile
Delivery: Hosted, SaaS, OnPremise

Sales
Entry Price Point: Contact DMSi Sales
Sales Channel: Direct

Track inventory, orders and deliveries in real-time. Integrated proof-of-delivery mobile app provides seamless communication between delivery drivers and the home office. GPS routing and logistics solution determines the most effective travel routes to minimize drive time and mileage.

Accurately track costs and inventory across locations. Reload/Public warehouse management lets you cost, price, sell and ship inventory from third-party warehouses. Check the delivery cost and margin of each shipment by using freight allocation.

Customize features to your business. Create interfaces for a specific user or department. Adjust workflows around your business processes. Easily build and automate custom reports for employees, managers and executives.

SERVICE & SUPPORT
DMSi’s best-in-class solutions are grounded in the knowledge and expertise of its people. Team members draw on their backgrounds as accounting, business management and technology professionals to position customers for success. Consulting in areas such as pricing optimization, customer stratification and process improvement help DMSi’s clients maximize profitability.

DMSi prides itself on strong, long-standing relationships with customers. The company’s service culture emphasizes personal attention and frequent communication. From implementation and go-live, through support and consulting, customers know they can reach an Omaha team member, 24/7.

TECHNOLOGY FOR GROWTH
DMSi is on the front line of software development. The company was among the first to offer a cloud-based ERP solution and continues to leverage new technologies such as Platform as a Service (PaaS) and Rapid Application Development (RAD). Recent products include Agility | DIY which allows businesses to quickly design and deploy their own mobile apps.
ECi Software Solutions

Customer Base

Not Provided

www.ecisolutions.com
Contact: ECi Software Solutions
4400 Alliance Gateway Freeway, Ste. 154 | Fort Worth, TX 76177
(866) 374-3221
info@ecisolutions.com

Our mission
We are industry experts supporting the entrepreneurial spirit and profitable growth of small and medium size enterprises like yours. Get started! Call ECi Software Solutions today.

Create efficiency for your business
Bring efficiency and profitable growth with industry-specific ERP business management and e-commerce systems. The solutions are designed for growing and mid-sized companies to boost internal efficiency and profitability, reduce labor costs and improve management oversight. Solutions are delivered both as on-site applications and via the cloud. We serve the office products; office furniture; service technology and MPS; lumber, building materials and hardlines; and discreet manufacturing industries.

• Automate operations from quote to billing
• Simplify accounting
• Optimize inventory
• Fast point-of-sale
• Reduce paper flow with document management
• Take your business to the web
• Top-tier support

Learn more at http://www.ecisolutions.com

Technology
(Depending on product used)
OS: Windows, Linux, Mac OS
DB: PostgreSQL 8.1.3, Microsoft SQL, MySQL, Oracle
Presentation: GUI
Delivery: OnPremise, Hosted, SaaS

Sales
Entry Price Point: Contact Sales
Sale Channel: Direct and Resellers

DDMS®
DDMS is the solution for a dealership with complex business needs. It's a complete ERP for dealers in office products, office furniture, office equipment, and more.

e-automate
ECi e-automate® enables field service dealers to manage equipment sales, service and back office operations like inventory and accounting.

M1®
M1 integrates your manufacturing operation to enable better business decisions, increased productivity, and improved interdepartmental communication.

Red Falcon™
Red Falcon is an affordable SaaS software for independent dealers of office supplies, furniture and equipment.

RockSolid MAX™
RockSolid MAX offers a fast and easy-to-use POS system, inventory and accounts receivable for hardware stores, paint and decorating stores and garden centers.

Spruce
SpruceWare.NET is a full-service business management solution designed to efficiently manage retail lumber and building material dealers.

TeamDesign®
TeamDesign serves the furniture market to take you from proposal to profit-and-loss statement using one fully integrated solution.
Epicor is one of the leading technology partners for the distribution industry.

- Pharmaceuticals
- Petroleum
- Paper and Packaging
- Janitorial and Sanitation
- Medical Supply
- Tile and Flooring
- HVAC
- Fluid Power
- Fasteners
- Industrial
- HVAC
- Tile and Flooring
- Medical Supply
- Janitorial and Sanitation
- Paper and Packaging
- Petroleum
- Pharmaceuticals

Designed for your industry

The Epicor Prophet 21 system is designed to streamline the various distribution processes in today's dynamic supply chain. Epicor provides industry-leading solutions for emerging distributors, mid-sized companies, and subsidiaries of large multinationals. Epicor Prophet 21 builds in the things that only a distributor could love—vessel & container cost tracking, sales tax, PO variance queues, kitting, assembly and production orders, job management, VMI, buying trend analysis, special project pricing, and more—all in an integrated end-to-end solution for distributors. A feature-rich application with specific depth in a number of industries, the Prophet 21 system has been developed to manage the requirements of distribution verticals including:

- Industrial
- Fasteners
- Fluid Power
- HVAC
- Tile and Flooring
- Medical Supply
- Janitorial and Sanitation
- Paper and Packaging
- Petroleum
- Pharmaceuticals

Deep functionality built for distributors

The Epicor Prophet 21 system is a complete business management solution, designed for today's distributor in a single application with a number of ways to extend the system beyond these capabilities:

- Mobility
- eCommerce
- Deep analytics and business intelligence
- Financial Management
- CRM
- Order Management
- Pricing
- Purchase Management
- Warehouse Management
- Service Management

50 years of technology that enables growth

Today, you need a software solution that is based on a platform that you can implement quickly without substantial cost to your business. The Prophet 21 system is designed so that your distribution business can scale, adapt, and grow without costly system modifications.

Only Epicor can provide complete business digitization along with the refined distribution expertise that comes from 50 years of deep experience. From open eCommerce platforms, to mobile sales and services, to wireless sales counters and warehouses, to advanced inventory management, customer optimization tools and direct 24x7 support.

New developments: world-class eCommerce, powerful business intelligence, mobility

Epicor Prophet 21's new state-of-the-art, Magento-based eCommerce platform, Epicor Commerce Connect, changes the game for B2B eCommerce in the distribution world—allowing distributors to deliver a world class user experience with a total eCommerce solution that is delivered with total back-office integration.

Epicor Prophet 21's newest product, Epicor Data Analytics, offers powerful mobile functionality and enhanced BI and analytical tools to drive growth and profitability for distributors—all using the business data already in the Epicor Prophet 21 system. With responsive connectivity to your mobile devices, this cloud-based solution comes fully integrated with Prophet 21 for a quick ROI for today's fast-moving business.
Epicor Eclipse—Technology that Drives Growth for Distributors

Epicor Eclipse is a leading distribution ERP software solution which offers powerful capabilities for wholesalers in the electric, plumbing/PVF, and HVAC industries. Epicor Eclipse is a distribution-focused system that scales from tens to thousands of users on a single installation. It serves as a fine example of the Epicor commitment to distributors.

Epicor has 50 years of distribution experience and hundreds of committed employees with deep domain expertise. With more than 800 wholesale distribution customers using the Eclipse system, Epicor is one of the leading technology partners for the distribution industry. We are uniquely positioned to help you achieve the business results you need to sustain a long-term competitive advantage.

A new level of productivity and process refinements

Epicor Eclipse latest version provides new tools to dramatically enhance productivity, while delivering process refinements to improve the business effectiveness of distributors in the electric, plumbing/PVF, and HVAC industries.

The new visually appealing, task-focused graphic interface that was introduced in version 9.0 has been extended across all Eclipse screens. These changes allow employees to focus more time on the customer, get more done within the software and help increase customer satisfaction.

New process refinements are included in this version to help make your business more efficient and flexible. The new freight audit queue can increase your bottom line with clear visibility of how well you pass along inbound freight costs.

New advanced cycle counting helps you achieve improved inventory accuracy, reduce stock-outs, and increase your turns. Seeing your information faster is now possible with the new display of SQL charts and tables in the main Eclipse screen.

The new Eclipse Mobile Showroom application empowers a distributor’s showroom salesperson to “work the floor” with a tablet device that enables easy capture and maintenance of carts for customers. Freeing up time for sales to focus on customer relationships—mobile showroom is an unprecedented application that improves both employee and customer satisfaction while helping you grow sales.

And, the many new job management features will give even more power to manage your complex jobs.

Designed for your industry

The Epicor Eclipse system is designed to streamline the various distribution processes in today’s dynamic supply chain. Epicor provides industry-leading solutions for emerging distributors, mid-sized companies, and subsidiaries of large multinationals. Epicor Eclipse builds in the things that only a distributor could love—job management, PO variance queue, work queues, wire cut, close counter entry, and much more—all in an integrated end-to-end solution for distributors.

Technology

OS: Linux
DB: Rocket Universe
Presentation: GUI
Delivery: OnPremise, Hosted, SaaS

Sales

Entry Price Point: Contact Epicor Sales
Sale Channel: Direct

Customer Base

- 5 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500

Contact: Epicor Software
804 Las Cimas Parkway | Austin, TX 78746
(800) 776-7438
distribution@epicor.com

www.epicor.com

© Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.

For more information visit www.software4distributors.com

© Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
InfoWorld awarded iDempiere the Bossie Award for one of “the best open source applications” two years running, both 2015 and 2016, and the only ERP software for the mid to large size distributor. Competing with other Tier II ERP software suites, iDempiere provides robust office applications to manage your distribution company.

What is open source?
By definition, open source software can be modified and shared, and can be accessed publicly by users free of charge. Recognized open source projects include Linux and Android.

iDempiere’s open source roots go back to 1999. With thousands of installations world-wide, companies benefit daily from the core functions of sales, purchasing, inventory, and financial management to the supporting components of customer relation management and supply chain management.

What does Open Source ERP mean for wholesale distributors?
• No licensing fees for the software, database, or server OS
• No monthly or annual fees for upgrades
• No maintenance costs

iDempiere Architecture and Environment
• Runs in any common web browser
• Written in Java
• Integration via web services

GDS offers iDempiere to service the growth-focused wholesale distributor. iDempiere allows us to leverage our knowledge of the wholesale distribution market and our experience in providing technology to that industry without the costly overhead of commercially licensed software.

Unlike other software manufacturers, we are not motivated by the number of licenses installed or the numbers of users. GDS is a developer and integrator, not a mass producer of technology.

Projects begin with a speculation and evaluation phase to identify business processes building the foundation for a successful implementation. Each phase contains clear objectives for completion and culminates in a series of go live scenarios.

Advantages for your company:
Every dollar invested is a direct investment in your company
• No per user or application license fees
• No per user license for the backend data base
• No ongoing manufacturer maintenance fee
• The software and its integrations become an asset of the organization

Modern and mainstream technology developed to operate in a web browser
• Operates on any device that supports a web browser
• Requires only an internet connection
• Deploys on the cloud or an internal server
• Platform independent (runs on Mac, Windows, iOS, Android)
• Unaffected by operating systems upgrades and updates

Corporate backing by GDS provides a single source of responsibility
• Providing an interface to the iDempiere user community
• Updates for feature functionality, security, and technology
• Ongoing support, training, and integration services
• Interactive and ongoing consulting as business needs change

GDS works exclusively with privately held wholesale distributors whose primary focus is to implement a modern ERP solution to foster growth and productivity. Contact GDS to learn about the difference between our approach with open source software and the other traditional choices in the market.
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
- Mobility
- Integrated social engagement platform
- BI and Dynamic Enterprise Performance Management™
- Enterprise search and super grid technology
- Easy yet powerful development tools

We continue to make significant development investments in the core business solution by embracing the best software technology available. It’s the combination of our customers’ input and this technology that allows us to create the business solutions our customers want.

Infor Distribution SX.e is powered by Infor Xi—a next-generation technology platform that leverages the convergence of information, cloud computing, mobility, and social business. With Infor Distribution SX.e, you’ll be empowered to interact with systems and other business users like never before.

Since not all businesses needs are the same, Infor provides you a choice to run Infor Distribution SX.e on premise, or in the cloud (Infor CloudSuite Distribution). Infor CloudSuite™ Distribution is a complete distribution solution that combines the benefits of the cloud with functionality that’s designed specifically for wholesale distributors. Backed by decades of industry expertise and continually enhanced with the latest innovations, it’s designed to help distributors modernize, innovate, and drive competitive differentiation.
To manage thousands of transactions, suppliers, and customers across several markets—while also accommodating evolving buyer behaviors, controlling costs, and effectively tracking potentially millions of inventory items—you need an agile, modern distribution solution.

Infor M3 for Distribution is a multi-site, multi-company, multi-currency, and multi-language solution with capabilities that encompass everything from order entry and pricing to purchasing, supply chain management, and global localizations.

**Infor M3 for Distribution:**
- Is a full enterprise solution, specialized for distributors
- Is scalable to support growth
- Is built with over 30 year of distribution experience
- Is customizable for different market segments
- Supports global, multi-branch distribution networks

**With Infor M3 for Distribution, you’ll:**
- Increase supply chain visibility
- Improve trading relationships
- Better predict demand
- Improve customer service
- Reduce overstock
- Optimize product deployment

With an intuitive user experience that can be personalized to fit the varied needs of your employees, everyone will be working in an environment that’s designed to increase productivity. Plus, your employees will be able to easily find the information that’s relevant to their jobs, see everything in context, and automatically receive alerts when something requires their immediate attention.

With Infor M3 for Distribution, you can improve your sales and service relationships by utilizing a variety of integrated sales channels, such as EDI/XML, online, telesales, optimized over-the-counter sales, and field sales. You can also automate procurement procedures, allowing your buyers to optimize purchase requirements while providing important information regarding vendor performance and analysis.

Meeting the challenge of supply chain execution means organizing operations to optimize efficiency. When you receive a large volume of incoming goods, you need a system like Infor M3 that can automatically propose and manage the most appropriate follow-up actions.

For outbound goods, you must also be able to optimize and manage deliveries using flexible picking and packing methods, and methods to help prioritize and sequence loads.

Expedite key orders, routinely manage warehouse processes and resources, and aid cost-effective and on-time delivery with Infor M3 for Distribution. More importantly you can manage additional revenue streams with a variety of value-added services, such as kitting, servicing, assembly, and more.

Backed by decades of industry expertise and continually enhanced with the latest innovations, Infor M3 for Distribution is a complete distribution solution that’s built specifically for wholesale distributors that want to modernize, innovate, drive competitive differentiation, and grow.

Since not all business needs are the same, Infor provides you a choice to run Infor M3 for Distribution on premise, or in the cloud (Infor CloudSuite Distribution Enterprise). Infor CloudSuite™ Distribution Enterprise is a complete distribution solution that combines the benefits of the cloud with functionality that’s designed specifically for large, global wholesale distributors with complex and evolving business models.
Mincron Software Systems  
Product: Mincron K8

Customer Base

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 to 10</td>
<td></td>
</tr>
<tr>
<td>11 to 50</td>
<td></td>
</tr>
<tr>
<td>51 to 200</td>
<td></td>
</tr>
<tr>
<td>201 to 500</td>
<td></td>
</tr>
<tr>
<td>Over 500</td>
<td></td>
</tr>
</tbody>
</table>

Technology

- OS: Browser Based, Apple iOS, Android
- DB: Oracle
- Presentation: Browser
- Delivery: On Premise and Hosted

Sales

- Entry Price Point: Contact Mincron
- Sales Channel: Direct

Mincron is a fully-integrated and scalable business solution

Mincron is a leading global ERP system that helps distributors create a transparent environment and grow their business without the complexities seen in other ERP solutions.

Mincron is a fully-integrated and scalable business solution that gives you the ability to maximize control of your inventory and operations, and to better serve your customers. The application is ideal for distributors, manufacturers, wholesalers, and large retailers who need quick order entry procedures, tight control over inventory, visibility of operations, and accurate financial tracking. In addition to these features, we offer an extensive integrated warehousing management system, comprehensive data and sales analysis, as well as 24-hour ordering access for your customers. We do not sell modules; you will have a complete system from day one that can support your distribution business for decades and you do not have to worry about add-on products which you need but may not have budgeted. Mincron is 40 years mature in functionality but modernized and built for the mobile generation.

Tier 1 competitive ERP System Complete With:

- Sales Order Processing
- Fast Point of Sale
- Purchase Order Control
- Stock Management
- Integrated Accounting (AP, AR, GL and Fixed Assets)
- Dashboard Business Intelligence
- CRM
- E-Commerce Solutions (B2B and B2C friendly)
- Wireless Warehouse Management
- Equipment Rental

One Fully-Integrated Solution

Innovative, flexible supply channels are essential for distribution companies looking for a sustainable future in today's dynamic market. Mincron can support you across your business through a wide selection of inclusive software modules. Each module integrates seamlessly into the trading and business management platform, enabling you to control every aspect of finance, trading, logistics, and management.

Scalable

Mincron is used by many distribution customers—large and small—across the world. Mincron can support you if you are running a small business from a single shop; and equally support you if you have several distribution centers, a network of showrooms and an Internet trading hub. From two users to several thousand, Mincron will support you growing your business no matter the size.

Flexible—Your Business, Your Way

You want to run your business your way, and Mincron can be configured to match your requirements. From the choice of which modules to use, to how the system and dashboards are set up, and who has access to what functionality, it can all be configured within Mincron. You can choose what you want to see and where, ensuring your team is always focused on the task at hand.

On premises or in the Cloud

For even greater flexibility and scalability, Mincron can be deployed on premise (on your hardware) or hosted in our cloud, the K-cloud. Our cloud solution supports your growth, so you never need to worry about restrictions due to hardware performance. We also take all the day-to-day hassle out of managing your Mincron system, as well as disaster recovery and business continuity options.

www.mincron.com
Contact: Pam Cuellar
333 N Sam Houston Pkwy East, Ste. 1100 l Houston, TX 77060
(281) 999-7010 or (800) 299-7010 l (281) 999-6329 FAX
pcuellar@mincron.com
Mincron Software Systems
Product: Mincron SmartDistributor

Customer Base

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

Technology
OS: Windows, IBM iOS, JSF, Apple iOS, Android
DB: DB2
Presentation: GUI, CHUI
Delivery: OnPremise and Hosted

Sales
Entry Price Point: Contact Mincron
Sale Channel: Direct

Your Success is our Focus
Over our 35+ year history, we’ve maintained an 88% customer retention rate, and today, our Net Promoter Score® of plus 31 is two times higher than that of the average U.S. Company. Our customer base includes wholesalers of all sizes. Many of the largest North American wholesalers partner with us, while we are also the choice of smaller local or regional operations. We work every day to earn your trust and respect with diligent focus on your business. Each of our customers receive the same exceptional level of care and support.

100% Implementation Success
We work with you every step of the way from initial planning through post-launch consultation to ensure that you make the most of your distribution management system from day one. You’ll be assigned a dedicated team of professionals who are Mincron application experts and have many years of experience working in the distribution industry. Our hands-on and collaborative approach gives you the unique benefit of learning from our knowledgeable team of specialists throughout a highly personalized implementation process.

Complete, Powerful and Proven
Mincron’s SmartDistributor software is a complete Windows-based ERP system for distributors. SmartDistributor is highly scalable and comprehensively supports businesses of all sizes. Mincron’s solutions consists of powerful tools that give you complete control over mission critical areas of your business, such as:

- Fast Customer Service
- Job, Contract and Bid Integration
- Event Notification/Management
- Pricing and Margin Optimization
- Customer Relationship Management (CRM)
- Multifunctional Workbench User Interfaces
- Electronic Signature Capture
- Customer Service Mobile App
- Strategic & Flexible Inventory Replenishment
- Warehouse Automation (WMS)
- Business Intelligence and Analytics
- Customizable Dashboards
- Integrated Financial Management
- Vendor Return Integration
- Electronic Data Interchange (EDI)
- Vendor Rebate Tracking
- E-commerce with Customer Portal
- Document Management
- Multi-Company Transaction Processing
- Import/Export Capabilities
- Light Manufacturing and Fabrication
- Showroom Shopping App

Service First
The Mincron Service First Promise will give you the dedicated care you want, need, and deserve so you can spend your valuable time serving your own customers.

We’re Focused and Dedicated
We help you capitalize on the trends in your industry. Throughout our history, we have focused solely on delivering highest-quality solutions for hard goods distributors. We’ve worked diligently to create and implement powerful customizable solutions that give you the tools you need today with the flexibility and innovation you’ll need for the future.

Distributor Driven, By Design
We’re driven to help you succeed. With Mincron, you’ll be a partner in our product roadmap, design and development process. Drive your business with Mincron to increase your efficiency and grow—all with one complete solution and all under your control. We look forward to learning how we can help you.

Industry Experts
Mincron currently assists over 16,000 active users throughout the U.S. and Canada in over 1,800 branch locations. We specialize in serving companies who distribute:

- HVAC
- Plumbing
- Refrigeration
- Electrical
- Lighting
- Waterworks
- Irrigation
- Agricultural Supplies
- Building Materials
- Roofing and Insulation
- Brick & Concrete
- Fluid
- Bearing
- Industrial Supplies
- Filters & Filtration Systems
- Gasket Materials
- Lock & Door Hardware
- Electronics

www.mincron.com
Contact: Pam Cuellar
333 N Sam Houston Pkwy East, Ste.1100 l Houston, TX 77060
(281) 999-7010 or (800) 299-7010
pcuellar@mincron.com

For more information visit www.software4distributors.com © Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
Oracle NetSuite

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 NetSuite Wholesale Distribution Edition, 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.

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 NetSuite’s system to meet your exact business needs.

www.netsuite.com
Contact: Marissa Kinsley
2955 Campus Drive | San Mateo, CA 94403
(650) 627-1000 | (650) 627-1001 FAX
sales@netsuite.com

Customer Base

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: Please contact sales@netsuite.com
Sale Channel: Direct and Channel Resellers around the world

NetSuite offers:
• One Integrated Web-Based System, including Accounting/ERP Inventory, CRM, 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
• 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
• 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

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 NetSuite Wholesale Distribution Edition, 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.

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 NetSuite’s system to meet your exact business needs.
Savance
Product: Savance Enterprise

www.savanceenterprise.com
Contact: Nick Lochner

2655 East Oakley Park Road, Suite 210  | Commerce Township, MI 48390
(248) 478-2555  | (248) 478-3270 FAX
sales@savanceenterprise.com

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—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 15+ 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 15+ 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.

Savance Enterprise Is Different
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 15+ 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.

Customer Base

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

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.

• 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 & Lighting — 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 Enterprise Resource Planning (ERP) software is a fully integrated business software solution that provides complete control over the planning and management of all facets of business, including accounting, operations, manufacturing, and distribution in a variety of industries.

With one of the highest customer retention rates in the industry, SYSPRO clearly differentiates itself by offering elevated service levels and a personal one-to-one relationship with its customers. SYSPRO is one of the few mid-market business application vendors focused on developing a single source solution. In fact, SYSPRO, in 1978, was one of the first companies to develop an ERP software solution. The software's single DNA ensures that there is one installation and no complex integrations or requirement to install multiple modules.

SYSPRO specializes in delivering software for manufacturing and distribution entities. Every business component, including financials, sales, CRM, inventory, operations, and the supply chain is controlled through SYSPRO. This integration offers unparalleled visibility, agility, and control at an extremely attractive price performance ratio. This clear business focus as well as differential functionality delivered around seven Super Vertical industries—Automotive, Electronics, Fabricated Metal, Food and Beverage, Machinery and Equipment, Packaging and Plastics and Rubber—are why SYSPRO has been able to deliver one of the most highly utilitarian ERP solutions for over 30 years.

The SYSPRO single, integrated solution encompasses more than 50 self-developed applications, a unique accomplishment in an industry where the reliance on third party software is the standard. SYSPRO's extensive solution encompasses: Enterprise Resource Planning (ERP); Enterprise Relationship Management (ERM); Supply Chain Management (SCM); Customer Relationship Management (CRM); Business Activity Monitoring (BAM); Warehouse Management (WMS); Business Analytics; and eCommerce Solutions (Business to Business and Business to Consumer.)

The SYSPRO solution is one of the most “balanced,” most value concentrated solutions in the marketplace, ranking very high in five major areas: Feature set; Ease of Use; Technology; Implementation; and Partnership.

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 39 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.
Tribridge
Product: Tribridge Advanced Distribution

Distribution
The distribution industry is changing rapidly. Today, customers are in the driver’s seat, competition is tough, and the supply chains have become more complex. Distributors have to adapt to these changes because standing still means falling behind. To maintain a competitive advantage, distributors require flexibility in their operations and must continually drive innovation—not only in the marketplace but also in how they do business. In order to be successful today wholesale distribution companies must manage their margins in a competitive environment, operate efficiently with high transaction volumes and provide world-class eCommerce and supply chain solutions.

Tribridge assists distribution companies in selecting the right solutions that capitalize on technology to improve efficiency, increase productivity and enhance visibility across the entire supply chain. We manage the complete customer lifecycle, from engagement and implementation to support and extending technology investments through value-added products and services. Our seasoned consultants are grounded in best practices, proven methodologies and a collective drive to make a genuine difference in our customers’ businesses.

Tribridge’s Advanced Distribution
In order to be successful today, wholesale distribution companies must manage their margins in a competitive environment, operate efficiently with high transaction volumes and provide world-class eCommerce and supply chain solutions. Tribridge’s Advanced Distribution offers a fully integrated global solution built on a stable, scalable platform that supports ERP, CRM and eCommerce and designed for rapid deployment. This one solution supports all operating processes with full support for multiple companies, countries, currencies, brands, and languages, on a platform for companies that leverage technology as an advantage. Advanced complexity, advanced visibility, and advanced functionality needs Advanced Distribution.

Enhanced Functionality includes:
• Advanced Sales Order Processing
• Advanced Purchase Order Processing and Forecasting
• Advanced Backorder Management
• eCommerce with content management, mobile access, and merchandising capabilities

Solution Capabilities:
• Advanced pricing, costing and margin management options support continuous changes
• Integration to suppliers and manufacturers for ordering, electronic invoices and confirmations
• Manage sales order release and hold management with stock check automation, Advanced stock replenishment and forecasting
• Control product availability by channel, customer group, and customer
• Accurately monitor credit at customer and sales order level with advanced credit management
• Manage inclusions/exclusions, cross sells/up sells, substitutions, customer direct and special orders
• Management of vendor rebates and claims along with vendor performance management
• Sales Rep Productivity tools for online ordering and customer management
VAI

Product: S2K Enterprise Software 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.

Providing solutions to the industry since 1978, VAI understands distribution and what it takes to succeed. VAI 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 VAI’s S2K for Distribution 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)
• 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

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 wholesale and distribution companies and many other industries so they can better manage and grow their business. As the #1 provider of the SAP Business One application worldwide, Vision33 guides distributors 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 distributors with disparate systems struggle to get their accounting software to connect or integrate data with their purchasing and inventory software. This creates discrepancies and confusion, leaving people unsure if they have accurate information at any given time. 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 Distributors
SAP Business One is an integrated ERP solution proven to help distribution companies grow fast, run simple, and drive profit. This powerful tool allows distributors to improve organizational performance by accelerating and optimizing processes.

SAP Business One is a comprehensive software solution that includes strong financial management capabilities, flexible operational management applications, powerful customer relationship management tools, and optimized management tools that allow distribution companies to get a good return on both their time and monetary investments.

Features of SAP Business One for Distributors
- Opportunity management
- Advanced inventory management
- Order-to-cash management in a centralized location
- Serial and batch level traceability
- Warehouse management
- Customized reports, dashboards and business analytics
- Customized quality controls
- Replenishment modeling to improve forecasting techniques
- 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

Benefits of SAP Business One for Distribution
- Increase order management efficiencies
- Shorten sales cycle to improve cash flow management
- Optimized inventory management reduces stock-outs and over-ordering
- Accurate quoting through custom reports and dashboards that help define the true cost of your orders
- Enhanced traceability tools allow you to reduce the amount of time spent on returns, warranty, or recalls
- Dock-to-dock traceability of product location and any associated information to your products
- Improve efficiency of your warehouse operations
- Easily monitor KPIs such as picking, deliveries, returns, etc.
- Deliveries are faster and more accurate

Customer Base

<table>
<thead>
<tr>
<th>Size Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 to 10</td>
<td>11%</td>
</tr>
<tr>
<td>11 to 50</td>
<td>22%</td>
</tr>
<tr>
<td>51 to 200</td>
<td>31%</td>
</tr>
<tr>
<td>201 to 500</td>
<td>20%</td>
</tr>
<tr>
<td>Over 500</td>
<td>16%</td>
</tr>
</tbody>
</table>

Technology

OS: Windows, Linux
DB: SQL Server/ SAP HANA
Presentation: RDS/RDP, HTML5
Delivery: On-Premise and/or AWS Cloud Hosting

Sales
Entry Price Point: $25k for five users
Sale Channel: USA, Canada, UK & worldwide

www.vision33.com
Contact: Don Nettles
100 Chesterfield Business Parkway, 2nd Floor 1 St. Louis, MO 63005
(314) 665-3488 ext 341
don.nettles@vision33.com

© Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
Ximple Solutions, LLC
Product: Ximple™

www.ximplellc.com
Contact: Carlos A Aguado
3930 Knowles Avenue, Suite 305 | Kensington, MD 20895
(301) 949-4400 | (301) 929-5728 FAX
caguado@ximplellc.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 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-premise

Sales
Entry Price Point: Contact Ximple Sales
Sales Channel: Direct

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 by 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.
**Add-On (Integrated) Solutions**

**SMARTSysten Software**

**Inventory, Sales, Billing, Warehouse Management and Shipping Control for Wholesalers, Importers and Growers specializing in perishables**

www.floralcomputer.com

info@floralcomputer.com

Floral Computer Systems specializes with perishables in the Floral Industry having technology solutions for Wholesalers, Importers and Growers to manage Purchasing, Inventory, Sales, Shipping and Reporting. We provide software, consulting, installation & training services for the perishables industry with “State of the Art” Inventory Management designed software solutions for business.

**MITS Distributor Analytics**

**Reporting, Dashboards, Business Intelligence**

www.mits.com

info@mits.com

MITS Distributor 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.

**Phocas Software**

**Business Intelligence**

www.phocassoftware.com

Jamie.Brooks@phocassoftware.com

Phocas Software is an award-winning Business Intelligence software. We’re experts in helping manufacturing, distribution and retail customers turn their company data into results. From easy-to-read dashboards, to the renowned lightning-fast grid, everything about Phocas is designed for ease-of-use.

**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.

**Pricing Analytics, Strategy & Negotiation Training**

**Pricing Strategy & Optimization**

www.strategicpricing.com

robert.nero@strategicpricing.com

We help companies improve profit margins by using analytics to drive better pricing and purchasing decisions. We also provide negotiation training to companies who are looking to compete more effectively in the modern marketplace.

**Tour de Force Software Solutions**

**Wholesale Distribution**

www.tourdeforceinc.com

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.
Celebrating the powerful characteristics of the people who make change happen

In an era when speed and efficiency can make or break a business, your knowledge is your customer’s secret weapon. You’ve persevered by being agile, while continuing to do what you do best: exceeding customer expectations.

When so many people rely on you, you need a partner you can rely on, answers at your fingertips, and insights on demand. Like you, we’re constantly evolving, and we’re constantly with you. Today, tomorrow, wherever you’re going. Delivering the software, services, and expertise you need. We are distribution.
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.

www.software4distributors.com