Automate Production, Planning, Quality Processes and Address Key Industry Requirements.

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

Vormittag Associates, Inc.
A Leader in Enterprise Management Software
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Introduction

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

The Manufacturing Software Guide is specifically developed for the unique needs of the manufacturing community. This 11th edition is designed to assist you, the Manufacturer, evaluate, compare and analyze software to determine which products fit your operation.

The Printed Guide ...

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

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

Reading this Guide ...

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

Technology

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

Customer Base

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

Entry Price Point

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

Sales Channel

Learn how and where the software is sold.

The Online Guide ...

The online guide at www.software4manufacturers.com includes more extensive information about each vendor, the applications and their functionality to assist you in your research project. Utilize the Evaluation Center to compare more than 1,500 functions and features side-by-side. We hope to help you find the best solution to meet your needs.
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 together to be able to achieve digital transformation.

A. Improving the Customer Experience

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.”

While creating consistency is difficult, we at BSW Advisory Services strongly suggest executing on McKinsey’s second recommendation; fix areas where negative experiences occur.

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.

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.

Key challenges for manufacturers

Digital Transformation is not easy. Key challenges 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 manufacturing 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. Obsolescence risk is very high as the hardware and operating systems are difficult and expensive to maintain. In addition, the support staff for those systems are shrinking as long-time experienced employees retire from the work force.

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

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 manufacturers 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 empowers 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.
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.bshome.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

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.naid.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 & Engine Service Association  
www.opeesa.com

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

Pet Industry Distributors Association  
www.pida.org

Power Transmission Distributors Association  
www.ptda.org

Professional Beauty Association  
www.probeauty.org

Purdue University Supply Chain Management Technology Program  
https://polytechnic.purdue.edu

Security Hardware Distributors Association  
www.shda.org

Specialty Tools & Fasteners Distributors Association  
www.stafda.org

Texas A&M University Global Supply Chain Laboratory  
id.tamu.edu

Water and Sewer Distributors of America  
www.wasda.com

Wholesale Florist and Florist Supplier Association  
www.wffsa.org

Woodworking Machinery Industry Association  
www.wmia.org

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

- **Assemble to order**: ☑
- **Configure to order**: ☑
- **Engineer to order**: ☑
- **Repetitive**: ☑
- **Make to order**: ☑
- **Make to stock**: ☑
- **Mixed mode**: ☑
- **Job shop**: ☑
- **Process-batch**: Some
- **Process-continuous**: ☑
- **Flow**: ☑

**Bills of Materials / Routings**

- Unlimited number of structural levels: ☑
- Maintain effective dates: ☑
- Define reference designators, dimensions, drawings: ☑

**Operation Control**

- Real-time access to operation information: ☑
- Support for these types of tasks:
  - Labor: ☑
  - Machine: ☑
  - Subcontract: ☑

**Production Scheduling**

- Ability to view all jobs, operations and resources: ☑
- Graphical representation: ☑
- Analysis of resource load vs. capacity: ☑
- Interactive rescheduling capability: ☑
- “Drag and drop” rescheduling capability: ☑
- Visual display of shop load: ☑
- Automatic constraint-based scheduling of a job: ☑
- Automatic constraint-based re-scheduling of all jobs: ☑
- Ability to set filter criteria: ☑
- Configurable time buckets: ☑
**Demand Planning**

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**Inventory Management**

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**Physical Inventory and Cycle Counting**

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<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Bill of lading</td>
<td>✓</td>
<td>✓</td>
<td>3</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>System allows interface with major shipping carriers</th>
<th>Software</th>
<th>EC Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VA</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<td></td>
</tr>
</tbody>
</table>

**Vendor Managed Inventories**

<table>
<thead>
<tr>
<th>Supplies the following consigned inventory info:</th>
<th>Software</th>
<th>EC Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VA</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automated capture and transmission of usage for customer’s site via scanning, RF, etc.</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Generates a warehouse transfer to move stock</th>
<th>Software</th>
<th>EC Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VA</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Generates a sales order for the goods consumed</th>
<th>Software</th>
<th>EC Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VA</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

**Data Definition**

<table>
<thead>
<tr>
<th>Access to historical demand detail</th>
<th>Software</th>
<th>EC Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VA</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Access to EDI transactions</th>
<th>Software</th>
<th>EC Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VA</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Data import from spreadsheet</th>
<th>Software</th>
<th>EC Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VA</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Data import from third party product</th>
<th>Software</th>
<th>EC Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VA</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

Key: 3 = third party, P = partnership
## Software Features Matrix

### Forecast Development and Evaluation

<table>
<thead>
<tr>
<th>Feature</th>
<th>ECI Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VAI</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forecasting methods:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Exponential smoothing</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Seasonality</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Multiple regression</td>
<td>✓</td>
<td>✓, P</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Model fitting methods</td>
<td>✓</td>
<td>✓, P</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Ability to identify best-fit model</td>
<td>✓</td>
<td>✓, P</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Ability to simulate what-if scenarios</td>
<td>✓</td>
<td>✓, P</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

### Events, Promotions and Life-Cycle Planning

<table>
<thead>
<tr>
<th>Feature</th>
<th>ECI Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VAI</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apply events (promotions, new products, competitor activities) to product forecasts seasonality</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Evaluate effectiveness and profitability of promotions</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Develops life cycle profiles and applies to new products/track performance</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

### Supply Chain Planning/Integration

<table>
<thead>
<tr>
<th>Feature</th>
<th>ECI Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VAI</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Import sales history, shipments, billings by SKU/product</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Integrate with inventory and enterprise planning</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

### Customer Information

<table>
<thead>
<tr>
<th>Feature</th>
<th>ECI Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VAI</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maintains comprehensive customer information</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Maintains sales history offline</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Maintains multiple bill-to addresses</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Maintains multiple ship-to addresses</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Maintains ordering and shipping defaults</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

### Order Management

<table>
<thead>
<tr>
<th>Feature</th>
<th>ECI Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VAI</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order tracking inquiry through the fulfillment cycle</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Real-time checks of inventory on hand and future supply</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Change or cancel lines using mass select and change</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Able to cancel orders after picking but before shipping</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

### eBusiness Capabilities

<table>
<thead>
<tr>
<th>Feature</th>
<th>ECI Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VAI</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transact eBusiness using:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EDI</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<td>3</td>
<td>✓</td>
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<tr>
<td>XML</td>
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<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>3</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Collaborate with trading partners</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<td></td>
</tr>
</tbody>
</table>

### Product Reservation and Scheduling

<table>
<thead>
<tr>
<th>Feature</th>
<th>ECI Software Solutions</th>
<th>Epicor Manufacturing</th>
<th>Oracle NetSuite</th>
<th>SYSPRO</th>
<th>Tribridge</th>
<th>VAI</th>
<th>Vision33—SAP Business One for Manufacturing</th>
<th>Ximple Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Check available to promise throughout supply chain</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Automatically reserve on-hand inventory</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Source orders lines automatically</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

**Key:** 3 = third party, P = partnership.
Microsoft MapPoint®. State-of-the-art navigation methods allow users to quickly find information and increase your marketing power.

and easily transmit your advertising material to large groups of contacts at once, and include attachments from within any module. Quickly M1 fields into any Mail Merge document. Send documents to multiple and reports to your needs. The Mail Merge function allows you to merge 

Powerful yet easy-to-use customization tools let you tailor M1 grids, forms and reports to your needs. The Mail Merge function allows you to merge M1 fields into any Mail Merge document. Send documents to multiple contacts at once, and include attachments from within any module. Quickly and easily transmit your advertising material to large groups of contacts and increase your marketing power.

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

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

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

Innovative Integration
Developed for Microsoft SQL Server with a Microsoft Outlook look and feel, M1 runs on Windows 7/8 and Windows Server 2003/2008/2012/2014. This makes the software easy to learn, run and maintain, making it the most cost-effective solution. It also integrates with your familiar everyday email and document tools Microsoft Word®, Microsoft Outlook® and Crystal Reports. State-of-the-art navigation methods allow users to quickly find information.

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

ECi Software Solutions
Product: ECi M1

Customer Base
Not Provided

ECi M1®

www.ECiM1.com
Contact: ECi Software Solutions
4400 Alliance Gateway Freeway, Ste. 154 | Fort Worth, TX 76177
(866) 617-6389
M1@ECiSolutions.com

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Technology
OS: Windows 7/8/10 (Client), Windows Server 2003/2008/2012 (Server)
DB: Microsoft SQL Server/SQL Express 2008/2012/2014
Presentation: GUI
Delivery: OnPremise
Sales
Entry Price Point: $35,000 for a 5-user system
Sale Channel: Global Direct

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

Popular Functionality Modules
Purchasing Management—M1 Purchasing provides critical information and visibility of all purchasing requirements. It includes complete knowledge of what to buy, when to buy, and how much to buy from each supplier in a real-time environment.

Inventory Management—Control raw materials, finished goods and subassemblies. Ensure accurate stock records through automatic allocations, stock receipts and issues. Obtain accurate stock valuations, view future demands on your inventory, track standard, average and last costs for all parts, and view method of manufacturing for any part.

Job Management—Maximize your competitive advantages with real-time production data. Manage complex production jobs with multi-level BOMs. Capture true labor costs through bar-coded labor reporting. Retrieve job cost reporting in real-time and compare estimate to actual, and much more!

Product Configurator—M1’s Product Configurator will allow you to offer superior service to your customers by simply and easily being able to configure products to their exact needs.

Order Management—Track all details and transactions relating to a specific order. Create jobs for make-to-order items. Improve on-time delivery performance by managing sales orders. View multiple orders at once to plan production demands more efficiently. Manage blanket orders by creating multiple releases for order details. Automatically create backorders when partially completed orders are shipped and email order acknowledgements directly to customers.

Labor Management—Collect and control employees’ labor hours. Define shifts with start and end times, grace periods, and payroll information. View the jobs currently in operation on the shop floor without physically visiting the factory. The Labor Management module integrates with M1’s payroll module for complete payroll functionality.
Epicor Software Corporation
Product: Epicor Manufacturing

Customer Base

<table>
<thead>
<tr>
<th>Number of Users</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>22 to 99</td>
<td>25%</td>
</tr>
<tr>
<td>100 to 499</td>
<td>20%</td>
</tr>
<tr>
<td>500 to 999</td>
<td>15%</td>
</tr>
<tr>
<td>2,500 to 4,999</td>
<td>10%</td>
</tr>
<tr>
<td>Over 5,000</td>
<td>5%</td>
</tr>
</tbody>
</table>

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

Epicor Manufacturing is a tightly integrated enterprise resource planning (ERP) software solution for identifying and planning the extended enterprise resources you need to capture, produce, ship and account for customer orders. A distributed, common database provides the ability to access the right information, from the right source, at the right time, empowering all users through the supply chain to make valid, informed decisions. Industry leading technology makes it possible for manufacturers of all sizes, and their trading partners, to derive the benefits of real-time collaboration from Epicor Manufacturing.

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

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

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

Technology
OS: Windows
DB: MS SQL Server, Progress
Presentation: Microsoft SmartClient and Web Client
Delivery: OnPremise, Web-based, Hosted, SaaS
Sales
Entry Price Point: $35,000 for 5 users
Sale Channel: Direct and resellers Worldwide

Industry Expertise
As a multidimensional solution, Epicor Manufacturing is uniquely positioned to manage the requirements of multiple industries with a single solution, including Industrial Machinery, Automotive, Aerospace and Defense, Medical Device, Electronics and Electrical Equipment, Fabricated Metals, Furniture and Fixtures, Rubber and Plastics, Job Shops, and more. Epicor has experience across many manufacturing industries and has developed solutions to fit the unique requirements for supplying these industries with robust functionality, including:

• Multi-site and multi-plant management
• Project management
• Enterprise Social supports collaboration throughout organizations and supply chains
• Rules-based product configuration
• Real-time production management
• Quality and compliance management
• Extensive product data management including product lifecycle management (PLM)
• Embedded advanced planning and scheduling (APS)
• Extensive materials management including cradle-to-grave serial and lot control
• Support for lean initiatives
• Comprehensive supply chain management
• Global financial management for improved transparency and accountability
• Portals, dashboards, business process management and enterprise search to support business performance management initiatives
• Global deployment

Lean Initiatives
With increased global competition and customer influence for product flexibility and more frequent orders, businesses are widening the scope and focus of lean principles to focus not only on manufacturing processes, but to encompass all processes that contribute to the bottom line. Epicor is uniquely positioned with fully integrated modules and features such as customer relationship management, supplier relationship management, work orderless “Kanban” control on the shop floor, enterprise portals, and Epicor True SOA™ architecture to drive reduction of waste in internal processes and ultimately enhance profitability.

For more information visit www.software4manufacturers.com © Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
Epicor Cloud Manufacturing is a comprehensive software system for job shops and small manufacturers that is provided in the software as a service (SaaS) model. Epicor Cloud combines broad functionality to create an end-to-end solution for manufacturers. It includes functionality for:

- Customer Relationship Management
- Production Management
- Product Management
- Material Management
- Financial Management
- Business Intelligence

Whether your business is a job shop, fabricator, extruder, Stamper, or other type of manufacturer, however you account, cost, or produce, Epicor Cloud is flexible enough to support your manufacturing process, including:

- Assembly
- Make-to-stock
- Make-to-order
- Engineer-to-order
- Mixed-mode

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

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

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

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

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

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

Performance and Reliability
The performance, availability, and security of the Epicor Cloud system are as good, if not better, than that of a typical on-premise software environment. To ensure system reliability Epicor has made significant investments that enable us to offer 99.5% or greater system availability (subject to scheduled maintenance), including:

- Systems hosted in a top-tier SAS70II certified datacenter
- High availability capabilities ensure business continuity
- State of the art physical and virtual security measures
- Data backed up and stored in multiple datacenters
- Global team monitors and manages systems 24x7x365

Entry Price Point: $400–$5K per month
Sale Channel: Direct and Resellers Worldwide

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

www.epicor.com
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Oracle NetSuite

Customer Base

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Customer Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 to 10</td>
<td>11%</td>
</tr>
<tr>
<td>11 to 50</td>
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<tr>
<td>51 to 200</td>
<td>19%</td>
</tr>
<tr>
<td>201 to 500</td>
<td>15%</td>
</tr>
<tr>
<td>Over 500</td>
<td>20%</td>
</tr>
</tbody>
</table>

Technology

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

Sales

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

Oracle NetSuite Manufacturing Edition

Oracle NetSuite Global Business Unit, a wholly-owned subsidiary of Oracle, pioneered the Cloud Computing revolution in 1998, establishing the world’s first company dedicated to delivering business applications over the Internet. Today, Oracle NetSuite 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 Manufacturing Edition, NetSuite has leveraged experience and lessons learned from thousands of manufacturing customers, complemented with a best practice professional service implementation methodology and our SuiteCloud customization platform.

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

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

For more information visit www.software4manufacturers.com © Brown Smith Wallace LLP, Advisory Services 2017. All rights reserved.
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).

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. For manufacturing companies, SYSPRO is real-time, finite production scheduling, shop floor controls and choices of engineer-to-order, assemble-to-order, made-to-order, and/or mixed mode manufacturing.
Manufacturing
Faster response times, higher quality products, and exceptional customer service and relationships are just a few of the things that today’s manufacturers constantly strive to attain. To maintain a competitive advantage, manufacturers require flexibility in their operations and must continually drive innovation—not only in the marketplace but also in how they do business.

Tribridge assists manufacturing companies in selecting the right solutions that capitalize on technology to improve efficiency, increase productivity and enhance visibility. 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.

We can partner with you to solve your manufacturing challenges through a complete range of services in the areas of customer engagement, finance and operations, human capital management, and business and technology strategy. Our industry-specific solutions enable us to deliver ready-to-deploy cloud applications, and our technology and industry business experts can devise an application integration strategy that works for your business.

ERP SOLUTIONS for MANUFACTURING
Whether your pain points come from formulation, finished good packaging definition, cradle-to-grave serial and lot tracking, production and quality control, or compliance, Tribridge’s experienced team helps customers identify their business and manufacturing objectives and requirements, and configures their delivered solutions to exceed them. Tribridge solutions provide a scalable platform to support growth plans and improve processing controls, reduce manual entry, and provide accurate, real-time reporting to management and end-users.

Tribridge JOB MANAGEMENT
Customer demand dictates the need for a solution that allows manufacturers to associate revenue and cost associated to a job or project. When requirements like accurate estimates in real time, completion percentages, reduction of inventory and carry costs, streamlined workflow, access to historical data to quote new jobs, and allocation of time to the task level are high on the priority list, turn to Tribridge with full confidence.

The Tribridge Job Management solution was designed for project based manufacturers to allow job cost profitability tracking. If you handle any of the following, give this solution a look:
- Engineer to Order, Assemble to Order, Make to Order
- Orders made for a unique service or item
- Non-standard costing
- Consumption of raw materials and tracking of labor hours

DISCRETE MANUFACTURING:
For those who focus their business activities on the development, manufacturing, assembling and selling of products, and on the delivery of their related services, our solutions effectively manage all the manufacturing complexities inherent to the products, processes, and variables in these manufacturing industries. Our project list includes all kinds of discrete manufacturers, from small and simple consumer products to complex and industrial.

PROCESS MANUFACTURING:
When you really need formulas, recipes, and support for densities, potencies, blends, shelf-life, compliance mandates and other characteristics of process manufacturers, solutions designed for discrete just won’t do. Tribridge’s manufacturing-specific solutions are designed to meet the unique needs of formula-based manufacturers for nutritional and labeling in required formats. Bring your pharmaceutical, nutraceutical, and biotech products to market faster while reducing costs and complying with customer, industry, and federal regulatory requirements.
Manufacturers are facing increased pressure from domestic and international competition. With VAI’s S2K Enterprise for Manufacturing, you can effectively compete and grow your business in this rapidly changing economic environment. S2K Enterprise for Manufacturing is easy to use, cost effective and can deliver a real return on investment.

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

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

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

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

Then VAI’s S2K for Manufacturing can turn these challenges into solutions.
Vision33
Product: SAP Business One for Manufacturing

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

About Vision33
Vision33, Inc. (www.vision33.com) is a leading Enterprise Resource Planning (ERP) solutions provider, focused on providing the SAP Business One application for growing companies.

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

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

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

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

Benefits of SAP Business One for Manufacturing
• Stay on-time and on-schedule by reducing lead times and optimizing processes
• Reduce preproduction time by improving planning, communication and responsiveness
• Provide accurate and detailed quotes to effectively manage your employees, resources and materials
• Increase machine and labor utilization rates by improving efficiencies and lowering the number of indirect labor hours
• Record work in real-time and reduce lead times
• Adapt quickly to change orders with data sharing to ensure your projects remain on schedule
• Increase customer satisfaction with advanced quality controls to ensure your customers are getting the highest quality products from your company

SAP Business One is in all-in-one ERP solution that allows manufacturing companies to run simple with a full, 360 degree view of business operations. From financials and accounting to inventory and production management, all of your key manufacturing business areas are integrated to provide clear visibility into your entire business. By capturing your business data into a single, centralized location, you can access real-time information to make faster, more informed decisions to keep your company competitive and out-perform your competition.

Customer Base

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

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

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

Manufacturing Specific Features of SAP Business One
• Opportunity management
• Advanced inventory management
• Project-based purchasing – project costs and timelines
• Comprehensive project management including real-time, cross-functional reporting
• Time and materials management with a built in MRP system
• Process-oriented Bill of Materials
• Customized reports and dashboards
• Sales order entry in a centralized location
• Change order management
• Customized quality controls
• Efficient production management including planning and scheduling tools

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Your Company Simplified

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

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

The Ximple™ ERP Suite Comprises of:

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

- Inventory & Warehousing
  - Products Catalog
  - Warehousing
  - Sales
  - Purchasing
  - Manufacturing

- Application Portal & Administration
  - B2B Portal
  - RFID

Features

- Scale from one to one hundred ninety-two processors without performing a migration
- Deal with multiple currencies and automatically adjusting the differential exchange
- Multi-Language. Currently available in English, Spanish and French
- Managing multiple companies with a single license
- Capable of configuring multiple CDR/CDG’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

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 Invoices (bills o/a client orders)
- By Profits
- By Inventory Costs
- Unlimited indicators such as are required can be defined by type
- Gross margin return on investment (GMROI)

Customer Portal

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

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

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

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

Training

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

**SMARTSSystem 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 perishable industry with “State of the Art” Inventory Management designed software solutions for business.

**MITS Manufacturer Analytics**

**Reporting, Dashboards, Business Intelligence**

www.mits.com

info@mits.com

MITS Manufacturer Analytics is powerful business intelligence and reporting software that sits on top of your ERP and other business systems, giving your team instant insight into daily operations—insight that empowers them to take action and affect change in Inventory, Purchasing, 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.

For more information visit www.software4manufacturers.com

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Manufacturing, Distribution, and Retail

Globalization, supply chain, changing regulatory requirements and rolling economic cycles are only a few of the factors forcing you to rethink means of production, people, processes and technology. Face a myriad of new challenges, including increased client and partner demands and intense competitive pressure, with confidence.

Solve your operational challenges through innovative services and cloud-based solutions in business and technology consulting, customer engagement, finance and operations, business intelligence and human capital management. Our industry-specific solutions, and our technology and industry business experts can devise an application integration strategy that works for your business.

Tribridge assists companies in selecting the right solutions that capitalize on technology to improve efficiency, increase productivity and enhance visibility. We manage the complete customer lifecycle, from engagement and deployment to support. Our consultants are grounded in best practices, proven methodologies and a collective drive to make a genuine difference.

How can we help you?
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 matrices 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.

Tools to Help You Avoid a Six-Figure Mistake
RESEARCH > EVALUATE > ANALYZE > COMPARE
Choose the Correct Software Package the First Time

The research is already done for you! Narrow possibilities by choosing your criteria and receiving side by side feature comparisons.