We make it easy to select & compare Distribution Software
Epicor® business software—Epicor Prophet 21® and Epicor Eclipse™—provides distributors end-to-end business functionality with a low total cost of ownership. One dashboard can manage your orders, production, and financials, and get your business set for growth. With solutions available in the cloud or on-premises, only Epicor can provide complete business digitization along with the refined distribution expertise that comes from 50 years of deep experience.
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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 28th 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 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.
Is your organization evaluating whether to host your new ERP solution in the cloud or on-premise, or maybe even a hybrid solution?

The biggest distinction in making this critical decision is the different deployment method used by cloud ERP and on-premise ERP. Cloud-based software is hosted on the vendor’s servers and accessed through a web browser. On-premise software is installed locally on a company’s own computers and servers managed by an internal or external IT staff.

If your organization is deciding on how to deploy ERP software, consider three key factors:

1. Costs.
2. System updates and customizations.
3. Security and data.

Costs

In general, cloud-based ERP systems are priced on an annual subscription basis based on number of named user licenses needed. Initial costs to implement cloud-based ERP are typically lower because no hardware or network infrastructure is needed. The cloud ERP vendor provides all of the infrastructure to make sure the system is always up and running. All that is needed from your company to implement cloud-based ERP is an internet connection.

Cloud-based ERP solutions tend to cost less than on-premise ERP solutions the first year. However, the costs might be higher over the course of the system’s life cycle. A cloud-based ERP system will have an effect on the operating costs of an organization since the company will be required to pay an annual subscription fee.

On-premise-based ERP systems are priced under a one-time perpetual license fee, usually based on the number of concurrent users accessing the system. Under the on-premise model, upfront costs could be higher than cloud-based ERP systems due to associated hardware and IT costs.

Making sure that the system is always up and running smoothly is the responsibility of the internal IT staff. In addition, on-premise-based ERP systems require maintenance on servers and network infrastructure. To stay current and up to date on hardware, servers are likely to be replaced every three to five years.

System updates and customizations

Cloud-based ERP system vendors provide software updates to their customers throughout the year. The cost for updates are included in the annual subscription plan. Some cloud ERP vendors provide updates quarterly while other vendors provide updates twice a year. The updates are automatically installed, guaranteeing that your company is always running the current version.

On-premise ERP vendors also provide updates in a timely fashion. However, the updates are not automatic and the organization needs to be on a maintenance plan to be able to download the updates. An update installation needs to be scheduled, typically during a slow time or during off-peak hours.

On-premise ERP systems are considered to be more customizable than cloud-based ERP systems. For many organizations, especially in niche industries, the ability to customize their system to meet customer needs is crucial.

However, these customizations can result in headaches when a vendor updates their software. Customizations could be wiped out during an upgrade, leaving the internal IT staff to work with the vendor to re-apply the customizations to the new version of the ERP. An organization could end up unable to upgrade in the future due to the number of customizations.

Security and data

Cloud ERP vendors make security and protection of your data top priority. In addition, cloud ERP providers offer disaster recovery and back up procedures. However, some organizations might not have total peace of mind knowing that their data is in the cloud under someone else’s control. Another concern is what happens to an organization’s data if the ERP subscription is not renewed. Most ERP cloud providers grant access to export data but within a time allotment and using file formats that may be difficult to import into a new ERP solution.

On-premise ERP security is the responsibility of the organization, not the vendor. Since ERP is installed on premise, data access can be monitored and controlled locally. However, the need to constantly install security updates and have proper data security measures in place could put a heavy burden on internal IT resources.

No one-size-fits-all answer

Cloud ERP is usually considered when you don’t have an internal IT team, your business and reporting needs are standard and don’t require customizations, and you require a quick implementation plan.

On-premise ERP is considered when your organization has an internal IT team taking care of the systems already, your organization wants more control and flexibility for accessing the application databases, and you want to control when you upgrade to a new version of the ERP.

Every organization is unique, so taking the time to consider how different ERP deployment methods will affect your organization is critical.

Henry Struckel is a supervisor in the Brown Smith Wallace Business Process and Systems Group where he is responsible for conducting ERP software research and evaluation for distribution and manufacturing companies. He has 18 years of experience as an ERP sales consultant and director of support and system implementation in the distribution, manufacturing, and service sectors.
Does Artificial Intelligence (AI) in business sound like the stuff of science fiction? For smaller companies it does, since the focus is on competing with technology heavy companies like Amazon.

How can AI be a realistic or useful way to optimize business intelligence and processes when most distribution companies are focused on replacing legacy ERP systems and implementing warehouse and e-Commerce solutions?

At the same time, leading tech companies are propelling businesses into the future with their current and upcoming implementations of Cloud technology, machine learning and AI. Distribution and Manufacturing companies need to understand how these advancements will impact them in the future and see how these new technologies will change their competitive landscape.

Cloud-Based Technology

For all the pop culture jokes thrown around today about how little we understand the Cloud and how it works, the truth of the matter is that many companies are adopting Cloud-based services. These services offer the convenience of buying and implementing only what is currently necessary or what fills a functional gap in their current ERP system.

Cloud technology makes it possible to get smaller bite-sized solutions that can be purchased as necessary, making Cloud Technology more accessible to different sized companies. Most software companies offer a series of application solutions that can be purchased separately and integrated into a company’s existing ERP system. This is the convenience seen with this kind of technology, and the biggest selling-point for adopting it.

Cognitive Services In Business

The current trajectory of AI in business is shifting from technology that requires configuration to be effective, to technology that by its own cognitive nature, can train itself over time. By definition, Machine Learning is a technology’s ability to learn without being explicitly programmed. Not only does Machine Learning work without the step of configuring it, it’s a system that will improve over time, learning the consumer’s interests and patterns. Several different implementations of this kind of technology:

- **Pricing**, using historical sales, lost sales, and other data to automatically determine the best price to maximize profit for each customer and product.

- **Recommendations**, enabling distributors to cross sell and up sell products that can be recommended to customers without the need to preconfigure all of the possible combinations.

- **Discoverability**, learn from click patterns to increase a product catalog’s discoverability and boost sales. It allows businesses to upsell products that can be recommended to customers based on previous searches or previously purchased items.

- **Using bots for customer service questions**, improving the turn-around time for answers and eliminating the need for several representatives to be available to assist, if needed.

Whether it is a recommendation engine that identifies frequently bought together products or a bot customers can speak to for immediate assistance, these services are working to greatly reduce the expense of using human resources to answer common questions. However, some businesses have expressed pushback at the notion of having an AI for customer interaction, seeing human resources as their highest selling point in a digital heavy age. Still, with Amazon being part of nearly every consumer’s life in some capacity a business without a website or an ability to take E-orders in this day and age is only hurting themselves.

Not every customer needs or wants a personal interaction when they are browsing, nor is every person who comes to your website past the browsing stage in their buying process. For those customers that might choose to look elsewhere, using a person-to-person interaction would be wasted. Instead, the idea of determining customer profitability and tailoring AI services to that, cutting down on the human resources required while still allowing highly profitable customers to have personal interaction and a person to speak to when needed.

Companies pushing back on adopting cognitive, Cloud-based solutions has less to do with the companies and more to do with their own marketing. It’s proving difficult for departments to catch up with the new kinds of technology that software vendors are using in their products, and even more difficult to market for these products that have not been widely tested among consumers due to how recently it is being released in relation to the tried and tested methods ERP vendors have been using for years.

The Future Of AI Is In Technology Stacking

There have been several early adopters of the Cloud technology. Many companies looking to purchase solutions are businesses that are already in the process of moving from an outdated system to new tools. These companies are ready to adopt purpose-built ERP products that can inter-operate with different Cloud products that can be purchased from third-party vendors, also what is referred to as stacking technology.

Conversational User Experience, Augmenting, Automating, and Advising

In the past, companies have put their digital storage into Data Warehouses, organized and structured stores of past information that could be mined for analytics or reporting purposes. Today, Cloud services use what is known as the “Data Lake”, an open access source, throughout their system. The “Data Lake”, as the name suggests, is a natural collection of data existing in its raw form that can be accessed by all Cloud programs and Operating Systems without prior structuring.
AI uses the “Data Lake” as one of its primary sources of knowledge and machine learning. At its core, AI works as a way of automating processes across the Cloud, creating a conversational user experience that eliminates unnecessary search times and learns how its users work within the system to better augment problem-to-solution processes.

The conversational experience, is one of four ways in which Cloud systems are used to maximize human potential, the other three include augment, automate, and advise.

- **Conversational User Experience** — This is the two-way conversation AI creates with the user, using machine learning to pick up information and voice recognition to create a hands-free navigation easy for new users to pick up.

- **Augments** — AI is available throughout the entire Cloud Suite and is informed by information gathered all through the suite.

- **Automates** — AI can pick information given during social conversations, such as an employee asking a supervisor for information on a product or client. AI can then provide this information through a search, cutting down a majority of an employee or customer’s research time.

- **Advises** — AI’s ability to learn from conversations and gain information from social knowledge means that the system stores the kind of industry knowledge that experts have on specific business challenges from years of experience. AI makes this information available to any employee that needs it to make knowledgeable business decisions.

AI uses all of the above to create an intelligent and informed recommendation engine that can quickly put to use expert information without a user needing to take the time to reach out or research. Furthermore, AI has a video recognition feature allowing it to process information from watching a process that has been recorded, such as a YouTube video or training video. AI makes quick work of creating easy access to data that will create a more efficient and streamlined way for employees and consumers to interact and do business.

**Adapting AI**

There are many customers who are hesitant to adopt machine-learning technologies for their businesses. However, customers are beginning to adopt the Cloud due to the competition created by other companies taking that plunge. Some customers that aren’t ready to shift entirely to Cloud systems are looking at the efficiency, and have become more willing to work automated technologies into their strategies. A trend is beginning to form and Cloud-based ERP technology is beginning to be recognized for its merits in business. Like with many shifts to the technology we consider commonplace today, once people get past the culture-wide apprehension of the new and the unknown, the shift to using Cloud and Machine Learning will likely be a rapid and wide-spread one.

**Adaptive User Experience**

As mentioned, the “Data Lake” is a widely unstructured repository of information. Because of that, analytical products are necessary to assist users in navigating and interacting with the data that resides there. Business Intelligence and Analytics platforms are used with Cloud systems to manage information stored in the unstructured “Data Lake”. This automates the process of making that data analytically ready to be received by Cloud systems, regardless of its format or source.

Business Intelligence and Analytics platforms use interactive displays and the ability to easily manipulate uploaded information. This enables users to work with the tools the user prefers to analyze the data. The adaptive user experience means that Cloud users can make changes to the data that has been uploaded into the “Data Lake” at any time, creating a channel where consumers of this information can have an open interaction with the data that feeds into front-end applications. This results in consistency throughout the systems and better alignment throughout the ERP platform.

**Looking Forward: AI Is A Part of Everyday Operations**

ERP Vendors are investing in Cloud and AI technology and advancing their existing platforms. At Brown Smith Wallace Advisory Services, we are seeing the biggest impact of these new technologies in analytics and business intelligence. This is the next wave of technology that distribution and manufacturing companies will need to become familiar with.

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 28 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.
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

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Endorsing Organizations

Industrial Supply Association
www.isapartners.org

International Glove Association
www.internationalgloveassociation.org

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/nassd

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
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<thead>
<tr>
<th>Endorsing Organizations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Power Transmission Distributors Association</strong>&lt;br&gt;www.ptda.org</td>
</tr>
<tr>
<td><strong>Texas A&amp;M University Global Supply Chain Laboratory</strong>&lt;br&gt;id.tamu.edu</td>
</tr>
<tr>
<td><strong>Professional Beauty Association</strong>&lt;br&gt;www.probeauty.org</td>
</tr>
<tr>
<td><strong>Water and Sewer Distributors of America</strong>&lt;br&gt;www.wasda.com</td>
</tr>
<tr>
<td><strong>Purdue University Supply Chain Management Technology Program</strong>&lt;br&gt;<a href="https://polytechnic.purdue.edu">https://polytechnic.purdue.edu</a></td>
</tr>
<tr>
<td><strong>Wholesale Florist and Florist Supplier Association</strong>&lt;br&gt;www.wffsa.org</td>
</tr>
<tr>
<td><strong>Security Hardware Distributors Association</strong>&lt;br&gt;www.shda.org</td>
</tr>
<tr>
<td><strong>Woodworking Machinery Industry Association</strong>&lt;br&gt;www.wmia.org</td>
</tr>
<tr>
<td><strong>Specialty Tools &amp; Fasteners Distributors Association</strong>&lt;br&gt;www.stafda.org</td>
</tr>
<tr>
<td><strong>To provide this guide as a benefit to your members, please call (314) 983-1393 or email <a href="mailto:sjay@bswllc.com">sjay@bswllc.com</a>.</strong></td>
</tr>
</tbody>
</table>
## Software Features Matrix

<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>Primary Programming Language</th>
<th>Able to Operate As True Windows Application</th>
</tr>
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<tbody>
<tr>
<td>Blue Link</td>
<td>Windows</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>MS SQL Server</td>
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<td>✓</td>
<td>VB.NET</td>
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<td>Lenovo</td>
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<td></td>
<td></td>
<td></td>
<td>No SQL</td>
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<td>DDI System</td>
<td>Windows</td>
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<td></td>
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<td></td>
<td>UniVerse/MS SQL Server</td>
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<td>✓</td>
<td>VB.NET</td>
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<td>Distribution One</td>
<td>Windows</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>Progress, MS SQL Server</td>
<td>✓</td>
<td>✓</td>
<td>.Net</td>
<td>✓</td>
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<td>DMSi Software</td>
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<td></td>
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<td>Progress</td>
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<td>.Net, Progress</td>
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<td></td>
<td>MS SQL Server, MySQL, Oracle, MS Access, MS Visual FoxPro</td>
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<td>✓</td>
<td>C#, JAVA, VB, and more</td>
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<td>Epicor® Prophet 21®</td>
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<td>.NET, C#, PowerBuilder</td>
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<td>Epicor® Eclipse™</td>
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<td>JAVA/Pick</td>
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<td>Progress</td>
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<td>IBM Power System</td>
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<td></td>
<td>DB2, MS SQL Server</td>
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<td>JAVA, RPG ILE</td>
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<td>Oracle</td>
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<td>JAVA</td>
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<td>Savance</td>
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<td>✓</td>
<td>SQL, JAVA, RPG</td>
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</table>

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<table>
<thead>
<tr>
<th>Company Name</th>
<th>Installed Customer Base (by billing addresses)</th>
<th>Sales Information System is sold by:</th>
<th>Software Only</th>
<th>Hardware Available</th>
<th>Technical Support</th>
<th>Sales &amp; Support Provided</th>
<th>Technical Support Provided</th>
<th>National User Conference is Held</th>
<th>Total Installs last 12 months</th>
<th>New Release Frequency</th>
<th>Prospects Can Attend User Conference</th>
<th>User Participates in Enhancements</th>
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Module Integration:  
B = Base  
O = Optional  
3 = Third Party  
N = Not Supported

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Blue Link ERP is an all-in-one inventory and accounting business management software solution complete with contact management and eCommerce integration. The software is perfect for small-medium size companies in the wholesale and distribution sector with 5 - 200 employees. Blue Link is offered as a cloud-based/hosted 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, warehouse management and contact management software—offers robust functionality for wholesalers and distributors. Blue Link provides advanced functionality available out-of-the-box plus various optional components that are industry specific. Blue Link can also be completely customized to meet your needs.

Blue Link features include:

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

**Inventory and Orders**
- Inventory management
- Order management and fulfillment
- Drop shipment/special order
- Purchase orders
- Purchase order return
- Sales analysis/flexible sales reporting
- Backorder management, lot tracking 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 (Amazon, eBay, etc.)

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

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

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

www.BlueLinkERP.com/contact

www.BlueLinkERP.com
Contact: Samantha Hornby
331 Cityview Boulevard, Suite #200 | Vaughan, ON, Canada L4H 3M3
(905) 660-0599 | (877) 236-8973 FAX
info@bluelinkerp.com

OS: Windows
DB: MS SQL Server
Presentation: GUI
Delivery: On-Premises and Cloud-Based/Hosted

Sales Channel: Direct in North America and the Caribbean

Entry Price Point: Cloud-Based Starts at $500/month

Blue Link ERP—integrated accounting, inventory management, warehouse management and contact management software—offers robust functionality for wholesalers and distributors. Blue Link features include:

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

- 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

- Unlimited contacts
- Track multiple contacts
- Automated emailing
- Customer support and service
- Single point of entry
- Log verbal and email communication

- Business-to-Business online ordering
- Business-to-Consumer integration
- Marketplace integration (Amazon, eBay, etc.)
Computer Insights, Inc.®
Product: The Business Edge

Customer Base

Technology
OS: Linux, Windows
DB: No SQL
Presentation: GUI
Delivery: OnPremise with Perpetual Licenses or on the Cloud

Sales
Entry Price Point: $10,000 for 2 users
Sale Channel: Direct in North America

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.
Experience a Different Kind of ERP Software with Inform

As markets change, you need to shift focus. To achieve success, your business strategy needs to include CRM, eCommerce and powerful, advanced analytics. DDI’s Inform ERP optimizes wholesale operations and enhances next generation business tools in one real-time, unified platform. Inform helps distributors deliver an exceptional customer experience to grow businesses and win against the competition.

Inform ERP strengthens the most successful, progressive wholesale distributors in North America with a focus on industry specific challenges facing clients today. Inform harmonizes distribution operations with powerful tools designed to align daily tasks with new, opportunistic revenue sources. From user-defined dashboards, informative customer snapshots and error-free warehouse management to real-time eCommerce solutions, accounting, and advanced demand forecasting, Inform provides an industry specific solution to grow in today’s competitive landscape.

Our Commitment to Distribution

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

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

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

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

- **Experience Seamlessly Connected eCommerce**
  Exceed customer expectations with a mobile-readily available, easy-to-use storefront. DDI’s real-time web solution leverages the power of Inform ERP to keep distributors digitally connected. The Inform-eCommerce customer portal connects directly to Inform, providing real-time price and stock and eliminating double entry or overnight synchronizing of products, orders, pricing or inventory.

Key benefits:

- 360° view of business operations with user defined dashboards and sophisticated reporting capabilities.
- Embedded CRM for detailed customer insight, individual history and shared calendaring.
- Accounting and bookkeeping, bank reconciliation, and financial reporting.
- Product demand management, forecasting tools, and advanced demand planning.
- Quote to order conversion, order efficiency, and warranty claims management.
- Warehouse management, inventory control, and container management.
- Mobile-optimized, real-time connected eCommerce storefronts.
- End-to-end solution with ongoing, innovative upgrades at no cost.
- Predictive analytics to strengthen business operations.
- Consultative and comprehensive approach to setup, training and support.

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

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

Client feedback that sets us apart.

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

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

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

Stay ahead of your customer’s expectations.

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

For more information visit www.software4distributors.com
Distribution One
Product: ERP—ONE+ Software

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

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

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

Utilizing advanced Windows technology and 64-bit architecture, ERP-ONE+ is a fast, user-friendly software suite that can be fully integrated with other business applications such as Microsoft® Office. Reaping the benefits of over 2000 component programs, ERP-ONE+ customers experience streamlined functionality, 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 and Dashboard+ Analytics—Give your team real-time insight into business health to make them more productive and come to the right decisions.
• Rapid Implementation—With our seamless 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.
• Better Business Processes—Less duplication and time wasting across the board! Run your business in accordance with strategy, planning and the right information.

Technology
OS: Windows
DB: Progress/SQL Server
Presentation: GUI, CHUI
Delivery: On-Premise, Hosted, SaaS, Cloud

Sales
Entry Price Point: Call for Pricing
Sale Channel: Direct Worldwide

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

For more information visit www.software4distributors.com

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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.

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
Product: ECi Software Solutions

Customer Base
Not Provided

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

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 midsize 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

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 office products software with a fully integrated e-commerce platform.

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

Spruce
Spruce 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 Prophet 21—Technology that Drives Growth for Distributors

Epicor® Prophet 21® has been developed to fit distribution businesses and is continually improved with a focus on making it easier for our customers to grow their distributorships. The latest release combines proven Prophet 21 distribution expertise with a new end-to-end Web-enabled infrastructure and modern technology stack: HTML5, Angular JS, .NET, and SQL Server®. On-premise and cloud deployment options are available. Distributors can start with the on-premises version and migrate to the cloud as their business grows.

Beyond the technology, only Epicor can provide complete business digitization along with the refined distribution expertise that comes from 50 years of industry experience and hundreds of committed employees with deep domain expertise. With more than 1,600 wholesale distribution customers throughout the world using the Prophet 21 system, Epicor is one of the leading technology partners for the distribution industry.

Next-Generation Business Software for Wholesale Distributors

Prophet 21 enterprise resource planning (ERP) system is designed to address the challenges of today’s dynamic distribution industry—enabling distributors to take full advantage of modern, cloud-ready technologies to help them grow profitable businesses faster. Epicor is uniquely positioned to help you achieve the business results you need to sustain a long-term competitive advantage and growth.

Epicor Prophet 21 runs on any browser, improving usability and mobility while allowing distributors access from any device, anywhere. It’s built on industry leading, proven SaaS technologies for lower total cost of ownership (TCO) and continuous improvement—a future-ready platform for digitalization of your business needs today and well into the future.

As a cloud-based solution, it provides greater flexibility to scale, extend, customize, and configure it to work the way you work with full extensibility throughout the stack via an application programming interface (API) that will give businesses the ability to add specialized vertical functionality for core or adjacent markets.

Dedicated Tenancy Cloud Option

Epicor is also offering a dedicated tenancy deployment option which allows organizations to securely meet their need for scalability and customization in a cloud-based platform. In contrast to the multi-tenant model, which achieves significant scale economies by deploying clients on the same application server and the same database, dedicated tenancy provides each client its own database, with the dynamic elasticity and cost benefits of shared application servers. It is best suited for organizations with complex business processes and software needs for functions such as accounting, financial reporting, distribution, or manufacturing.

This deployment method allows customers the benefits of strong isolation: ease of on-premises to cloud conversion, point-in-time restores, and greater control of upgrade timing. Moreover, with isolated processes per tenancy, customers can create and utilize customizations without affecting other customers in the server network.

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 has more out-of-the-box distribution capabilities built-in than any other software on the market—vessel & container cost tracking, sales tax, PO variance queues, kitting, assembly and production orders, job management, WAV, buying trend analysis, special project pricing, and more—all integrated in an 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:

- Fasteners
- Fluid Power
- HVAC
- Industrial
- Jan/San
- Medical Supply/Pharmaceuticals
- Paper and Packaging
- Petroleum
- Tile and Flooring
- Safety Supply

Deep functionality built for distributors

The Epicor Prophet 21 system is a complete, effective and efficient end-to-end 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 and Maintenance Management

Newest Developments:

Epicor Commerce Connect, a state-of-the-art Magento-based eCommerce platform, for Prophet 21 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 Data Analytics, offers powerful mobile functionality and enhanced BI and analytical tools to drive growth and profitability for distributors—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.

DocStar Enterprise Content Management (ECM), an Epicor solution, is a scalable, strategic process automation solution that allows you to manage all of your content securely and can be deployed either as a software installation in your IT infrastructure, or in the Cloud. With DocStar, you can capture and manage text, PDF, e-mail, video, HTML, and more. It provides a web-based, cross-browser platform to quickly find and retrieve files from desktop or mobile devices. You can automate mission critical business processes, like accounts payable and expense approvals.
Epicor Software
Product: Epicor® Eclipse™

www.epicor.com
Contact: Epicor Software
804 Las Cimas Parkway 1 Austin, TX 78746
(800) 776-7438
EpicorDistribution@contact.epicor.com

Epicor Eclipse—Technology that Drives Growth for Distributors
Epicor® Eclipse™ has been developed to fit electric, plumbing/PVF, and HVAC businesses and is continually improved with a focus on making it easier for our customers to grow their distributorships. Epicor enterprise resource planning (ERP) software solutions provide tier-one functionality with a low total cost of ownership.

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 750 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 provides new tools to dramatically enhance productivity, while delivering process refinements to improve the business effectiveness of distributors.

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

The freight audit queue can increase your bottom line with clear visibility of how well you pass along inbound freight costs.

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.

Epicor Commerce Connect, a state-of-the-art Magento-based eCommerce platform, for Eclipse 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.

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 other job management features will give you more power than ever to manage your complex jobs.

For more information visit www.software4distributors.com

Customer Base

Technology
OS: Linux
DB: Rocket UniVerse
Presentation: GUI
Delivery: On-Premise, Hosted, SaaS

Sales
Entry Price Point: Contact Epicor Sales
Sale Channel: Direct

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.

A feature-rich application with specific depth in a number of industries, the Eclipse system has been developed to manage the requirements of distribution verticals including:

• Electrical
• Plumbing & PVF
• HVAC

A comprehensive application for distributors
Epicor Eclipse is a complete business management solution, with extensive functionality for key business processes such as:

• Mobility
• e-Commerce
• Advanced Cycle Counting
• Freight Audit Queue
• Easy scheduling with new Shipment Creation
• Order Management for Counter, Inside, Outside and Showroom Sales
• Commercial Job Management
• CRM
• Comprehensive Price Matrix
• Integrated Credit Card Processing

Technology that enables transformation and growth
You need a software solution that is based on a platform that you can implement quickly without substantial cost to your business. The Epicor Eclipse 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.

Epicor Eclipse offers extended capabilities such as Customer Profitability Analyzer, Strategic Pricing, Proof of Delivery, Task Automation and others that allow your business to maximize sales and profits, improve customer relationships, drive greater staff productivity, and differentiate itself from the competition.
Infor
Product: Infor CloudSuite Distribution (SX.e)

Annual Revenue Size

- $<10 million
- $10 to $49 million
- $50 to $99 million
- $>100 million

Technology
OS: N/A
DB: Progress
Presentation: Web UI
Delivery: On-Premises, Hosted, Cloud

Sales
Entry Price Point: Contact Infor Account Executive
Sale Channel: Direct and resellers worldwide

Digital transformation is impacting all distribution businesses. No matter how complex your supply chain is, you need to be able to respond faster to change, reduce excess inventory, and cut costs. Most importantly, you’ve got to give customers what you’ve promised at the time you promised it. To keep up with the pace of change, you need an agile and modern ERP solution that is flexible enough to handle both the opportunities and challenges you face today—and tomorrow. Infor CloudSuite Distribution (SX.e) is a software solution that:

- Solves challenges of the evolving distribution business model
- Improves inventory and warehouse management performance
- Meets increasing customer demands for comprehensive services such as storeroom management, project management, service and repair, and rental
- Optimizes stock and non-stock products with advanced order control
- Provides science-based pricing recommendations to optimize margins and increase revenue
- Implements easily and is intuitive to use
- Scales vertically and horizontally across multiple entities and sites
- Demonstrates a measurable ROI

Infor CloudSuite Distribution with SX.e at its core is a ready-to-run solution, designed specifically to meet the needs of SMB wholesale distributors with a particular focus on North America. It provides deep, proven capabilities in key areas such as inventory management, order processing, pricing and rebates, supply chain and procurement, value-add, financials, and more.

We continue to make significant development investments in the core business solution by embracing the best software technology available. Infor CloudSuite Distribution releases new capabilities every thirty days. Customers contribute to the roadmap and set priorities through an online enhancement request system. Recent enhancements to Infor CloudSuite Distribution include customer forecasting, advanced maintenance and repair services, rental services, superior e-commerce, extensibility tooling, and integration to Amazon Elasticsearch Service.

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

Infor CloudSuite Distribution, built on Amazon Web Services (AWS), offers the best available cloud infrastructure, network services, and application designs—so you get the reliability, security, and scalability you need to trust your business to cloud-based software.

For more information visit www.software4distributors.com © Brown Smith Wallace LLP, Advisory Services 2018. All rights reserved.
Digital transformation is impacting all distribution businesses. 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 CloudSuite™ Distribution Enterprise with M3 at its core is a ready-to-run distribution solution that combines the benefits of the cloud with functionality that’s built specifically for large, global wholesale distributors who are focused on growth, customer engagement, and have demands for extended services. It’s 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.

With support for over 40 countries and 15 languages, the solution gives you the flexibility and scalability to easily take on new markets and quickly adapt to change. It gives you deep industry-specific functionality in key areas such as:

• Sales management
• Order processing
• Complex pricing and rebates
• Customer relationship management
• Demand planning
• Value-added services
• Purchasing
• Supply chain management
• Financial management
• Manufacturing
• Service and Rental

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.

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

Infor CloudSuite Distribution Enterprise, built on Amazon Web Services (AWS), offers the best available cloud infrastructure, network services, and application designs—so you get the reliability, security, and scalability you need to trust your business to cloud-based software.

With Infor CloudSuite Distribution Enterprise (M3), 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.

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

Infor continues to make significant development investments in the core business solution by embracing the best software technology available. Infor CloudSuite Distribution Enterprise (M3) releases hundreds of new capabilities on a regular basis. Customers contribute to the roadmap and set priorities through an online enhancement request system. Recent enhancements to Infor CloudSuite Distribution Enterprise include over the counter sale hub, supplier rebate management, and advanced warehouse mobility.
Kerridge Commercial Systems

Product: K8

Customer Base

<table>
<thead>
<tr>
<th>Size Range</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>1 to 10</td>
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<tr>
<td>11 to 50</td>
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<tr>
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<tr>
<td>201 to 500</td>
<td>15%</td>
</tr>
<tr>
<td>Over 500</td>
<td>10%</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 Kerridge Commercial Systems
Sales Channel: Direct

Kerridge Commercial Systems

www.kerridgecsna.com
Contact: Pam Cuellar
333 N Sam Houston Pkwy East, Ste. 1100 | Houston, TX 77060
(281) 999-7010 or (800) 299-7010 | (281) 999-6329 FAX
info@kerridgecsna.com

K8 is a fully-integrated and scalable business solution
K8 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.

K8 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. K8 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. K8 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
K8 is used by many distribution customers—large and small—across the world. K8 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, K8 will help grow your business no matter the size.

Flexible—Your Business, Your Way
You want to run your business your way, and K8 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 K8. 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, K8 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 K8 system, as well as disaster recovery and business continuity options.
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 one of our customers receives 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 Kerridge Commercial Systems’ 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
Kerridge Commercial Systems’ SmartDistributor software is a complete Windows-based ERP system for distributors. SmartDistributor is highly scalable and comprehensively supports businesses of all sizes. Kerridge Commercial Systems’ solutions consist 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 Kerridge Commercial Systems 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.

We’re driven to help you succeed in running your business your way. With Kerridge Commercial Systems, you’ll be a partner in our product roadmap, design, and development process. Drive your business with Kerridge Commercial Systems 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
Kerridge Commercial Systems 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

For more information visit www.software4distributors.com
Oracle NetSuite

Customer Base

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<tr>
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</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 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

Oracle NetSuite features include:

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

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

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

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

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

What Makes Us Different

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

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

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

What Makes Us Different

• **Upfront, All-Inclusive Pricing:** With Savance, there are no bad pricing surprises. Our pricing is simple, non-deceptive, and all-inclusive.

• **The Latest Technology:** Savance Enterprise is easy-to-use and highly automated. Our Windows- and web-based system is available on-premise or in the cloud, and always with the latest technology.

• **Trust & Stability:** Savance has been in business for 20 years, and never changed ownership. We will never stop moving forward.

• **Intimate Support:** Savance Enterprise is a big product with intimate support. We always listen and take care of our clients, and offer customized solutions that suit your business to a T.

• **Customization:** While large ERP companies tend to stick to a “take it or leave it” rigidity, Savance’s willingness to customize gives you more freedom to do business your way.

• **Automation Focus:** Ever since our inception, one of Savance’s main goals has been to automate business processes. Ask how we can simplify life for you and your clients!

• **Quick Return on Investment:** With affordable prices and almost unlimited options for increasing sales and efficiency, Savance Enterprise is able to offer a very quick ROI for our clients.

Savance Enterprise Is Different

For more information visit www.software4distributors.com

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

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

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

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

Large, Established, Highly-Satisfied Customer Base
SYSPRO is a global leader of fully-integrated Enterprise Resource Planning (ERP) solutions for mixed-mode manufacturing as well as distribution companies. With over 15,000 customers in 60+ countries, SYSPRO has proven its ability to successfully meet the needs of small and mid-sized organizations. For more than 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

http://www.tribridge.com/AdvancedDistribution
Contact: Sadie Peterson Hattan
4830 W. Kennedy Blvd., Suite 890 | Tampa, FL 33774
(813) 287-8887 | (813) 287-8688 FAX
info@tribridge.com

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.

Customer Base

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

Technology
OS: Windows, Linux, Unix
DB: SQL
Presentation: Any
Delivery: Any

Sales
Entry Price Point: Varies
Sales Channel: Direct

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

Solution Capabilities:
• 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 replenishment and forecasting
• Control product availability by channel, customer group, and Customer
• Accurately monitor credit at customer and sales order level
• Manage inclusions/exclusions, cross sells/up sells, substitutions, customer direct and special orders
• Management of vendor rebates and claims along with vendor performance management

For more information visit www.software4distributors.com © Brown Smith Wallace LLP, Advisory Services 2018. All rights reserved.
VAI
Product: S2K Enterprise Software for Distribution

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

VAI 52K Enterprise for Distribution
Distributors must offer a broader product mix and meet increasingly sophisticated demands from more suppliers and customers. Establishing and maintaining customer loyalty is more difficult than ever. Increased competition is squeezing revenue, profits, and margins, making it harder to ensure profitability. Distributors require powerful, yet easy-to-use information systems to help them enrich customer service, reduce costs, and improve the quality of their decision making.

Providing solutions to the industry since 1978, VAI understands distribution and what it takes to succeed. VAI 52K 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
- e-commerce
- 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.
Your Company Simplified

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

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

The Ximple™ ERP Suite Comprises of:

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

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

Application Portal & Administration
- B2B Portal
- RFID

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

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 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.
Distribution Technology Group offers options with on-premise, cloud, and hosted alternatives and brings all that distributors want and need in an integrated end-to-end solution. We help differentiate your business with eCommerce, kits, assemblies, progress payments and special pricing. We are compatible with mobile devices that can be used in Business Intelligence, Order Servicing Showrooms, Delivery and Warehouse Management.

SourceWare™, DTG's flagship ERP business solution, offers a wide range of applications including Scheduling & Dispatch, Contact Management, Quotes & Invoicing, and Equipment Tracking. This system allows site configurations, photos, and documentation captured with the technician’s smartphone or tablet to be stored permanently in the SourceWare™ ERP system. SourceWare™ provides a world-class solution for Distributors with service professionals in multiple industry verticals such as Electrical, HVACR, Plumbing, Tile, and Flooring.

MITS Distributor Analytics

Reporting, Dashboards, Business Intelligence

www.mits.com
info@mits.com

MITS Distributor Analytics is powerful reporting and analytics software that unlocks the information buried in your business systems, and puts your key metrics, and insight about them, into the hands of your team.

Over 500 distributors are using MITS Distributor Analytics to empower everyone—from the CEO to purchasers to sales reps—to make better decisions with tools designed specifically for their role. By combining flexible, user-friendly business intelligence tools with premade and customizable reports, dashboards, and scorecards, MITS helps customers quickly gain value from their analytics and business system investments through improvements in cash flow, profitability, and business growth.

SMARTSystem Software

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

www.floralcomputer.com
info@floralcomputer.com

Floral Computer Systems will help you improve your business operations by providing software to better manage your inventory and product margins with business analysis and personalize training. Our Business Management Software is for floral growers, wholesalers and importers. It is fully integrated with our e-Commerce websites.

SMARTSystem™ Business Management Software establishes, maintains and tracks the flow of information and goods into, through and out of your business. Effortlessly manage Purchasing, Inventory, Sales, Shipping and Reporting. SMARTSystem™ seamlessly integrates with QuickBooks, Sage/MAS, and other accounting packages. Created and supported in the USA, we provide live phone support and a 24/7 ticketing system. SMARTSystem™ will bring both prediction and control to your business operations with its many management tools.

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. Phocas allows you to drill from high-level dashboards right down into the underlying transactions. It’s not just turning data into pretty pictures, it’s about seeing the data that makes your business tick.

Phocas is a data analytics tool that lets you dig into a consolidated view of your actual product, customer and financial data. You will get data in seconds on sales, inventory, forecasts, prices, profit margins, people and budgets. Interrogate data on the fly, identify trends, track performance, and see new opportunities. The full software solution, fully mobile. Access your data, dashboards and reports wherever you are on smartphones and tablets. Optimized for the type of device (desktop, notebook, tablet or smartphone).
We are a Cloud-Based CRM & Business Intelligence software program designed to help wholesale distributors effectively manage sales and marketing efforts. SMP has pre-built interface modules to the major ERP applications making it easy to integrate SMP with your ERP. We believe distributors need a sales management system that leverages proven sales and marketing techniques from the best-in-class companies in the distribution industry, integrates easily with distributors’ legacy and new business system platforms, and combines real-world distribution experience with advanced cloud-based technology.

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

We help companies improve profit margins by using analytics to drive better pricing and purchasing decisions while introducing workflow tools to improve critical business areas such as contract management.

We also provide training focused on core skills essential to profitability and competing in the modern marketplace. This training spanning negotiation tactics, reading and reaching various personality types, financial acumen and building meaningful relationships enables employees—especially sellers—to deliver more value to clients and profit to the bottom line.
This worksheet will allow Brown Smith Wallace Advisory Services to help you get started quickly. It is also a valuable
document to have before contacting any software vendor. We can use the data to qualify you as a prospect for each vendor.
It is in everyone’s best interest not to waste time if there is no fit. This form may be found and completed online at
www.software4distributors.com/vendor/resources_consulting_form.aspx or can be faxed to (314) 983-1329. Our team will
then set-up your complimentary 30-minute teleconference appointment.

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address</td>
<td>City, State, Zip</td>
</tr>
<tr>
<td>Phone</td>
<td>email</td>
</tr>
</tbody>
</table>

**Company Background**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Year Founded</th>
<th>Annual Sales ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Branches</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of Full-time Information Professionals</td>
<td></td>
<td></td>
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**Project Timeline**

<table>
<thead>
<tr>
<th>When would you like to start?</th>
<th>When would you like to go live?</th>
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</table>

**Current System Information**

<table>
<thead>
<tr>
<th>Software System</th>
<th>Last Updated</th>
<th>Hardware Platform</th>
<th>Last Updated</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>What do you like most about your current system?</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>What do you like least about your current system?</th>
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</table>

**System Selection**

<table>
<thead>
<tr>
<th>What are your goals for new software?</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Describe the capabilities your company wants in a new system:</th>
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</thead>
</table>

<table>
<thead>
<tr>
<th>Other:</th>
</tr>
</thead>
</table>

**System Sizing Information—Order Processing**

<table>
<thead>
<tr>
<th>Number of Sales Branches</th>
<th>Number of Ship-to Addresses</th>
<th>Number of Invoices Processed Weekly</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Average Number of Line Items Per Order</th>
<th>Average Number of Line Items Per Back Order</th>
</tr>
</thead>
</table>

**System Sizing Information—Inventory Control**

<table>
<thead>
<tr>
<th>Number of Warehouses</th>
<th>Number of Inventory Items (SKUs)</th>
<th>Average Number of Items Per Branch Warehouse</th>
</tr>
</thead>
</table>

**System Sizing Information—Purchasing**

<table>
<thead>
<tr>
<th>Number of Vendors</th>
<th>Number of Purchase Orders Monthly</th>
<th>Number of Line Items Per Purchase Order</th>
</tr>
</thead>
</table>

**System Sizing Information—General Ledger**

<table>
<thead>
<tr>
<th>Number of Companies</th>
<th>Number of Divisions</th>
<th>Number of Departments</th>
<th>Number of Accounts</th>
</tr>
</thead>
</table>
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.