

BMA Software®

Product: BMA Distribution Software



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Technology

OS: Windows
 DB: MS SQL Server
 Presentation: GUI
 Delivery: Client/Server

User Base

1 5 10 20 50 75 100 150 200 300 500 1000 2000 3000

Number of Branches

1 2-10 11-50 51-100 100+

Sales

Entry Price Point: \$3,750
 Sales Channel: 27 US resellers

BMA for Distribution®, a new Microsoft® VB.NET application built specifically for the **small to mid-sized wholesale distributor** that leverages the Microsoft products that you already own (like Windows™, MS Office™, and Internet Explorer™).

POWERFUL PRICING CAPABILITIES AT ORDER ENTRY:

- Customize Pricing per customer.
- Multiple Pricing Plans (easily manage pricing based on business).

LOW RISK, HIGH RETURN: 100% Microsoft® technology:

- Similar look and feel as Windows™ (As INTUITIVE as OUTLOOK!)
- Integration with ALL Microsoft® products (NO technology roadblocks)
- Built-in customization by role (See ONLY what you need to see)
- Business Visibility (ALL your Business Intelligence and reports in one place)
- Stable, Scalable, Secure and Strong: your investment (\$7 Billion in R &D)

JOIN 45,000 COMPANIES: Dynamics GP™ (Great Plains):

- BMA® built on GP™ using their over twenty (20) years of experience.
- GP: Mature product with 11 releases over twenty (20) year time span.
- GP: Over 45,000 customers in North America.
- GP: GAAP certified (withstand the scrutiny of publically held firms).
- BMA: Extend GP to offer distribution features and functionality.

POWER TO THE PEOPLE: Out-of-the-Box Tools:

- 2500 Reports and over 200 Smart Lists™.
- Three (3) Report designers with link to Crystal Reports.
- Business Intelligence without having to buy a second server.
- Over hundreds (100+) of downloadable video tutorials.
- Customer Source™ (online knowledge base).

Modules:

- **Sales Processing** (Order Entry, POS, Order to Cash, Supply Chain)
- **Inventory** (PO Gen. methods, Ranking, Contract and Rebate Pricing)
- **Purchasing** (drop-ship, blanket, consolidated, in-transit options)
- **Job costing** (Job floor and variance analysis)
- **Workflow** (set-up multiple approvers/guidelines for many modules)
- **Manufacturing** (MRP, kits, assemblies, equipment maintenance)
- **Financials** (A/R, A/P, G/L, Fixed Assets, Bank Rec., Payroll)
- **HR** (wizard driven benefit selection, employee self-service, skill sets)
- **CRM** (Mkt Campaigns, Collections Management and Prospect Database)
- **Business Intelligence** (Alerts, Smart Lists, KPI Metrics, Dashboard)
- **B2B eCommerce** (choose from pre-defined templates)
- **Field Service** (Call Center, Dispatch, Scheduler, Warranty and Repair)
- **Warehouse management** (Receiving, Picking, Shelf Management)
- **Sales force automation** (Broadcast marketing, Linked to Outlook)

Navigation/User Interface (UI)

- Hyperlink™ into any record behind a field (with roles-based security).
- Single screen approach with tab rich environment for quick information.
- Intelligent, multi-field item and customer searches.
- Add/Subtract fields or modify UI on fly and save to specific user.
- Email, fax and pick from a selection of forms on fly (Outlook™ auto link).

Sales/Salesperson Management

- Interactive Sales Worksheet™ (build orders direct from sales history).
- View historical item sales information from any customer on fly.
- Add multiple notes on fly per item or transaction.
- POP UP complimentary, alternate, equivalent items.
- Non-Inventory selling (option to adding a new item to item record).
- Copy any transaction to another transaction.
- MULTIPLE SCREENS (bring up many OE screens with just one user).
- Color coded display to differentiate multiple kits at OE.
- Auto Back order window™ POP UP (with auto allocation option).
- Bin, Lot, and Serial number collection and retrieval.
- Commissions Management (assign territories and managers).
- Order "Source" and Order "Type" tracking.
- Order to Cash (with auto Credit Card Processing).
- Core Management and line item drop ship.
- Signature Capture.
- UPS World Ship™ integration.

Inventory/Purchasing Management

- Contract, Promo, Quantity Break, Rebate and Extended Pricing.
- Unlimited Images, files, Web links, alternate #, customer # to items.
- FIFO, LIFO, Average, Landed, Standard, and other user-defined costs.
- EDI or XML one step purchasing.
- AP reconciliation to PO item cost to receipt.
- Consignment warehouse.
- Price Import Tool.
- EOQ and other replenishment methods with auto lead time calculation.
- Partial decimal quantities on cost/price/quantity (up to five places).

General

- Rental Tracking and Repair.
- Modifier™ (change any screen by adding/subtraction customer fields).
- Document Imaging and Audit Trails.
- Project Accounting.
- Multi-currency.
- Cash Flow Calendar and Reporting.

OPTIONAL B2B MODULES (Build a Web Store)