

Computer Insights®

Product: The BUSINESS EDGE™



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Technology

OS: Linux
DB: C-Trieve
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: \$12,000 for 3 users
Sales Channel: Direct in North America

The BUSINESS EDGE

This software package is specifically for fastener and industrial suppliers. It is also 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. That's why we have the answer to every question right 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.

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.

No "Loose Ends" With The DocumentConnection

Inbound faxes, scanned drawings, certifications, delivery receipts, shipping confirmations, 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 covers everything from quote and order entry, to inventory management, warehouse management, purchasing with automated replenishment, to vendor managed inventory.

Call (800) 539-1233 today for more information.