

# PROPHET 21

## ENTERPRISE SOFTWARE SOLUTION



A WINDOWS-BASED SOLUTION  
DESIGNED ESPECIALLY FOR  
WHOLESALE DISTRIBUTORS



ACTIVANT®



# DESIGNED FOR PREMIER WHOLESALE DISTRIBUTORS

“One of the things that really appeals to me about Activant is that they focus on what drives our business. And I have not yet seen anything on the market that does it as well as Prophet 21!”

Bob Brews, President  
R.L. Brews



## Activant Prophet 21™ manages your entire business.

Activant Prophet 21, a leading enterprise software solution for distributors, combines the power of SQL Server and the familiarity of Windows in a solution designed especially to meet the unique business needs of distributors.

Prophet 21 provides you with a complete enterprise software solution that takes your business from order-entry to the warehouse, from financial management to purchasing, and ties everything together with comprehensive inventory management functionality that keeps your business running smoothly, effectively, and successfully.

Prophet 21 Order Management

Order	Customer	Contact	Ship To	Remittances	Totals	Front Counter	Order Notes	Ship Info	Tax	Customer Notes	Job Notes	Card Holder Address
Order Number:	1016453		Validation Status:	OK		Order Date:	09/04/03					
Customer ID:	100055 Atlas Distribution		Required Date:	09/04/03		Source Type/ID:	JOE					
Company ID:	1 Westwood Distribution, Inc.		Job Pricing ID:	1 Westover Jobsite								
Sales Location ID:	100002 Springfield											
Ship To ID:	100055 Atlas Distribution		<input checked="" type="checkbox"/> Approved <input type="checkbox"/> Complete <input type="checkbox"/> Cancelled									
Contact ID:	1018 Campbell, Bob		Job:	Westover Job 204								
Taker:	KEITH_FATL Keith Fatula		PO:	P9393JD98373								

Item ID	Description	Qty Available	Qty Ordered	UOM	Disp	Unit Price	Extended Price
9089076	Hex Head Nut Screw Grade 8	3.0000	2.0000	EA		5.0000	10.00
JR 394-2594	Rotary Air Compressor-Power Rating	1.0000	1.0000	EA		7,261.0000	7,261.00
75CNHH6	3/4-10 Heavy Hex Nut T-316 SS	.0000	100.0000	PC	B	.7200	72.00
WAT B6000 3/4	Ball Valve, 3/4 Threaded	11.0000	5.0000	EA		7.0920	35.46
T16-DA5	Miniature Toggle Switch Kit	9.0000	1.0000	EA		19.1200	19.12
WAT B6001 3/4	Ball Valve, 3/4 Sweat	6.0000	5.0000	EA		6.5010	32.51
AJ3993 40291	Assembled Enclosure	.0000	1.0000	EA	P	599.0000	599.00

Items: Ext'd Info Substitute Order Line Notes Prices Taxes Costs Schedules Serial Lot/Bin Item Notes Customer Part Number Notes

Commitment Schedule POs Transfers Item Shipments Stock Avail POs/Orders Orders Sales History

Prophet 21's Order Entry screen gives you one-screen access to all the information you need to service your customers, including the ability to view preferences, past orders, and special pricing.

# TREAT EVERY CUSTOMER LIKE YOUR BEST

“Prophet 21 goes well beyond accounting to give us the information and powerful functionality to run our business more effectively and profitably.”

John Sunderland, Vice President  
Sunderland Brothers

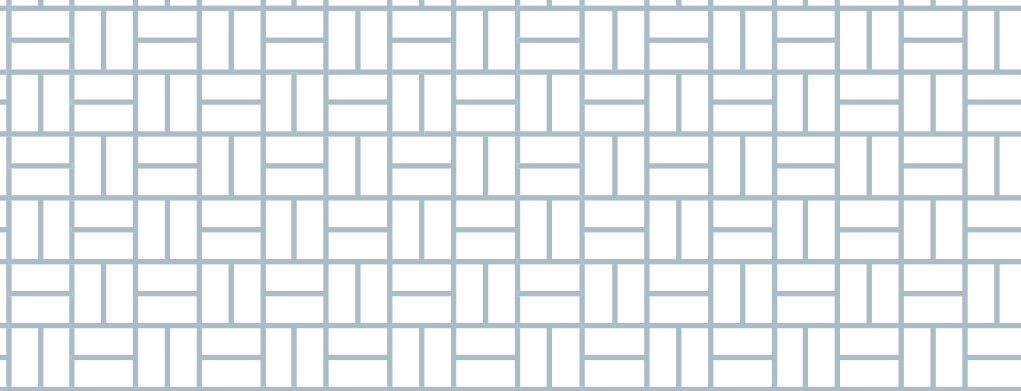
**Your order management processes directly affect your customers and how they view your business. Customers demand faster, better service and will go elsewhere if you can't meet their needs.**

## **Order Entry**

Fortunately, Prophet 21 enables you to complete the entire order entry process from one screen – enter quotes and orders, convert quotes to orders, expedite orders, check stock, search past invoices, verify shipping preferences, and more.

Whether orders are entered at the front counter, via a personal digital assistant (PDA) device, or over the Web, information goes directly into your Prophet 21 solution for faster processing, eliminating re-keying errors. You can even make it easier for customers to do business with you (and cut your accounts receivable days) by accepting credit card purchases directly into Prophet 21.

With Prophet 21's built-in ability to suggest accessory items and substitutions, you will not only grow your margins, but even your most inexperienced sales people will sound like seasoned pros. You can link product information, such as material safety data sheets or product specification sheets, to item codes and send that information directly from Prophet 21 to customers to confirm they get exactly what they want. You can also provide value-added services with Prophet 21's kitting and light manufacturing capabilities.



## **Customer Relationship Management**

Prophet 21 offers the ideal Customer Relationship Management (CRM) tool for your business. When entering orders, you can access key customer data – from shipping preferences to past orders to notes made during previous conversations. Customers receive outstanding personalized service, which translates into more sales for you. In addition, by tracking activities and setting tasks, you never again forget to follow up with customers.

With Prophet 21's integrated fax and e-mail capabilities, you don't have to exit the solution to send pertinent information to your customers. This streamlined communications process will make you more responsive to your customers' needs. In addition, you can access customer information for effective targeted marketing.

## **Pricing**

Prophet 21 gives you the flexibility to set prices as you see fit – including offering select customers preferred pricing and setting promotional pricing – ensuring that you maintain your margins while meeting customer and competitive demands.

And because Prophet 21 automatically maintains pricing according to the parameters you set, you avoid pricing errors by over-zealous salespeople or inaccurate re-keying.

# MAKE IT COUNT

“Prophet 21’s automated cycle counting functionality enables us to make sure we always have what we need when we need it.”

Mark Young, Vice President  
Grinstead Group

**Your single biggest business investment, the inventory in your warehouse, is at the heart of your company. Too much of something and you don’t have room for what your customers want. Run out of an item and it could cost you lucrative business.**

Prophet 21 enables you to balance your customer service needs while maximizing your return on investment by increasing inventory turns and reducing your inventory investment.

Multiple and dynamic inventory replenishment methods provide you with the flexibility to lower carrying costs, minimize excess or obsolete inventory, improve cash flow, and increase customer service levels.

In addition, the solution captures information on inventory changes, allowing for accurate data when making purchasing decisions.

If you have multiple branches, Prophet 21 allows you to transfer items between branches and track item usage at the local level, so you not only have the right products for your customers, you have them in the right place. You can even centralize your inventory with Prophet 21’s regional distribution center inventory management capabilities, enabling you to reduce inventory levels without jeopardizing your ability to fill customer orders.

# NO WIRES ATTACHED

“We get a lot of ‘oohs’ and ‘aahs’ when customers go through our warehouse.”

Rene Savage, Chief Technology Officer  
Stellar Industrial Supply



**With all the activity that goes on in your warehouse, keeping inefficiencies out of your processes is a must if you want to maximize your profitability and minimize losses.**

Prophet 21's warehouse management tools provide flexible, real-time control and efficiency – from receiving through shipping.

A powerful range of features manages warehouse activities – including tracking stock transfers between locations and calculating commitment schedules on net stock after transactions have been processed. Pick tickets are automatically generated and processed without re-keying information – saving time and reducing errors.

The process is further streamlined by automatically allocating items when receiving stock, and cross-docking allows you to set aside items marked for shipment that day.

An integrated shipping manifest reduces keystroke errors and provides valuable, accurate information to customer service representatives.

You can further streamline warehouse processes with Activant's Wireless Warehouse Management Solution. Developed exclusively for Prophet 21, this paperless picking solution brings a new level of accuracy to all warehouse processes, including receiving, picking, inventory operations, cycle counting, and adjustments. You can enhance customer service by ensuring you get the right products out on time, every time, while improving operating efficiencies through directed warehouse activities. For example, with the Wireless Warehouse Management Solution, you can save time by picking a single order, multiple orders for different customers, and transfer orders in a single pass through the warehouse.

Because the Wireless Warehouse Management Solution is fully integrated with Prophet 21, you can implement one technology solution for all of your corporate needs. In addition, since the solution includes a graphical user interface, it is user-friendlier than most character-based RF offerings.

# SHOP SMART

“Because Activant gives us the features we need to manage our business, we’ve kept operating costs stable, increased sales and productivity, and improved customer service.”

Mike Baker, President  
Quality Mill Supply



**Whether you have one warehouse or dozens, effective purchasing processes can vastly improve your customer service and sales.**

Prophet 21 centralizes the purchasing process, enabling you to optimize buying power and inventory levels. Buyers can qualify the return on promotions or forward buys, allowing you to increase customer service levels in relation to costs and to focus your efforts on the items that are earning you the highest profits.

A variety of purchasing options, including vendor substitutions, direct ships, and specials, allow you to adjust your processes as your customers' needs demand while controlling your costs. In addition, Prophet 21 enables you to compute the landed cost of an item to assist you in generating a more accurate cost and gross profit margin, and distributes freight to item cost by weight, quantity, and/or cost to provide more precise data on which to base pricing and commissions.

# EVEN FINANCIAL MANAGEMENT CAN BE A MONEY MAKER

“We reduced inventory levels by almost 15 percent since going live on Prophet 21. Stock is money. Now, with Prophet 21, we’re finally getting everybody to understand that.”

Hugh Koppenhofer, Vice President  
State Supply Company



**Most people don't think financial management can make their businesses money, but good financial management can actually drive dollars to your bottom line.**

## **General Ledger**

Prophet 21's real-time general ledger provides up-to-the-minute financial statements, giving you a better handle on your company's financial situation as business is transacted, and allowing you to be proactive instead of reactive. Financial reports can be run daily with drill down capabilities that allow you to access historical information for faster auditing. The real-time general ledger also eliminates the laborious day-, month-, and year-end closing processes.

## **Accounts Receivable**

Cut your accounts receivable (AR) days with Prophet 21. Prophet 21 enables you to track your customers' outstanding invoices and set alerts when days or balances exceed a certain level. Notes and follow up capabilities provide a history of conversations to aid when making calls. Flexible posting methods make it easy to track whether a check is for multiple invoices or for consolidating several corporate accounts.

## **Accounts Payable**

Prophet 21 streamlines your accounts payable processes by directly integrating your inventory receipts and purchase orders. Check processing and payment processes ensure that you don't lose discounts and that bills are paid on time. Furthermore, you can choose payment types by either vendors or invoices. Rebates are tied directly to order processing for accurate reports so you can maximize the amount of money you earn.

# BETTER CHOICES FOR STRONGER DISTRIBUTION

“Without Prophet 21, we would not have the flexibility to respond to our rapidly changing market place, delivering the quantity and variety of products and services necessary to remain the leader in our industry.”

Mark Pollack, President and CEO  
Sage Parts Plus

## You can't make good decisions using bad data.

Prophet 21 includes robust tools to assist in improving decision making by summarizing key data, identifying trends, and enabling forecasts. You set the parameters of each report within Prophet 21, including grouping, views, and detail. With Prophet 21's as-of reporting, there is no reason to print and file the reports you run, and you can view past reports at any time according to whatever date parameters you choose. You can also export the data to any Windows-based data-access tools – such as Excel or Access – to streamline data sharing.

The screenshot shows the Knowledge Management Center (KMC) web application. The main content area displays a pivot table with the following data:

		Year: 2005									
		Quarter 1		Quarter 2		Quarter 3					
		January	February	March	April	May	June				
Supplier Name	Company Name	Product Group	Cost	Sales	Profit%	Cost	Sales	Profit%	Cost	Sales	Profit%
Allen-Bradley	Westwood Distribution, Inc.		\$2,148,486.20	\$5,371,215.50	60.00%	\$1,685,638.24	\$4,214,095.60	60.00%	\$1,689,730.00	\$4,214,095.60	60.00%
	Smithville Supply		\$333,942.08	\$834,865.20	60.00%	\$292,102.40	\$730,266.00	60.00%	\$300,392.80	\$730,266.00	60.00%
	Total		\$2,482,428.28	\$6,206,070.70	60.00%	\$1,977,740.64	\$4,944,351.60	60.00%	\$1,990,122.80	\$4,944,351.60	60.00%
	Grand Total		\$2,482,428.28	\$6,206,070.70	60.00%	\$1,977,740.64	\$4,944,351.60	60.00%	\$1,990,122.80	\$4,944,351.60	60.00%

Knowledge Management Center (KMC) is an executive information data warehouse solution that quickly summarizes sales, inventory, accounts receivables, accounts payables, and open orders, and allows you to set alerts whenever an activity falls outside a range you predetermine.

# OUT OF THE OFFICE

## DOES NOT MEAN OUT OF TOUCH



“Since implementing Prophet 21, we’ve been able to handle a 30 percent increase in business without hiring any new employees.”

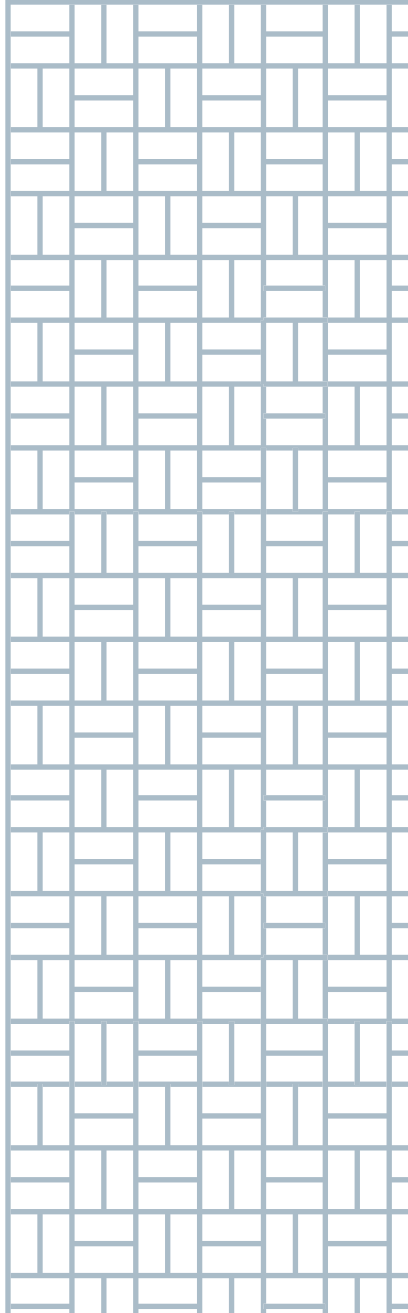
John Winkler, CEO  
J.W. Winco, Inc.

**Keeping remote employees in the loop even when on the road saves you money.**

Prophet 21 includes mobile computing functionality that enables remote employees to download key data from the solution and upload new information, such as orders, quotes, and signatures from deliveries.

Remote order entry integration reduces the time your salespeople spend on paperwork, lessens the risk of re-keying errors, and guarantees accurate pricing since your order entry personnel will no longer have to enter faxed or handwritten copies of orders.

Electronic signature capture enables your drivers to download shipping lists to a handheld device, collect electronic signatures from customers as deliveries are made, and upload them to the appropriate electronic file back at the office.



## SERVICE CUSTOMERS

# AROUND THE CLOCK

“We know our B2B Seller site catches sales that might have slipped through the cracks before. It’s really satisfied a need for us and for our customers.”

Joe Murphy, COO  
Arbill Safety



**In today’s electronic world, many customers expect you to have a Web-based storefront in order to do business with them.**

Activant makes it easy to service existing and prospective customers, 24 hours a day, seven days a week with its Web-based storefront solution for distributors, B2B Seller.

B2B Seller makes it possible for you to service customers as near as next door or as far away as the other side of the country, without making the financial investment of opening a branch or hiring more staff.

Your customers can also use your secure Web site as their business system to keep track of what they ordered for their individual customers and download account-specific information, including past invoices, into Excel spreadsheets – a value-added service that will make them loyal customers for years to come.

Integrated with Prophet 21, online orders are received directly into your enterprise software solution without intervention from your staff, saving time and avoiding costly re-keying errors. This not only increases sales and improves customer service, but also frees your customer service staff to focus on more profitable tasks, such as developing new customers.

# TECHNOLOGY TO GROW ON



“We researched software providers for a long time, and ultimately chose Activant because of its financial stability and the amount of resources it pours into research and development.”

Rich Guminski, President  
Catching Fluid Power

**In today’s competitive environment, you need a solid technology foundation upon which to build a successful business.**

Windows and SQL Server database provide that solution.

With the familiarity of most Windows-based solutions, Prophet 21 is easy to learn, and, when combined with SQL, provides scalability, reliability, and real-time access to data from almost all off-the-shelf Windows programs.

SQL’s low cost of ownership and ability to grow with your business, linking branches and companies with one solution, make it a great choice from a short- and long-term perspective.

In addition, by writing Prophet 21 with PowerBuilder, an object oriented fourth generation language, Activant can rapidly develop Prophet 21 while maintaining high quality standards.

To further enhance the usability of Prophet 21, help functionality is available on every screen, and screens may be customized for individual users or groups of users to reflect your unique business processes. This allows you to control access to each screen and related data, ensuring that your solution always provides timely, reliable, and secure information.

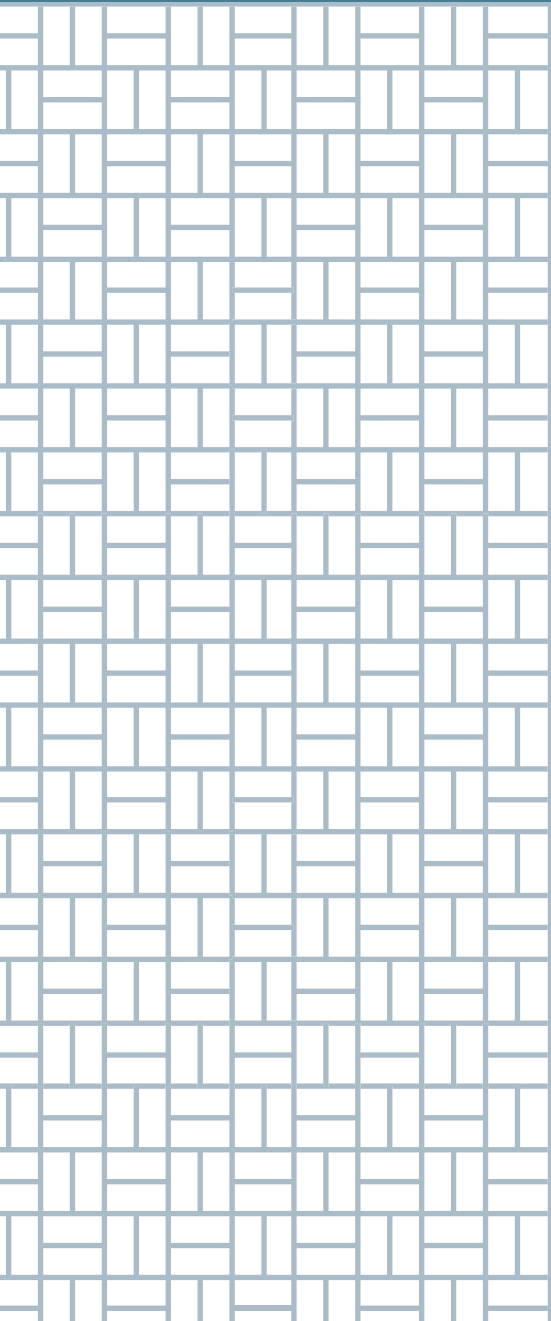
Improve customer service and eliminate costly re-keying errors with Prophet 21’s notes ability and create and send invoices, purchase orders, and other forms at the touch of a button. Following an audit trail to track the progress of a transaction is enhanced by Prophet 21’s ability to stamp each entry in the solution with the date, user ID, and before and after affects of changes.

With each version of Prophet 21, extensive quality assurance testing and benchmarking studies prove the solution will function to its fullest when put to work in a distributor’s business – no matter what the size.

# CHOOSE THE ACTIVANT ADVANTAGE

“As we continue to grow, we know Activant will be there to support us – we’re in good hands.”

Douglas Miles, President  
Miles Distributors

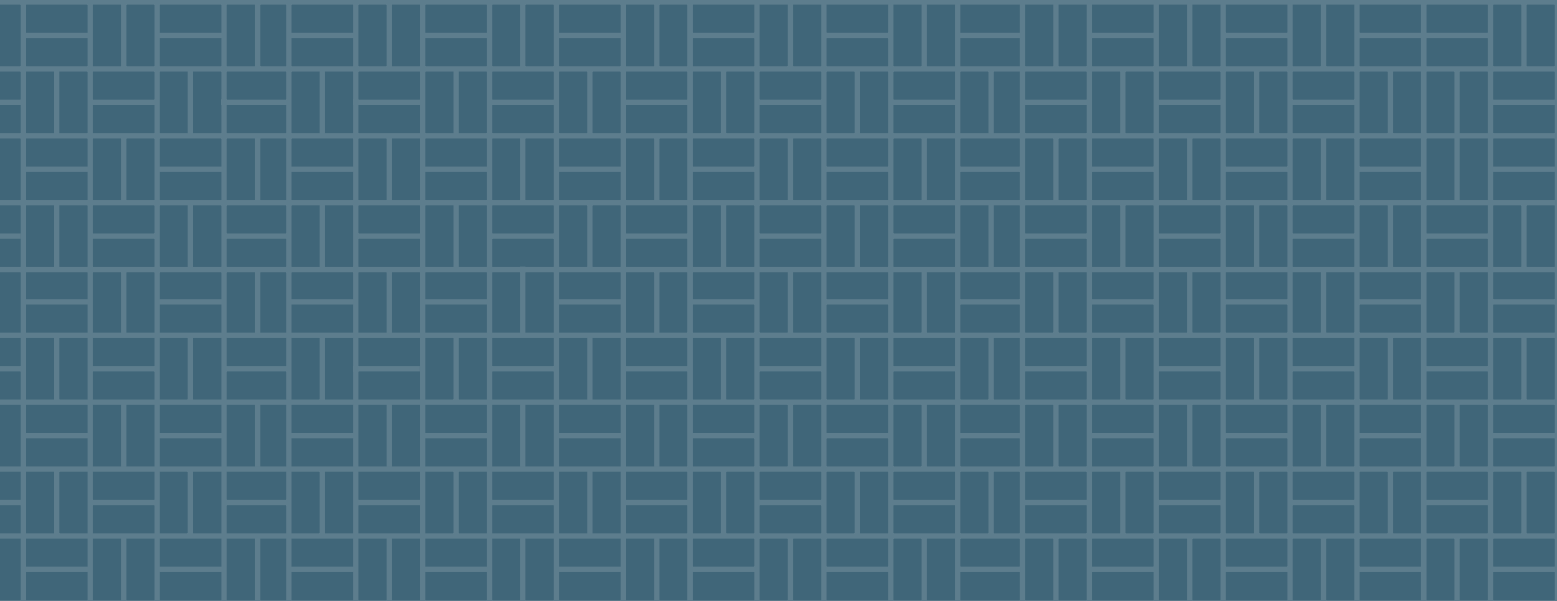


Activant provides technology solutions and services to more than 3,800 wholesale distributors throughout North America. A leading technology provider for the distribution industry, Activant develops comprehensive enterprise software solutions to help distributors improve customer service and maximize the return on their technology investment. In addition, the company offers an Internet trading network that expedites sourcing, expands geographic reach, and streamlines transactions between distributors and manufacturers. Activant solutions are backed by a host of professional services, including support, consulting, and educational programs.

Activant Solutions Inc. (“Activant”) is a leading technology provider of business management solutions serving small and medium-sized retail and wholesale distribution businesses in three primary vertical markets: hardlines and lumber; wholesale distribution; and the automotive parts aftermarket. Founded in 1972, Activant provides customers with tailored proprietary software, professional services, content, supply chain connectivity, and analytics. More than 30,000 customer locations use an Activant solution to manage their day-to-day operations. Headquartered in Texas, Activant has operations in California, Colorado, Connecticut, Illinois, New Jersey, Pennsylvania, South Carolina, Utah, Canada, France, Ireland, and the United Kingdom.

Learn more about Activant Prophet 21 and Activant’s many other solutions and services by visiting [www.activant.com](http://www.activant.com), e-mailing [distribution@activant.com](mailto:distribution@activant.com), or calling 1-800-776-7438, press 1.





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