



# distribution

## S2K Enterprise Edition for Distribution

Today, 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's S2K Enterprise Edition 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.

### 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

## Challenges and Solutions

Challenge	Solution
Poor cash flow	Improve the management of payables and receivables for better cash flow, reduce bad debt, and react more effectively to business cycles with VAI's Financial Management software.
Improve customer satisfaction	Leverage customer and item information to anticipate and surpass customer needs with VAI's Order Processing software.
Increased errors and missed shipments	Automate and integrate numerous warehouse management processes for increased accuracy and improved productivity with VAI's Warehouse Pro.
Improve buying power across product lines and multiple warehouses	Automate your demand planning, purchasing, and ordering process for optimized buying power with VAI's Purchasing application.
Increased cost of doing business	Identify profitable and unprofitable items and improve vendor and customer relationships with VAI Sales Analysis software.
Difficulty attaining and retaining customers	Analyze and mine customer data, automate marketing efforts, and empower the sales force with VAI's Customer Relationship Management software.
Slowed sales growth	Reach customers in new ways and offer self-service applications with VAI's e-business solutions.

# The S2K Enterprise Edition for Distribution includes the following modules:

## Financial Management

S2K's financial modules provide complete integration with all S2K Enterprise applications. This solution gives you the information needed to tighten control over payables and receivables, improve cash flow, and react to business cycles. Features include:

- A three-way match of purchase orders, receipts, and invoices, and conditional e-mail options alert buyers of accounts payable invoice discrepancies.
- Global customer aging inquiries and collection reminders take the guesswork out of follow-up, dispute, and collection calls.
- Conditional e-mail options alert managers of customer credit issues as they happen.
- General Ledger includes detailed account drill-down capabilities for viewing specific transaction history.
- The comprehensive "Information Center" provides a snapshot of the overall financial status of the company.
- Financial report writer allows users to create an unlimited number of financial reports based on user-defined parameters.

## Warehouse Management

The S2K Enterprise Edition Warehouse Pro application helps you enhance productivity and improve overall warehouse efficiency. Plus, it provides real-time integration to S2K's Enterprise Management solution for seamless operations. This application automates the following areas:

- **Receiving**—Supports receiving by Purchase Order or Container with manual or RF posting of the receipt. Upon receipt, users can note the lots and serial numbers received. Returned Goods and Refused Shipment receiving is also supported.
- **Product Movement**—Automatically creates put-away move tickets for received items and bin replenishments based on picking lane requirements and bulk stock merges.
- **Order Management**—Allows warehouse managers to view and select sales orders and warehouse transfers for individual or wave picking based on a variety of sort criteria. Users can view the selected orders and group them for picking based on weight, cubic measure, quantity, or line items.
- **RF Picking**—Enables users to quickly scan the bin and item being picked. Upon scanning,

the system will verify that the correct bin, item, and quantity were picked. A bar-coded picking label can be automatically generated to track the tote or pallet used for picking the order.

- **Order Verification**—Allows the user to verify items that have been picked against the customer order. For pick and pack, carton tracking is available to allow the user to designate which items are in a specific box. For EDI orders, UCC-128 labels and 856 Advance Ship Notices can be generated automatically.
- **Warehouse Transfers**—Enables both inter-location and inter-company transfers via the automatic creation of warehouse transfers. Suggested transfers are based on the usage, transfer lead time, and minimum requirements of each location.
- **Cycle and Physical Counting**—Ensures the accuracy of current inventory records that are maintained in the locator system. Automatic cycle counting takes place continuously and full physical inventory counting is supported using wireless terminals or count sheets. Plus, detailed inquiries display all counting activity and variances reported.

## Order Processing

S2K Enterprise Edition includes a powerful order processing system that offers complete drill-down access to customer and item information. At the touch of a key, users can:

- Access stock status information across all locations and automate transfer requests.
- View substitutions, complementary items, and sales history.
- Create orders easily from past sales history or customer shopping list screens.
- Increase order totals by enabling users to up-sell promotional items.
- Schedule follow-up activity and track customer communications.
- View detailed shipping information, including carton contents and tracking numbers.

## Key features of Order Processing include:

- Quotations
- Future Orders
- Standard/Blanket Orders
- Return Authorization
- Credits
- Salesperson Commissions
- Automatic Credit Checking
- Multi-level Discounts
- Gross Profit Margin Alert
- Non-stock Inventory Items
- Multiple Units of Measure
- Catch Weight Pricing
- Multiple Warehouse Locations
- Transfer Requests
- Backorder Processing
- Item and Order Messages
- Kit Processing
- Special Order Processing
- Serial Number Tracking
- Lot Control
- Direct Shipment Processing
- Substitute Items
- Complementary Items
- Superseded Items
- Multiple Bin Search
- Customer Deposits
- Credit Card Authorization
- Sales Order/Manufacturing Order Integration
- BOM Configurator
- Order Acknowledgements
- e-Mail and Fax Integration
- Telemarketing Call Entry
- Truck Routing
- Customer Shopping Lists

## Purchasing

The S2K Enterprise Edition Purchasing application automates your demand planning, purchasing, and ordering process to optimize buying power across different product lines and multiple warehouses. With these tools, you can maximize your buyers' efficiency, enabling them to spend more time on profit-oriented tasks such as reducing dead stock inventory, increasing customer fill rates, negotiating pricing with suppliers, and reviewing product mix. The S2K Enterprise Edition Purchasing application offers a variety of tools and capabilities, including:

- Powerful formulas that analyze historical and forecasted usage for each item, seasonal trends, market demand, and vendor lead times and provide suggested purchase orders for each vendor.
- The ability to flag erratic demand for review and exponentially smooth it into demand formulas.
- The ability to group items into buy-lines for purchase analysis by product group to take advantage of special pricing and discounts.
- Buy-line inquiries that allow users to compare purchasing requirements with vendor targets.
- The ability to display estimated carrying costs for items that are necessary to meet the vendor target.
- Full support for foreign currency.
- On-the-water boat tracking features that allow buyers to track and receive product by container.
- Landed cost options that allow users to roll up freight, duty, and other landed cost charges by item weight, cost, cubic measure, or quantity.
- Purchase order and landed cost price verification that allows users to match invoices to receipts and landed cost charges for verification and posting.
- Automatic tolerance levels that can be set to flag buyers through conditional e-mails.

## Inventory Management

S2K's Inventory Management application is designed to help wholesalers provide outstanding customer service while maximizing return on their inventory investment. This powerful application enables distributors to:

- Track all receipts, shipments, and adjustments to inventory.
- Improve customer service by enabling item inquiries that provide stock status information with complete drill down to transaction details.
- Access detailed product information, pricing, landed cost factors, purchasing formula data, and processing flags for each item.
- Leverage user-defined fields to track product specifications and use as additional criteria when searching for an item.
- Easily view and print item images and specification sheets for sales support.
- Improve fill rates and promote up-selling of additional products by linking substitute and related items to each item.

## Sales Analysis

The S2K Enterprise Edition Sales Analysis software enables a more strategic approach to sales and inventory management. Users can quickly identify profitable or unprofitable customers and items and improve vendor and customer relations based on volumes, costs, and profitability.

Sales Analysis can help identify the inventory items that represent the greatest percentage of your sales volume. It can prioritize customers

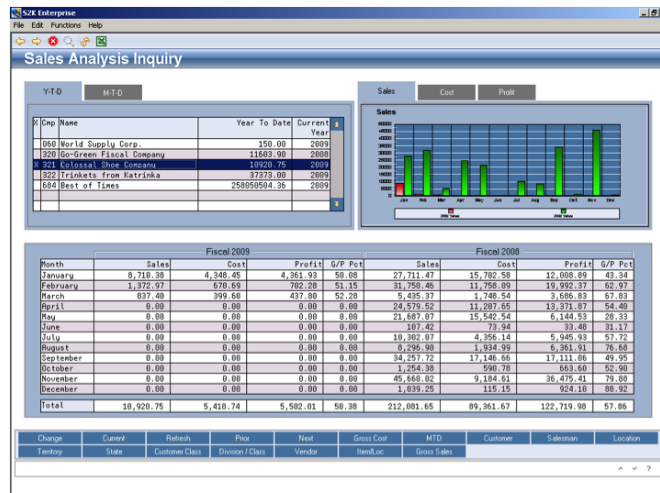
and help you manage inventory stock levels. You can review monthly sales by salesperson, and determine which customers they are selling to, what items or class of items they are selling the most, and at what gross profit percent.

## Customer Relationship Management

This dynamic application leverages a central database to help you cost-effectively identify, acquire, develop, and retain your most profitable customers. Key features include:

- **Contact Management**—Provides an enterprise-wide view of all interactions with customers and prospects. Unlimited user-defined fields provide a flexible database for searching and analysis, and detailed notes help track all communications. From one sales team dashboard, you can generate quotes and track specific opportunities, review account information and history, and create to-do lists to flag follow-up activity.
- **Marketing Automation**—Offers the ability to automate marketing campaigns to the contact database via e-mail, fax, or mail. Using the group e-mail feature, you can send promotional information, price lists, and collateral instantly to specific contacts within the database.
- **Mobile Sales Force Automation**—Enables you to download data from the main server to a laptop, giving your sales team remote access to customer, prospect, item, and sales order information. With it, you can create customer orders and selectively transmit these orders to the main server for processing.

Dynamic sales analysis inquiries summarize key data and provide exporting capabilities to desktop spreadsheet applications.



## e-business/Portals

VAI offers leading-edge web solutions that can help lower business costs by improving efficiencies in your business processes, help increase sales by reaching your customers in new ways, and improve productivity by making the right information available to your employees. With powerful e-commerce applications, you can make it easier than ever for customers to buy your products or services, allow customers to service their own accounts, and provide your company with valuable, real-time feedback to help improve your business.

By providing industry-leading portal solutions for your on demand business, VAI and IBM can help improve employee productivity, cut costs, and strengthen relationships with your customers and trading partners. Specifically, you can:

- Allow people to interact with your company in a personalized way.
- Provide employees, trading partners, and customers with a web site on which the information and applications they need have been consolidated and organized for easy access and use.
- Enable employees, trading partners, and customers to quickly execute business processes across critical applications and collaborate with portal users to make faster decisions.

## Advanced Features

The S2K Enterprise Edition suite of solutions includes advanced features that can enhance the value of your existing systems. These include:

**Workflow Alerts:** The S2K Enterprise Edition Workflow Alerts supply today's management with the tools required for successful business-making decisions by providing automated, timely information and support via e-mail. Alerts can be entered to specify tolerance levels and multiple users can be notified of the same event. Some examples of Workflow Alerts include:

- **Accounts Receivable**—Alert credit managers of credit issues, disputed invoices, returned checks, and write-offs.
- **Customer Orders**—Alert sales managers of price changes, gross profit issues, large-dollar sales, sales of restricted items, late customer shipments, or inactive customers.
- **Purchasing**—Alert buyers about new non-stock item sales, late vendor shipments, canceled special orders, confirmed direct shipments, item receipts and variances, and invoice price discrepancies.
- **Manufacturing**—Alert production managers about customer order changes, BOM changes, late customer shipments, and completed production orders.

**Job Scheduler:** The S2K Enterprise Edition Job Scheduler provides users with the ability to process reports and other events at specified times and intervals throughout the course of their business cycles.

**Desktop Integration:** S2K Enterprise Edition software provides complete integration with PC-based productivity products, such as Microsoft Outlook®, Excel®, and Word®. This integration provides users with the flexibility to utilize desktop applications while taking advantage of the power, reliability, and security of VAI's Enterprise software.

**Business Intelligence:** Through rich data analysis and data mining capabilities, powerful Business Intelligence tools enable you to provide all of your employees with critical, timely business information tailored to their specific information needs.

**EDI Integration:** EDI is available with several translator software packages and Value Added Networks (VAN). It offers businesses inbound and outbound mapping capabilities, forward/storage systems for trading partner transmissions and fast-response, error-free, efficient handling of accounting transactions.

As an award-winning IBM Premier Business Partner and software developer, VAI solutions provide the power and unsurpassed value that companies need to address key industry requirements and deliver bottom-line results. Our long-term partnerships with technology leaders, such as IBM, can help you develop a resilient technology infrastructure that provides a security-rich, agile, available, and recoverable environment for your business. One that gives you the flexibility to adjust to changing pressures, demands, and expectations. All supported by a comprehensive set of services, reflecting years of industry knowledge and experience. At VAI, we bring together the best of IBM—and our strategic partners—to effect change and optimize business performance.



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