

TECHNOLOGY FOR YOUR ENTIRE BUSINESS



BETTER BUSINESS PRACTICES

By the very nature of their businesses, distributors have unique processes including order management, inventory management, warehouse management, purchasing, financial management, customer relationship management, business reporting and analysis, e-business, and much more.

In addition, customers continually demand faster, better service and will take their business elsewhere if you cannot meet their expectations.

Fortunately, enterprise software solutions – designed with distributors’ specific needs in mind – can help streamline business processes to help you increase sales, improve customer service, and reduce operating expenses.

PUTTING CUSTOMERS FIRST

Imagine if you ran your business with an enterprise-wide software solution. Because all of your information is stored in one database, you can service your customers immediately, confirming shipping and billing information, telling them if their order is in stock, even checking their credit status – all while the customer is on the phone.

In addition, once the order is placed, it goes directly to your warehouse where the items can be pulled and shipped. Your solution can then notify your accounts receivable staff to send the invoice and, if necessary, your purchasing staff to order replenishment stock.

All of this is done without re-keying information, putting customers on hold, or passing around endless sheets of paper. You staff is free to do what benefits your business the most – develop new customers and better serve your existing ones.

Prophet 21 Order Entry

Salesreps | Credit | Pricing | Terms | Classes | Aging | Customer Sales History | Release Schedule | Timestamp

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: **09/04/06**

Customer ID: **100055** Atlas Distribution Required Date: **09/04/06**

Company ID: **1** Westwood Distribution, Inc. Source Type/ID: **OE**

Sales Location ID: **100002** Springfield Job Pricing ID: **1** Westover Jobsite

Ship To ID: **100055** Atlas Distribution Approved Complete Cancelled

Contact ID: **1018** Campbell, Bob Job: Westover Job 204 Quote Create Transfer Create PO

Taker: **KEITH_FATL** Keith Fatula PD: 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
IR 394-2594	Rotary Air Compressor-Power Rating	1.0000	1.0000	EA		7,281.0000	7,281.00
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
3993-40291	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/Xfers | Orders | Sales History

KEEP THE HEART OF YOUR BUSINESS HEALTHY

Ask any distributor to name the heart of his or her business and you'll get one answer: inventory.

Your single biggest business investment, inventory requires a careful balancing act. 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.

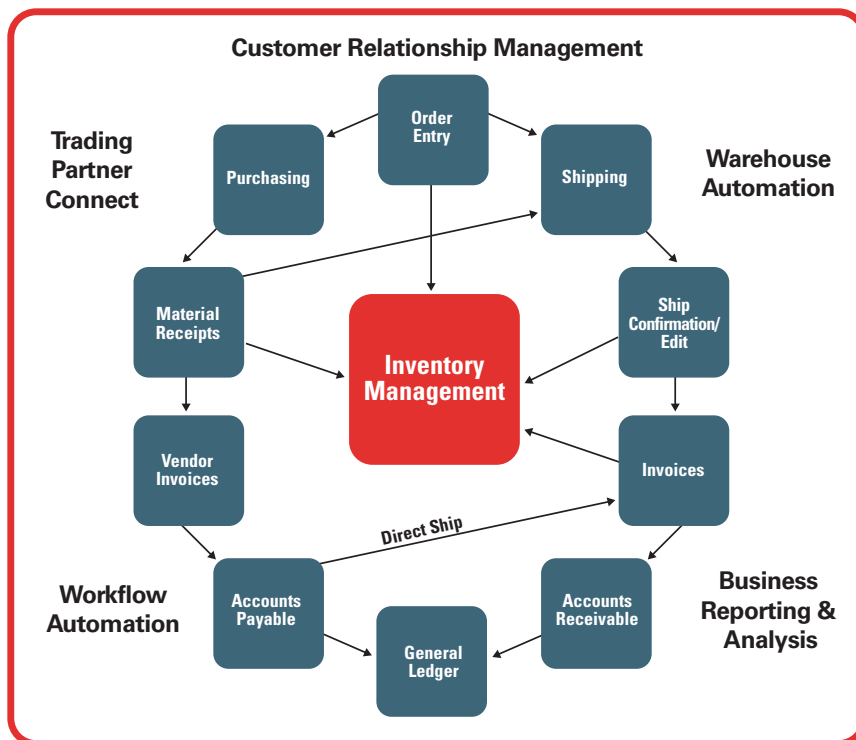
A technology solution that provides multiple and dynamic inventory replenishments methods can provide you with the flexibility to lower your carrying costs by minimizing excess or obsolete inventory and increasing turns, thus improving cash flow and raising your customer service levels.

STREAMLINE YOUR WAREHOUSE

Ever walk through your warehouse and find an odd item sitting on a shelf three aisles over from where its bin is located? Human nature being what it is, picking, packing, and put-away can occasionally get a little sloppy. If it happens enough, keeping track of what you have in stock can become a nightmare.

Fortunately, technology can help you control warehouse processes. Using wireless handheld devices linked directly to an enterprise software solution, you can bring 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.

You can further streamline processes by implementing an enterprise software solution that tracks stock transfers between locations and calculates commitment schedules on net stock after transactions have been processed. You can even automatically generate and process pick tickets without re-keying information – saving time and reducing errors. If you choose to integrate a shipping manifest solution with your enterprise software solution, you can further reduce keystroke errors and provide valuable, accurate information to your customer service representatives.



TAKE THE GUESSWORK OUT OF PURCHASING

Once your warehouse is in order, it's time to focus on keeping it stocked with the right products available when you need them most.

Whether you have one warehouse or several, effective purchasing processes can vastly improve your customer service and sales. By centralizing the purchasing process, you can 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 earn 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, a technology solution that enables you to

compute the landed cost of an item will assist you in generating a more accurate cost and gross profit margin. You can even use it to distribute freight to item cost by weight, quantity, and/or cost to provide more accurate data on which to base pricing and commissions.

PUT YOUR MONEY TO WORK FOR YOU

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

Using an enterprise software solution with real-time general ledger will enable 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.

You can even streamline 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.

MAKE INFORMED BUSINESS DECISIONS

Unless you have a technology solution that ties all of your business processes together and stores your data in one place, making good business decisions can be a bit of a gamble. Sure, you could spend all day fumbling with spreadsheets, but a reporting tool that summarizes key data, identifies trends, and enables forecasts will allow you to make immediate decisions as you notice trends in the market change.

In addition, if you choose a solution that lets you import and export data to any standard Microsoft Windows product – such as Excel or Access – you can share that information with your staff and get them thinking about the big picture and how they can help improve your business.

The screenshot shows a web browser window displaying the Knowledge Management Center. The main content area features a PivotTable report titled "Microsoft Office PivotTable 11.0". The report is filtered for "Sales" and shows data for the year 2005, quarter 1, across January, February, and March. The data is organized by Supplier Name, Company Name, and Product Group. The PivotTable Field List on the right shows the following fields: Sales, Totals, Cost, Profit%, Profit_\$, Quantity, Sales, BillTo, CompanyBranchLocation, Customer, Freight, InvoiceTypeName, Item, OtherCharge, ProductGroup, SalesRep, and SalesRep.

		Year - Quarter Month								
		2005								
		Quarter 1								
		January	February	March						
Supplier Name	Company Name	Product Group	Cost	Sales	Profit%	Cost	Sales	Profit%	Cost	Sales
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	\$
	Smithville Supply		\$333,942.08	\$834,855.20	60.00%	\$292,102.40	\$730,256.00	60.00%	\$300,392.80	\$
	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	\$
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	\$

ONE SOLUTION FOR MAXIMUM ADVANTAGE

Surprisingly in today's world of shrinking margins and fickle customers, many distributors put themselves at a competitive disadvantage by using multiple software solutions and databases to run their business. They might use a financial program to keep their books, a spreadsheet program to manage customer information, and a paper system to track inventory in their warehouse.

While this might work for individual employees doing their respective jobs, how do you, as a business leader, keep track of how your business is doing and respond to changes in the marketplace?

A single database integrated throughout your business will not only streamline processes, but also give you access to the information you need to manage your business.

CHOOSE A TECHNOLOGY PARTNER FOR LIFE

When you choose an enterprise software solution, you also select the technology partner who will support that solution, and, by extension, your business.

By partnering with a company that specializes in technology solutions for distributors, you gain a valuable business resource. A technology partner with a focus on distribution brings both industry expertise and experience to the development of their solutions. In addition, they have a commitment to the success of the same industry associations and groups to which you belong. As your industry changes, they will develop technology to respond to those changes.

When looking for a new technology provider, take into consideration the company's experience and expertise in the distribution industry, its financial strength, and the percent of revenues it invests annually in research and development.

Of course, you want to find a technology partner that will offer the appropriate support regardless of your business's location. But you also want a partner who will help you grow. Make sure they have technical experts available to offer you the training and consulting attention necessary to help you maximize your use of the solution. And make sure that training is accessible when you want it. The Internet provides numerous training and consulting opportunities that allow you to gain hands on experience right from your desk – eliminating travel expense and time spent away from the office.

ABOUT ACTIVANT'S WHOLESALE DISTRIBUTION SOLUTIONS

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. Activant has operations in California, Colorado, Connecticut, Illinois, New Jersey, Pennsylvania, South Carolina, Texas, Utah, Canada, France, Ireland, and the United Kingdom.

For more information, please visit www.activant.com, e-mail distribution@activant.com, or call 1-800-776-7438, press 1.

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