



BROWN SMITH WALLACE CONSULTING GROUP

MANUFACTURING SOFTWARE GUIDE

7TH EDITION

13



**BROWN
SMITH
WALLACE** LLC
A MEASURABLE DIFFERENCE™

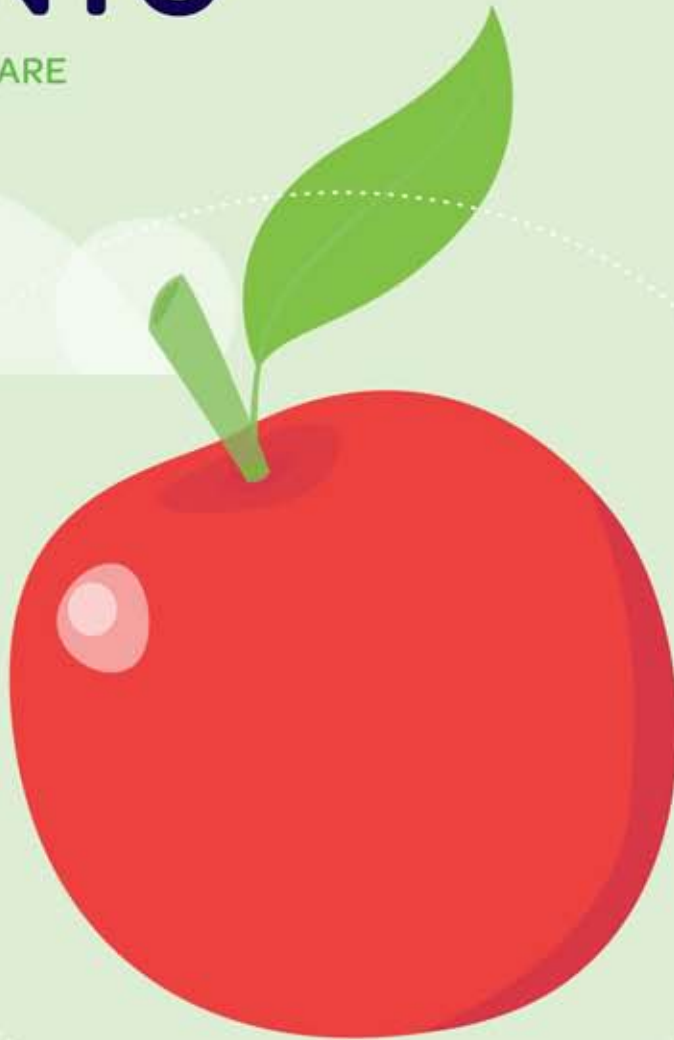
We make it easy to **select & compare**
Distribution Software

START HERE
www.software4distributors.com



PRONTO

SOFTWARE



$$F_{\text{grav}} = \frac{m_1 m_2}{d^2}$$

where:

- F_{grav} represents the force of gravity between two objects
- m_1 represents the mass of object 1
- m_2 represents the mass of object 2
- d represents the distance separating the objects' centers

Newton didn't discover gravity the moment an apple landed on his head.

Like every moment of genius, it came from probing, questioning and thinking more deeply than anyone else. Preparing his mind for discovery.

Pronto Software will help you prepare your business, so you experience more defining moments, more often.

Find your moment: pronto.net

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Free Consulting Offer can be found on the header of our website at www.software4manufacturers.com.

Please Note:

The software vendors have provided the information for the printed and online guides. Brown Smith Wallace Consulting Group personnel have obtained demonstrations of many of the listed features. However, The Brown Smith Wallace Consulting Group makes no representation or warranty related to specific functions or as to the suitability of these software systems for a specific business or application.

Introduction

Evaluate ... Compare ... Analyze ...

The Manufacturing Software Guide is specifically developed for the unique needs of the manufacturing community. This 7th edition is designed to assist you, the Manufacturer, evaluate, compare and analyze software to determine which products fit your operation.

The Printed Guide ...

This printed Guide is distributed at no cost through distribution centric trade associations and educational institutions with distribution programs. We appreciate the continued support of these associations and institutions.

The printed Guide contains only a subset of the complete features list. This brief introduction can give you an understanding of the vendors and their product features to allow you to build a list of applications to include in your search.

Reading this Guide ...

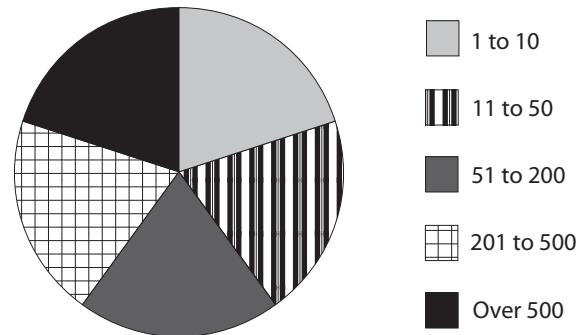
Each product listing includes a high level summary of some of the features. Read on to understand each section.

Technology

This section gives you the basic fundamentals of operating system, database, presentation method and delivery method.

Customer Base

Use this pie graph to help determine how you fit compared to the other companies that use the software.



Entry Price Point

The pricing for software can be complex and subject to negotiation. This is the entry point for the simplest configuration of the software and basic services to implement it. Use this only as a starting point: your actual costs will be higher.

Sales Channel

Learn how and where the software is sold.

The Online Guide ...

The online guide at www.software4manufacturers.com includes more extensive information about each vendor, the applications and their functionality to assist you in your research project. Utilize the Evaluation Center to compare more than 1,500 functions and features side-by-side. We hope to help you find the best solution to meet your needs.

Endorsing Organizations

American Supply Association

www.asa.net



Heating, Refrigeration and Air Conditioning Institute of Canada

www.hrai.ca



Outdoor Power Equipment and Engine Service Association

www.opees.com



Association for High Technology Distribution

www.ahtd.org



International Sealing Distribution Association

www.isd.org



Pacific-West Fastener Association

www.pac-west.org



Aviation Distributors and Manufacturers Association

www.adma.org



Industrial Supply Association

www.isapartners.org



Pet Industry Distributors Association

www.pida.org



Bearing Specialists Association

www.bsahome.org



International Glove Association

www.iga-online.org



Power Transmission Distributors Association

www.ptda.org



Bicycle Product Suppliers Association

www.bpsa.org



ISSA - The Worldwide Cleaning Industry Association

www.issa.com



Professional Beauty Association

www.probeauty.org



Business Solutions Association

www.businesssolutionsassociation.com



International Truck Parts Association

www.itpa.com



Purdue University

www.purdue.edu



Canadian Institute of Plumbing & Heating

www.ciph.com



National Association of Electrical Distributors

www.naed.org



Security Hardware Distributors Association

www.shda.org



Cleaning Equipment Trade Association

www.ceta.org



The Association for Hose and Accessories Distribution

www.nahad.org



Specialty Tools & Fasteners Distributors Association

www.stafda.org



Door and Hardware Institute

www.dhi.org



National Association of Independent Lighting Distributors

www.naild.org



Texas A&M University Global Supply Chain Laboratory

<http://id.tamu.edu>



Electronic Components Industry Association

www.eciaonline.org



National Association of Sign Supply Distributors

www.nasdd.org



Waste Equipment Technology Association

www.wastec.org



Equipment Marketing and Distribution Association

www.EMDA.net



North American Building Material Distribution Association

www.nbmada.org



Water and Sewer Distributors of America

www.wasda.com



Eastern Michigan University Industrial Distribution Program

www.emich.edu



National Fastener Distributors Association

www.nfda-fastener.org



Wholesale Florist and Florist Supplier Association

www.wffsa.org



Financial and Security Products Association

www.fspa1.com



North American Horticultural Supply Association

www.nahsa.org



Woodworking Machinery Industry Association

www.wmia.org



The FPDA Motion and Control Network

www.fpda.org



National Marine Distributors Association

www.nmdaonline.com



Heating, Air-conditioning & Refrigeration Distributors International

www.hardinet.org



NPTA Alliance

www.gonpta.com



To provide this guide as a benefit to your members, please call (314) 983-1393 or email snelson@bswllc.com.

Software Features Matrix

	Acumatica	Advanced Manufacturing Software	Demand Management	Epicor Manufacturing	IFS	Infor Discrete	Infor Process	Pronto Software	VAI (Vormittag Associates, Inc.)
Year Company Founded	2006	1989	1985	1984	1983	2002	1984	1976	1978
Year First Version Released	2011	1999	1985		1983	1986	1984	1987	1990
Current version number as of January 1, 2012	4.0	2012	3DSX	Epicor 9.05	8.0	Varies	M3 10.1	Rel 700.2	5.0.3
Release date of current version (Month - Year)	2/2013	9/2012	6/2012	3/2010	2012	12/2011	1/2010	5/2011	12/2010
System Overview / Manufacturing Environment									
Assemble to order	✓	✓	✓	✓	✓	✓	✓	✓	✓
Configure to order	✓	✓	✓	✓	✓	✓	✓	✓	✓
Engineer to order	✓	✓	✓	✓	✓	✓	✓	✓	✓
Repetitive	✓	✓	✓	✓	✓	✓	✓	✓	✓
Make to order	✓	✓	✓	✓	✓	✓	✓	✓	✓
Make to stock	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mixed mode	✓	✓	✓	✓	✓	✓	✓	✓	
Job shop	✓	✓	✓	✓		✓	✓	✓	✓
Process-batch	✓	✓	✓		✓	✓	✓	✓	✓
Process-continuous	✓	✓	✓			✓	✓		✓
Flow		✓	✓			✓	✓		
Bills of Materials / Routings									
Unlimited number of structural levels	✓	✓	✓	✓	✓	✓	✓		✓
Maintain effective dates	✓	✓	✓	✓	✓	✓	✓	✓	✓
Define reference designators, dimensions, drawings	✓	✓	✓	✓	✓	✓	✓	✓	✓
Operation Control									
Real-time access to operation information	✓	✓	✓	✓	✓	✓	✓	✓	✓
Support for these types of tasks: Labor	✓	✓	✓	✓	✓	✓	✓	✓	✓
Machine	✓	✓	✓	✓	✓	✓	✓	✓	✓
Subcontracted	✓	✓	✓	✓	✓	✓	✓	✓	✓
Production Scheduling									
Ability to view all jobs, operations and resources	✓	✓	✓	✓	✓	✓	✓	✓	✓
Graphical representation	✓	✓	✓	✓	✓	✓	✓	✓	✓
Analysis of resource load vs. capacity	✓	✓	✓	✓	✓	✓	✓	✓	✓
Interactive rescheduling capability	✓	✓	✓	✓	✓	✓	✓	✓	✓
“Drag and drop” rescheduling capability	✓	✓	✓	✓	✓	✓	✓	✓	✓
Visual display of shop load	✓	✓	✓	✓	✓	✓	✓	✓	✓
Automatic constraint-based scheduling of a job	✓	✓	✓	✓	✓	✓	✓	✓	✓
Automatic constraint-based re-scheduling of all jobs	✓	✓	✓	✓	✓	✓	✓	✓	
Ability to set filter criteria	✓	✓	✓	✓	✓	✓	✓	✓	✓
Configurable time buckets	✓	✓	✓	✓	✓	✓	✓	✓	✓

Software Features Matrix

	Acumatica	Advanced Manufacturing Software	Demand Management	Epicor Manufacturing	IFS	Infor Discrete	Infor Process	Pronto Software	VAI (Vormittag Associates, Inc.)
Demand Planning									
Product family can be defined	✓	✓	✓	✓	✓	✓	✓	✓	✓
Integrates with order management	✓	✓	✓	✓	✓	✓	✓	✓	✓
Integrates with supply chain planning	✓	✓	✓	✓	✓	✓	✓	✓	✓
Inventory Management									
Allows separate: Ship on date	✓	✓	✓	✓	✓	✓	✓	✓	✓
Ship to customer date	✓	✓	✓	✓	✓	✓	✓	✓	✓
Receipt date due by line item	✓	✓	✓	✓	✓	✓	✓	✓	✓
Purchases orders can be delivered via: Fax	✓	✓	✓	✓	✓	✓	✓	✓	✓
email	✓	✓	✓	✓	✓	✓	✓	✓	✓
XML	✓	✓	✓	✓	✓	✓	✓	✓	✓
EDI	✓	✓	✓	✓	✓	✓	✓	✓	✓
Physical Inventory and Cycle Counting									
Supports use of portable bar code readers	✓	✓		✓	✓, 3	✓	✓	✓	✓
RF handheld unit can make inventory adjustments online with full tracking to the general ledger	✓	✓		✓	✓	✓	✓	✓	✓
Inventory Shipping									
System can generate: Shipping manifest	✓	✓		✓	✓	✓	✓	✓	✓
UPS label	✓	✓		✓	✓	✓	✓	✓	✓
Bar coded box label	✓	✓		✓	✓	✓	✓	✓	✓
Bill of lading	✓	✓		✓	✓	✓	✓	✓	✓
System allows interface with major shipping carriers	✓	✓		✓	✓	✓	✓	✓	✓
Vendor Managed Inventories									
Supplies the following consigned inventory info:									
Automated capture and transmission of usage from customer's site via scanning, RF, etc.	✓	✓		✓	✓	✓	✓		✓
Generates a warehouse transfer to move stock	✓	✓		✓	✓	✓	✓	✓	✓
Generates a sales order for the goods consumed	✓	✓		✓	✓	✓	✓	✓	✓
Data Definition									
Access to historical demand detail	✓	✓	✓	✓	✓	✓	✓	✓	✓
Access to EDI transactions	✓	✓	✓	✓	✓	✓	✓	✓	✓
Manual adjustment capability	✓	✓	✓	✓	✓	✓	✓	✓	✓
Data import from spreadsheet	✓	✓	✓	✓	✓	✓	✓	✓	✓
Data import from third party product	✓	✓	✓	✓	✓	✓	✓	✓	✓

Key: 3 = third party

Software Features Matrix

	Acumatica	Advanced Manufacturing Software	Demand Management	Epicor Manufacturing	IFS	Infor Discrete	Infor Process	Pronto Software	VAI (Vormittag Associates, Inc.)
Forecast Development and Evaluation									
Forecasting methods: Exponential smoothing	✓, M	✓	✓	✓	✓	✓	✓	✓	✓
Seasonality	✓	✓	✓	✓	✓	✓	✓	✓	✓
Multiple regression	✓, M	✓		✓	✓	✓	✓	✓	
Model fitting methods		✓		✓	✓	✓			✓
Ability to identify best-fit model		✓	✓	✓	✓	✓	✓	✓	✓
Ability to simulate what-if scenarios		✓	✓	✓	✓	✓	✓	✓	✓
Events, Promotions and Life-Cycle Planning									
Apply events (promotions, new products, competitor activities) to product forecasts seasonality	✓	✓	✓	✓	✓	✓	✓	2013 Release	✓
Evaluate effectiveness and profitability of promotions	✓	✓	✓	✓	✓	✓	✓	2013 Release	✓
Develops life cycle profiles and applies to new products/track performance		✓	✓	✓	✓	✓	✓	2013 Release	✓
Supply Chain Planning/Integration									
Import sales history, shipments, billings by SKU/product	✓	✓	✓	✓	✓	✓	✓	✓	✓
Integrate with inventory and enterprise planning	✓	✓	✓	✓	✓	✓	✓	✓	✓
Customer Information									
Maintains comprehensive customer information	✓	✓		✓	✓	✓	✓	✓	✓
Maintains sales history online	✓	✓		✓	✓	✓	✓	✓	✓
Maintains multiple bill-to addresses	✓	✓		✓	✓	✓	✓	✓	✓
Maintains multiple ship-to addresses	✓	✓		✓	✓	✓	✓	✓	✓
Maintains ordering and shipping defaults	✓	✓		✓	✓	✓	✓	✓	✓
Order Management									
Order tracking inquiry through the fulfillment cycle	✓	✓		✓	✓	✓	✓	✓	✓
Real-time checks of inventory on hand and future supply	✓	✓		✓	✓	✓	✓	✓	✓
Change or cancel lines using mass select and change	✓	✓		✓	✓	✓	✓	✓	✓
Able to cancel orders after picking but before shipping	✓	✓		✓	✓	✓	✓	✓	✓
eBusiness Capabilities									
Transact eBusiness using: EDI	✓	✓	✓	✓	✓	✓	✓	✓	✓
XML	✓	✓	✓	✓	✓	✓	✓	✓	✓
Collaborate with trading partners	✓	✓	✓	✓	✓	✓	✓	✓	✓
Product Reservation and Scheduling									
Check available to promise throughout supply chain	✓	✓	✓	✓	✓	✓	✓	✓	✓
Automatically reserve on-hand inventory	✓	✓	✓	✓	✓	✓	✓	✓	✓
Source order lines automatically	✓	✓		✓	✓	✓	✓		✓

Key: M = manual

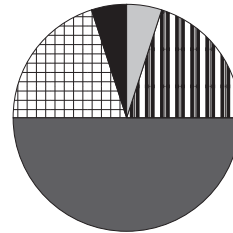
Acumatica

Product: Manufacturing and Financial Suite



Acumatica

Customer Base



- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500

www.acumatica.com
Contact: Douglas Johnson
4030 Lake Washington Blvd., NE | Kirkland, WA 98033
(888) 228-8300 | (703) 637-9160 FAX
sales@acumatica.com

Technology

OS: Windows Server or Windows Azure
DB: MS SQL or SQL Azure
Presentation: Web Browser
Delivery: On-Premise, Hosted, or SaaS (On-Demand)

Sales

Entry Price Point: \$15,000 On-Premise or \$1,000 per month SaaS for unlimited users
Sales Channel: 100% Resellers Worldwide

Web-based Manufacturing Software, deployed On-Premise, Hosted, or as SaaS

Acumatica is a web-based manufacturing solution that allows unlimited users to access real-time data using a computer, tablet, or mobile phone. Users can work from home, the office, a shop floor, warehouse, or other location to access dashboards, reports, and screens that are customized for their particular needs.

The **Acumatica Manufacturing Suite** includes BOM/Routing, Production Management, and Materials Resource Planning. All modules are integrated so your financials, inventory, purchasing, sales orders, quotes, production orders, customers, vendors, invoices, and reports are centrally managed and updated in real-time.

Shop Floor Flexibility

Acumatica Manufacturing supports many types of manufacturing processes including:

- Make to stock
- Make to order
- Configure to order
- Assemble to order
- Engineer to order
- Batch
- Repetitive

Modules and Features

Bill of Material / Routing

The BOM module creates production specifications and is the framework for the planning functionality throughout the system.

Production Management

From components to finished goods, the Production Management module gives your organization the ability to control the entire production process and minimize job costs.

Material Requirements Planning (MRP)

The MRP module is a powerful planning tool that enables your organization to satisfy customer requirements while maintaining optimal inventory levels.

Additional Modules

- Scheduling
- Product Configurator
- Quoting and Estimating

Key Benefits

- Manage sales, ordering, inventory, warehousing, capacity planning, production, shipping, fulfillment, and accounting from a single, integrated solution.
- Acumatica includes reports to help you determine job costs and job profitability. Easy to use reporting tools allow you to customize existing reports or design your own. Non-technical users can create graphical dashboards to monitor key performance indicators.
- Dynamically allocates supply to demand to satisfy your customer's needs.
- Provides a broad range of flexible and customizable analytics and reporting options.
- Creates real-time visibility and communication into supply chain management.
- Sales activities, Master Production Schedules (MPS), and forecasts can be viewed in one centralized location.

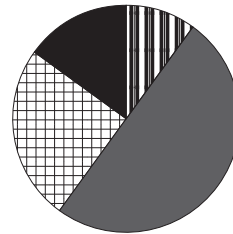
Advanced Manufacturing Software, Powered by I.B.I.S., Inc.

Product: Advanced Manufacturing Software built on Microsoft Dynamics AX



Advanced Manufacturing Software

Customer Base



- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500

www.advancedmanufacturingsoftware.com
 Contact: Lee House
 I.B.I.S., Inc.

420 Technology Pkwy, Ste. 100 | Peachtree Corners, GA
 30092

(770) 368-4000 | (770) 368-1186 FAX
 lhouse@ibisinc.com

Technology

OS: Windows Server, Windows Client, Web Client,
 Mobile Client

DB: Microsoft SQL Server

Presentation: GUI

Delivery: OnPremise and Hosted

Sales

Entry Price Point: Contact I.B.I.S., Inc.

Sales Channel: Direct

We Know Manufacturing.

To achieve success in the Manufacturing industry, you must manage forecasting, inventory control, warehouse operations, customer inquiries and sales orders. In addition, a business must manage the software used to handle your billing and financials. Bottom-line, a business requires your utmost coordination and concentration at all times. You want to advance your business, accelerate your profits, and move your entire organization forward, and Advanced Manufacturing Software can help.

Manufacturing Business Today:

With the globalization of supply chains and increasing customer demand for innovation and low cost, manufacturers today need easy to use, flexible solutions to more effectively manage your business.

Let's face it, the world keeps turning, competition is growing and the cost of raw materials is always increasing.

Advanced Manufacturing Software delivers unparalleled functionality, out-of-the-box, with rapid deployment and reliability at a lower total cost of ownership, without requiring costly customizations to fit the needs of Equipment Manufacturers, Automotive & Aerospace Manufacturers and High Tech & Electronics Manufacturers with facilities in the United States and globally.

Reliable and Responsive

Advanced Manufacturing Software provides solutions to challenges plaguing manufacturers, enabling you to:

- **Support complex and parallel engineering environments through integration.**
- **Produce more with less through next generation lean manufacturing practices.**
- **Manage global manufacturing with live capacity visibility of outside processes.**
- **Keep pace with long sales cycles with customer relationship management.**
- **Comply with environmental, on-site safety and taxation regulations.**

Cost Efficient and Fully Loaded, Built on Microsoft Dynamics AX

Advanced Manufacturing Software, built on Microsoft Dynamics® AX 2012, combines the reliability, experience and financial stability of the Microsoft Dynamics platform, with the upgraded functionality of Dynamics AX, then goes beyond with seven additional out-of-box modules to help manufacturers operate more collaboratively and even more cost effectively.

Expansive & Versatile

Advanced Manufacturing Software, powered by I.B.I.S., Inc. delivers a customized software solution that directly addresses the needs of Equipment Manufacturers, Automotive & Aerospace Manufacturers and High Tech & Electronics Manufacturers, while speaking the language of your CEOs, CFOs, CIOs and COOs with advanced product engineering, project management, sales estimating/quoting, production planning & control, enterprise asset management, warehouse management, field service scheduling, financial management and customer relationship management capabilities.

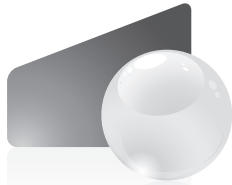
Join the Lean Revolution

Advanced Manufacturing Software delivers a full feature and function set across your entire enterprise with little to no customization required for Equipment Manufacturers, optimizing lean manufacturing. Essentially, Advanced Manufacturing Software is an all-in-one solution with profound depth in the manufacturing industry, built upon the financial management, supply chain management and customer relationship platform of Microsoft Dynamics AX.

With 24 years of experience serving manufacturers like you, I.B.I.S. has the industry knowledge and expertise to make a real difference to your bottom line. We provide world class solutions for Enterprise Resource Planning (ERP), Customer Relationship Management (CRM), Business Intelligence, and Application Development for Manufacturers. I.B.I.S., Inc. is AMR Research Industry Certified in Discrete Manufacturing and committed to the manufacturing industry.

Demand Management, Inc.

Product: Demand Solutions; Supply & Demand Planning Software



Demand Solutions®

www.demandsolutions.com
Contact: Bill Harrison, President

Demand Solutions
1 Cityplace Drive | St. Louis, MO 63141
(800) 886-3737 | (314) 991-7111 FAX
info@demandsolutions.com

For companies that deal in the production or distribution of real goods, the single biggest factor they can control is the supply chain. With the right tools, optimization processes can be put into place to offset the challenges facing companies today, such as variable demand, long lead times, global supply networks, and real-world production or supply chain constraints. Additionally, in the current challenging economic times, an efficient and effective supply chain may very well be a corporate imperative.

For over 25 years, Demand Solutions has focused on one thing—Supply Chain Planning solutions. By selling market-leading solutions and backing them up with unmatched service and support, Demand Solutions has built a customer base that is the envy of the industry in more than 75 countries. No other firm can boast the almost universal success enjoyed by Demand Solutions' customers.

Demand Solutions offers feature-rich Supply Chain Planning solutions that are easy to use, quick to deploy, and deliver a dramatic return on investment (ROI).

Benefits:

- Easy to install
- Manages new product introductions
- Supports global implementations
- Enables collaboration
- No more silos of data on departmental spreadsheets

About Demand Solutions

- \$63.6 million revenue
- Global product, global support

Demand Solutions is a Microsoft Gold-Certified Partner and is Certified for Microsoft Dynamics AX and Microsoft Dynamics NAV, with a tested interface to GP.

Create the forecasting and planning experience you want with DSX

DSX is Demand Solutions latest product offering and the next evolution in supply chain planning. Built from the ground up on the latest Microsoft technology stack, DSX provides a combination of ease of use and analytic sophistication. DSX allows you to forecast for any time unit—weeks, months, or quarters—for any item in one database.

Customer Base

Not Provided

Technology

OS: Windows XP, Vista, Windows 7 DB: MS SQL Server
Presentation: WPF/WCF Delivery: OnPremise

Release Information

Current version number: DS1 Version 12 and DSX Version 3
Release date of current version: June 2012
Expected release date of next upgrade: 2013

Demand Solutions provides the process disciplines and tools for managers to garner support from senior executives, participation from the field, and feedback from customers and suppliers. Because it has been designed for ease of use, decision makers can conduct "what if" analysis directly with the data in real-time; the software doesn't require an IT team to produce results.

Our customers experience measurable results such as:

- Reduced inventory
- Increased customer satisfaction
- Increased inventory turns
- ROI in weeks or months, not years

Product Overview:

- Forecast Management
- Requirements Planning
- Sales and Operations Planning (S&OP)
- Collaboration
- Retail Planning
- Advanced Planning and Scheduling

The Demand Solutions product suite transforms complexity into clarity. The proven, sophisticated supply chain software is a fraction of the cost of most comparable solutions providing a smooth transition from spreadsheet management to robust reporting and tracking. And, while incredibly feature-rich, our software is quick to install and easy to use.

The Demand Solutions product suite makes it easier to predict future demand and make informed decisions to optimize inventory turns, customer service levels and profitability. Demand Solutions is a complete time-phased, multi-tiered planning and replenishment system for monthly, weekly or daily planning cycles, and a proven platform for S&OP as well as POS programs. Demand Solutions helps manufacturers, wholesalers and distributors exchange information for inventory and proactively manage demand rather than operate in reactive mode.

With DSX, users can create global, public, and private workspaces with limitless options and navigate those workspaces with Microsoft's familiar ribbon technology. The DSX suite lets you conduct "what if" scenarios with sandbox technology with the ability to seamlessly move simulations to a production environment.

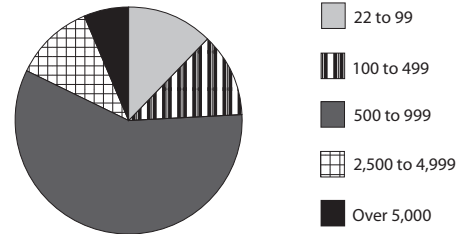


Epicor Software Corporation®

Product: Epicor Manufacturing

EPICOR®

Employee Base



www.Epicor.com
Contact: Epicor Software Corporation
4120 Dublin Boulevard | Dublin, CA 94568
(800) 999-6995 | (949) 585-4091 FAX
info@epicor.com

Technology

OS: Windows, Unix, Linux
DB: MS SQL Server, Progress
Presentation: Microsoft SmartClient and Web Client
Delivery: OnPremise, Web-based, Hosted, SaaS

Sales

Entry Price Point: \$35,000 for 5 users
Sales Channel: Direct and resellers Worldwide

Epicor Manufacturing is a tightly integrated enterprise resource planning (ERP) software solution for identifying and planning the extended enterprise resources you need to capture, produce, ship and account for customer orders. A distributed, common database provides the ability to access the right information, from the right source, at the right time, empowering all users through the supply chain to make valid, informed decisions. Industry leading technology makes it possible for manufacturers of all sizes, and their trading partners, to derive the benefits of real-time collaboration from Epicor Manufacturing.

Epicor Manufacturing is distinguished by its increasingly broad focus on planning and managing all resources, both within and across location and company boundaries. This expanded scope is most strongly felt in the areas of customer relationship management (CRM), supply chain management (SCM), product lifecycle management (PLM), quality performance management (QPM) and business performance management (BPM) to name only a few. Manufacturers of all sizes have recognized the value of an integrated suite rather than trying to piece disparate solutions together.

Manufacturing Knowledge

Epicor Manufacturing is designed to support the various manufacturing processes including discrete, make-to-order (MTO), engineer-to-order (ETO), configure-to-order (CTO), mixed-mode and make-to-stock environments. Epicor continues a 25-year plus tradition of providing industry leading solutions for rapidly expanding emerging manufacturers alongside mid-sized companies and subsidiaries of large multinationals. Epicor Manufacturing is scalable and modular with rich feature sets; which allow us to support your company's growth with rapid implementation and easy expansion no matter the size and complexity of your manufacturing process.

Supply Chain Performance

Epicor Manufacturing offers a full range of supply chain management and distribution capabilities built within a single business platform. It provides the right tools to efficiently assemble, ship and deliver so that your customers receive the goods they want, when they want them. It enables manufacturers to truly execute at peak performance.

Industry Expertise

As a multidimensional solution, Epicor Manufacturing is uniquely positioned to manage the requirements of multiple industries with a single solution, including Industrial Machinery, Automotive, Aerospace and Defense, Medical Device, Electronics and Electrical Equipment, Fabricated Metals, Furniture and Fixtures, Rubber and Plastics, Job Shops, and more. Epicor has experience across many manufacturing industries and has developed solutions to fit the unique requirements for supplying these industries with robust functionality, including:

- Centralized customer relationship management
- Project management
- Efficient sales and service management
- Rules-based product configuration
- Real-time production management
- Quality and compliance management
- Extensive product data management including product lifecycle management (PLM)
- Embedded advanced planning and scheduling (APS)
- Extensive materials management including cradle-to-grave serial and lot control
- Support for lean initiatives
- Comprehensive supply chain management
- Global financial management for improved transparency and accountability
- Portals, dashboards, business process management and enterprise search to support business performance management initiatives
- Global deployment

Lean Initiatives

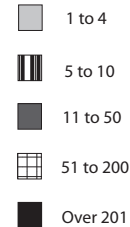
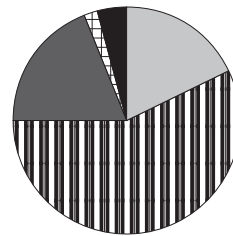
With increased global competition and customer influence for product flexibility and more frequent orders, businesses are widening the scope and focus of lean principles to focus not only on manufacturing processes, but to encompass all processes that contribute to the bottom line. Epicor is uniquely positioned with fully integrated modules and features such as customer relationship management, supplier relationship management, work orderless "Kanban" control on the shop floor, enterprise portals, and Epicor True SOA™ architecture to drive reduction of waste in internal processes and ultimately enhance profitability.

Epicor Software Corporation®

Product: Epicor Express Manufacturing Edition

EPICOR®

Employee Base



www.epicor.com
Contact: Epicor Software Corporation
4120 Dublin Boulevard | Dublin, CA 94568
(800) 999-6995 | (949) 585-4091 FAX
info@epicor.com

Technology

OS: N/A
DB: N/A
Presentation: Microsoft SmartClient and Web Client
Delivery: SaaS

Sales

Entry Price Point: \$400–\$5K per month
Sales Channel: Direct and Resellers Worldwide

Epicor Manufacturing Express Edition is a comprehensive software system for job shops and small manufacturers that is provided in the software as a service (SaaS) model. Epicor Express combines broad functionality to create an end-to-end solution for manufacturers. It includes functionality for:

- Customer Relationship Management
- Production Management
- Product Management
- Material Management
- Financial Management
- Business Intelligence

Whether your business is a job shop, fabricator, extruder, stamper, or other type of manufacturer, however you account, cost, or produce, Express is flexible enough to support your manufacturing process, including:

- Assembly
- Make-to-stock
- Make-to-order
- Engineer-to-order
- Mixed-mode

Advantages

Delivered in SaaS model, Express eliminates many of the barriers that keep companies from implementing or upgrading their software.

Express is available to you on-demand, as a service, so there's no hardware or software to install or maintain—Epicor handles all that for you. Ongoing software updates and system maintenance are provided and managed by Epicor so there's zero IT overhead. More importantly, it enables you to focus on your core business operations instead of managing IT.

- Developed specifically for the needs of job shops and small manufacturer's
- Broad functionality in an integrated system
- Effectively manage all aspects operations—sales, inventory, production, and finances
- Provides end-to-end business visibility—trackers, dashboards, and flexible reporting

End-to-End Business Visibility

Express provides everything in one integrated system to manage your business and eliminate the need for separate applications, spreadsheets, and "work arounds" to turn data into information. Since Express is developed on a common relational database, data is shared across applications. New data and changes are immediately propagated through the system, providing up-to-date customer, operational, and financial visibility across the organization at all times.

Software as a Service

Software as a service (SaaS) has become a compelling and credible delivery model for business applications. SaaS, also referred to as "On-Demand" or "Cloud Computing", eliminates many of the barriers that keep companies from implementing or upgrading their software. More importantly, it enables you to focus on your core business operations instead of managing IT. The Express delivery model is designed to help you reduce complexity, get up and running quickly, and decrease ongoing operational costs.

Minimize IT Complexity

Epicor Express is available to you on-demand, as a service, so there's no hardware or software to install or maintain—Epicor handles all of that for you. All you need is a workstation with an internet connection and users who have access to the system. Ongoing software updates and system maintenance are provided and managed by Epicor so there's zero IT overhead.

Performance and Reliability

The performance, availability, and security of the Express system are as good, if not better, than that of a typical on-premise software environment. To ensure system reliability Epicor has made significant investments that enable us to offer 99.5% or greater system availability (subject to scheduled maintenance), including:

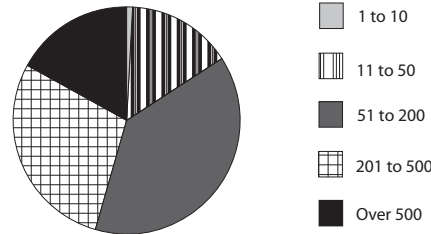
- Systems hosted in a top-tier SAS70II certified datacenter
- High availability capabilities ensure business continuity
- State of the art physical and virtual security measures
- Data backed up and stored in multiple datacenters
- Global team monitors and manages systems 24x7x365

IFS

Product: IFS Applications



Customer Base



www.IFSWORLD.com
Contact: IFS

300 Park Boulevard, Ste. 555 | Itasca, IL 60143

(888) 437-4968
request@ifsworld.com

Technology

OS: AIX, HP-UX, Solaris, Linux, Windows

DB: Oracle

Presentation: GUI

Delivery: OnPremise, Software Plus Service

Sales

Entry Price Point: \$350,000 for 50 users

Sales Channel: Direct and Resellers

IFS Applications is unique in its ability to facilitate complex manufacturing projects, powerful enterprise asset management (EAM) functionality and ability to manage the entire lifecycle of products, projects, customers and assets.

"To Order" Manufacturing

Manufacturing processes vary greatly between different industries depending on the type of goods being produced and there are a number of manufacturing methods to consider. Our "To Order" Manufacturing solutions empower you to take complete control of your production, whether it is a Configure-to-Order, Engineer-to-Order or Make-to-Order solution.

Configure-to-Order

IFS/Configure-to-Order simplifies the production of configured products. It allows you, or your customer, to select a base product and then configure all the variable parameters associated with that product. A hierarchical structure allows you to define configured products that consist of other configured products on many levels. The system calculates when the finished product will be ready, based on manufacturing rules and current production schedules.

Engineer-to-Order

The Engineer-to-Order solution integrates projects and product structures in a way that makes customer-specific design easier to handle. The ordered product structures can be a combination of standard products and project-specific structures. Procurement is initiated by the project plan, and every change can be registered, ensuring optimal flexibility, control and cost-effectiveness in the delivery project.

Make | Assemble-to-Order

Produce exactly what your customers want, exactly when they want it, and directly link customer orders to supply orders. In doing so, you could reduce inventories, minimize lead times and lower your cost of production. With IFS/Make-to-Order (IFS/MTO) and IFS/Assemble-to-Order (IFS/ATO) you can do all this and more.

Product Lifecycle Management (PLM)

To be able to respond to the fickle demands of an increasingly disparate marketplace, enterprises need to be agile. The future belongs to the swift

and flexible. IFS Applications™ for PLM is designed with these fundamental insights in mind.

Key features:

- Program and Project Management
- Product Data Management (PDM)
- Document Management
- Case and Change Management
- CAD Integration
- Sourcing and Procurement
- Manufacturing Engineering
- Mixed-Mode Manufacturing
- Product Support/Call Center
- Field and Depot Service Management
- Configuration/Fleet Management
- Maintenance, Repair and Overhaul (MRO)

Field Service and Asset Management

For many manufacturers, management and maintenance of fixed assets like manufacturing plants and equipment is a core discipline. They need enterprise asset management (EAM) software, which offered within IFS Applications. Other manufacturers also maintain assets for their customers, and need field service management software—IFS has a near dominant market position in this area as well.

IFS Architecture & Technology—building for change

IFS Applications' pure play Service Oriented Architecture is an open design based on industry standards. Other solutions can easily access information and trigger functionality in IFS Applications. It also makes it easy for customers to grow and change their footprint in IFS Applications over time. IFS Applications also offers multiple pathways to mobility, including native apps for consumer smartphones and a Windows 8-ready interface for devices with touchscreens.

About IFS

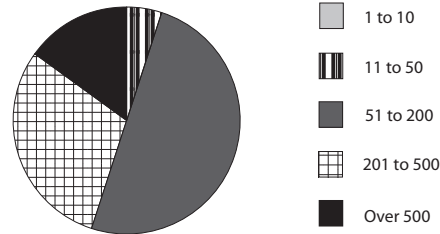
IFS, the global enterprise applications company, provides solutions that enable companies to respond quickly to market changes, allowing resources to be used in a more agile way to achieve better business performance, leaner operations and competitive advantage. IFS pioneered component-based ERP software with IFS Applications.

Infor™

Product: Infor Discrete Manufacturing



Customer Base



www.infor.com
Contact: Infor

641 Avenue of the Americas, 4th Floor
New York, NY 10011

(800) 260-2640
solutions@infor.com

Technology

OS: IBM i5/OS, Windows, Solaris (Unix), AIX

DB: MS SQL Server, IBM DB2, Oracle

Presentation: GUI

Delivery: OnPremise, Hosted, OnDemand Single Tenant

Sales

Entry Price Point: Contact Infor

Sales Channel: Direct in North America

In the manufacturing world, delivering on time and on budget is essential to your customers. If your orders increase and you can't keep up with production, you may lose money, and your customers will be dissatisfied. With Infor ERP solutions for discrete manufacturers, you'll be able to provide responsive service as well as manage the production processes in an effective and cost effective manner.

You'll be able to streamline workflows, standardize activities according to best practices, increase productivity and eliminate waste of resources. With a totally integrated end-to-end solution you can increase company-wide visibility, speeding decision making and improving analytics. You'll have the convenient access to the data you need to make strategic decisions with confidence. With the advanced data and functionality our next generation solutions provide you can respond to fast-changing global market conditions and gain a valuable competitive edge.

With Infor Discrete Manufacturing Solutions, you will:

- **Make it your own**—Everybody's business is unique. You shouldn't have to adapt your business processes to match the way your ERP software works. When it comes to your ERP solution, you need to be able to **make it your own** by fine-tuning on the fly and creating a tool that solves your day-to-day business challenges, quickly and efficiently.
- **Be confident**—You're getting a solution built by people who have walked in your shoes, experienced people who know what it takes, know what to do, and know manufacturing. So you can be confident that you have the right tools and right team for the job.

Your number one priority is the promise you made to your customers—delivering on time. To do this, you need to **stay productive** both on the shop floor and at your desk.

With Infor Discrete Manufacturing Solutions, you get the ability to manage:

- Complete manufacturing/production processes
- Financial and business operations
- Advanced planning and scheduling (APS)
- Materials and inventory management
- Customer relationship management (CRM)
- Application event system
- Role-based workbenches and reporting tools
- Better user experiences
- Maintain plant assets
- The complete supply chain (SCM)
- Collaborate with colleagues, contractors and customers
- Manage the product lifecycle (PLM)
- Manage your human capital assets (HCM)
- Equip personnel with smart phones and tablets
- Leverage social tools to speed communication
- Take advantage of advanced business intelligence and analytics

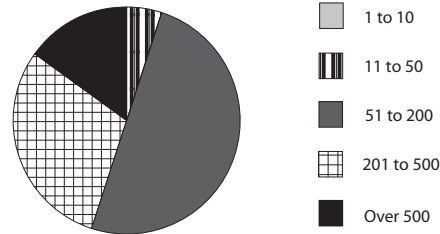
The bottom line? You'll be able to keep your promises to customers, and make better decisions, faster.

Infor™

Product: Infor Process Manufacturing



Customer Base



www.infor.com
Contact: Infor

641 Avenue of the Americas, 4th Floor
New York, NY 10011

(800) 260-2640
solutions@infor.com

Technology

OS: IBM i5/OS, Windows, Solaris (Unix), AIX

DB: MS SQL Server, IBM DB2, Oracle

Presentation: GUI

Delivery: OnPremise, Hosted, OnDemand Single Tenant

Sales

Entry Price Point: Contact Infor

Sales Channel: Direct in North America

Infor Process Manufacturing is a business software solution designed and configured to support the needs of both Food & Beverage and Chemicals & Life Sciences companies like yours in the manufacturing sector. This solution helps you maintain high customer service levels in demanding multi-channel, multi-inventory environments. It provides the ability to manage high data volumes and supports value added services while helping to mitigate the constant pressures on operating margins.

Better Vision, Better Margins With Infor Process Manufacturing

As a process manufacturer, you are unquestionably in a position to unlock profits through smart IT investments. The Infor Process Manufacturing solution allows you to manage the complexity of your business.

You have the visibility and access to data and information that means the difference between meeting performance expectations and exceeding them. Infor Process Manufacturing gives you a platform for consolidation, growth, and revenue-generating innovation.

What makes Infor different?

- Process Manufacturing Industry-focused with the ERP market's lowest total cost of ownership and the best value per dollar invested.
- One solution for the entire organization; financials, supply chain planning, trading, supply chain execution and more.
- Strong equipment asset management capabilities.
- Effective management of even the most complex supply chains.
- Flexible and scalable for future growth and business expansion.

Some of our Process Manufacturing customers describing the benefits of Infor ERP:

"We've seen profound benefits with Infor Food & Beverage. In the case of inventory planning, we've already increased our service levels from 91% to 96%."

Gary Brookes, Head of Supply Chain, AB World Foods

"With Infor Syteline, we integrated all of our disparate systems into one application and made it easier for our employees and executives to get the data that they need."

Brad Harrison, IT Manager, Better Baked Foods

"We gained buy-in from the president, through the executive team, down through all of the IT, finance, purchasing, operations, quality control, customer service, and logistics teams. In addition, we worked collaboratively with Infor Consulting throughout the installation."

Dan Heidersheit, WW IT Vice President, Kemin Industries Inc.

"We use Infor's solution for everything from purchasing and receiving, to shipping and accounts receivable. I can drill down to easily see any product's profitability on any day, and see manufacturing costs and variances. And the field can purchase, manufacture, inventory, and ship far more efficiently."

John Ragazzini, CFO, Spraylat Corporation

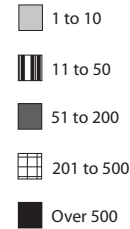
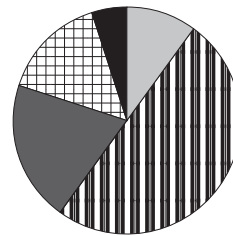
Pronto Software

Product: Pronto Xi Manufacturing

PRONTO

SOFTWARE

Customer Base



www.pronto.net
Contact: Neil Gorman

22 West Las Colinas Boulevard, Suite 1650 E
Irving, TX 75039

(1) (888) 94PRONTO | (1) (888) 947-7668
USA-Sales@pronto.net

Technology

OS: Unix, Linux, Windows
DB: IBM Informix, Oracle, MS SQL Server
Presentation: Windows
Delivery: OnPremise, Hosted, SaaS

Sales

Entry Price Point: Contact Pronto Software
Sales Channel: Direct and Resellers globally

PRONTO SOFTWARE

For over 30 years, we've been working closely with our clients to create business management software that helps them get the absolute best out of their business. Our vision has always been to deliver tools that allow our clients to excel and prosper in whichever field they may be in—from mining to manufacturing, distribution to retail and services. In fact, our software has adapted appropriate functionality based on years of listening to feedback from customers just like you.

We think this makes us a little bit unique. We're aware that our industry is pretty overwhelming. It's full of complex jargon, loads of statistics and figures, unlikely situations and best practice scenarios. It's a world of one-size-fits-all products.

We'd like to think we're a little more human than that. So, instead of 'best practice', we like to practice listening. Your business is our business, so we'll make sure that, rather than offering you anything off the shelf, we'll listen to exactly what it is you need. By understanding where you are, we can understand where we can take you.

Next, we adapt what we already have to make sure it fits your business perfectly. We know that the best solutions are the product of revisions and improvements, fine-tuning and perfecting. That's why our support services are always on hand to field questions and spot opportunities. To back them up, we've also built up an online knowledge base, with contributions from staff, industry experts, and Pronto Xi customers just like you.

Finally, we reveal a solution that we know will help you take your business to the next level. Our easy-to-use software, fully integrated with IBM Cognos business intelligence technology, allows you to monitor and control every aspect of your business, from top floor to shop floor. You'll improve productivity, customer service, and inventory accuracy. You'll keep track of what's making you money, and where the opportunities lie.

OPTIMIZED MANUFACTURING

Easy to use and implement, Pronto Xi Manufacturing delivers a high degree of efficiency to your manufacturing operations.

Pronto Xi Manufacturing supports a wide range of industries and effectively manages most manufacturing processes including high volume production, lean manufacturing environments, and mass customization.

LEAN MANUFACTURING

A comprehensive range of flexible tools supports modern lean manufacturing methods—including traditional shopfloor control, planning and work order processes—as well as order-less production. Pronto Xi Manufacturing can be configured for traditional paper-based environments using work orders to coordinate the planning, execution and feedback of production results—or in a paperless environment, automatically backflushing raw materials.

MANUFACTURING CONTROL

Pronto Xi Product Configurator offers extraordinarily rich functionality to support and streamline manufacturing processes for Make-, Assemble-, and Engineer-to-Order industries. With the Configurator, sales orders drive the generation of Bill of Materials (BOMs), simplifying BOM maintenance and inventory management, resulting in lower administrative costs.

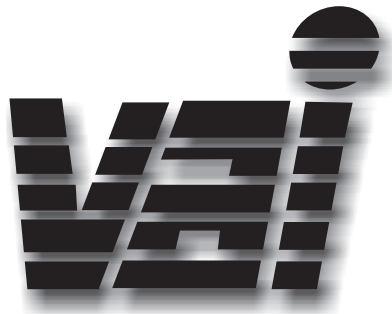
Pronto's manufacturing scheduling tool is an electronic whiteboard scheduler offering visibility of workload versus available capacity—allowing you to manually or systematically manage, sequence and optimize work.

MANUFACTURING CLARITY

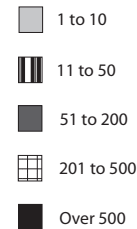
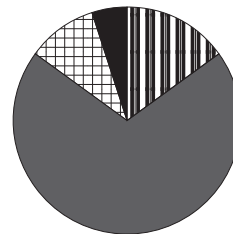
Pronto Xi seamlessly integrates your entire supply chain from sales to operations, distribution to finance, providing an accurate view of the critical elements in your manufacturing operation. Materials availability, production results and financial performance are just keystrokes away, and are updated as manufacturing transactions are processed.

VAI (Vormittag Associates, Inc.)

Product: VAI S2K Enterprise for Manufacturing



Customer Base



www.vai.net
Contact: Maggie Kelleher
120 Comac Street | Ronkonkoma, NY 11779
(631) 588-9500 | (631) 588-9771 FAX
mkelleher@vai.net

Technology

OS: IBM i
DB: DB2 for i
Presentation: Rich GUI Client Browser
Delivery: OnPremise, Hosted, Cloud, SaaS

Sales

Entry Price Point: Contact Vendor
Sales Channel: Direct and Resellers Worldwide

Manufacturers are facing increased pressure from domestic and international competition. With VAI's S2K Enterprise for Manufacturing, you can effectively compete and grow your business in this rapidly changing economic environment. S2K Enterprise for Manufacturing is easy to use, cost effective and can deliver a real return on investment.

Whether your business is a process or discrete manufacturer, make to stock or make to order, our software solution will help you manage all your operations with superior responsiveness and performance.

VAI's S2K Enterprise for Manufacturing is production scheduling software, MRP software, process manufacturing software—and more—tightly integrated into one solution. S2K's suite of manufacturing applications link forecasting, manufacturing orders, MRP, CRP, shop floor control, and quality control functions. We combine S2K's production scheduling and MRP software with S2K Distribution software to manage all your process manufacturing operations with superior responsiveness and performance.

In today's market, global growth is expanding. Manufacturers are facing increased competition along with demands for more productivity. Improving operations and work processes are vital to meet your current and future growth objectives.

If you face these challenges:

- Increased errors and missed shipments
- Need of quality improvements
- Inaccurate forecast data
- Scheduling and planning difficulties
- Improve supplier/customer communications
- Poor management of plant resources

Then VAI's S2K for Manufacturing can turn these challenges into solutions.

Consider the Benefits of End-to-End Integration:

- Extensive reporting capabilities
- Customization capabilities
- Scalability
- Security to protect your most valuable information assets
- Reduced operating expenses through optimal planning and resource management
- Improved inventory control and material management
- Increased customer satisfaction
- Improved partner and supplier relationships

Key features include:

- Extensive reporting capabilities that enable you to get the most from your data
- Customization capabilities to meet your unique business requirements
- 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

For more information about how VAI can help you meet your business objectives and long-term growth strategy, please contact us at mkelleher@vai.net.

Add-On Solutions

We provide comprehensive information about the distribution and manufacturing industry in order to help you make a better decision when purchasing software packages. By knowing your type of business process, you can zero in on the choices and come to a short list much faster. So as you can see below each listing includes: Company Logo, Company Name, Product Name, Product Category, Website Address, and Contact Email Address.

Demand Forecasting and Replenishment Inventory Planning

www.absolutevalue-us.com

avinfo@absolutevalue-us.com



Absolute Value

Mobiorder App Enterprise Class Sales Order/Catalog App

www.mobilisticapps.com

sales@mobilisticapps.com



Mobilistics

Mobilistics

Blue Link Elite Inventory Management

www.BlueLinkERP.com

learnmore@bluelinkerp.com



Blue Link Associated Limited

Phocas Professional Business Intelligence

www.phocassoftware.com

support_usa@Phocassoftware.com



Phocas

CLARITY Replenish Demand Forecasting

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ralph.widmaier@blueridgeinventory.com



Blue Ridge

moBI-ERP ERP/Smartphone & Tablet Integration

www.rubbertreesystems.net

mobilize@rubbertreesystems.net



Rubber Tree Systems

eCommerce21® eCommerce Web Storefront

www.eCommerce21.com

KevinS@ComputerPundits.com



Computer Pundits

Sales Management Plus CRM, Business Reporting & Analytics

www.gosmp.com

JoeRaventos@goSMP.com



SMP

Net.DFM, Net.Reports, Net.Scan, Net.Fax, Search Integrator, Enlighten.Net Intranet

Document Imaging & Management

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Enlighten.Net, Inc.

Pricing Analytics, Strategy & Training Pricing Strategy & Optimization

www.strategicpricing.com

dave.lienert@strategicpricing.com



Strategic Pricing Associates

Foxfire WMS Warehouse Management Software

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info@foxfiresoftware.com



Foxfire Software

TRA-SER SX Master Data Management

www.tradeservice.com

sales@tradeservice.com



Trade Service



Become a Dynamic Manufacturer with Microsoft Dynamics.

With the globalization of supply chains and increasing customer demand for innovation and low cost, manufacturers today need easy-to-use, flexible, solutions to more effectively manage their business. Advanced Manufacturing Software built on Microsoft Dynamics® AX addresses these needs with powerful, flexible, integrated processes enabling you to become a dynamic manufacturer.



Advanced Manufacturing Software

www.advancedmanufacturingsoftware.com

Tools to Help You Avoid a Six-Figure Mistake

RESEARCH > EVALUATE > ANALYZE > COMPARE
Choose the Correct Software Package the First Time

The Distribution, Manufacturing, Industrial Distribution, Industrial Supply, and Contractor Supply Guides help you understand the features and functions of software packages that meet your specific needs. Company product summaries and matrixes supply you with information to compare choices side by side. You can find additional resources and request a copy of these items on our website.

