



BROWN SMITH WALLACE CONSULTING GROUP

DISTRIBUTION SOFTWARE GUIDE

23RD EDITION

13



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Distribution Software

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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.

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

The Distribution Solutions Guide is the only software selection guide specifically developed for the unique needs of the distribution community. This 23rd edition is designed to assist you, the Wholesale Distributor, evaluate, compare and analyze software to determine which products fit your operation.

The Software Selection Process ...

If you are selecting software for the first time or replacing existing software, this Guide can help you to become conversant with the functionality that is commonplace for the industry and will serve as a starting point in your process. Before you just start talking to software vendors, stop and think about those processes that are critical to your business.

If you already have a system, start by making a list of the gaps that exist between your business and your software. Provide this list to your existing software vendors and see if they can close the gaps. Sometimes these gaps develop because of a lack of communication with or training from your vendors. This is a simple and inexpensive step to take before embarking on a selection project.

Selecting software is a complex process that should involve a team of employees that devotes their time and energy to this task over a four to six month period. You need to consider functionality and process fit, vendor strength and capabilities, technology and price. How you decide to weight these components will vary according to your needs.

Efficient and fast order entry, will call/counter sales, inventory management, replenishment and purchasing, pick/pack/ship are a few of the hallmarks that differentiate distribution from other industries. The software vendors and packages that are in this guide are specifically tailored to meet your needs.

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 ...

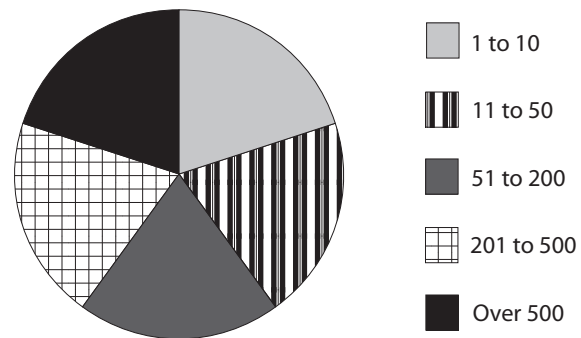
Each product listing includes a high level summary of some of the features. Read on to understand each section.

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.software4distributors.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.

Software Vendors Are Your Partner by Jeff Gusdorf

Reduce the time and cost of your selection process to get a better outcome.

Buying software is complicated. Engaging the software vendors as your partner will eliminate risk and increase the odds of a successful implementation. Also, by eliminating the feature list of 1000's items and the 40 page RFP's, you'll get a better outcome.

Implementing a new ERP software package to manage your business is one of the most critical projects a business will ever undertake. When this process goes well, the benefits are immense; improved capabilities, greater profits, competitive and sustainable advantages, a more efficient supply chain and more. When the process fails, the costs to the business are equally immense; wasted effort, loss of the management team's time and energy, the investment is wasted, careers sometimes end, lost market share or competitiveness, not to mention that the whole process has to be repeated to find a new solution.

Given the potential risks and benefits, a structured, objective plan must be followed to ensure that all of the factors are taken into consideration when buying new technology. BSW Consulting has developed a framework we call "SIFTing your software choices". This framework helps to organize all of the factors so that alternative choices can be properly compared. The four factors critical in determining the best solution are:

- **Suitability**—is the software vendor the right strategic partner over the long term and do they fit with your needs and company culture?
- **Investment**—have the current and future costs for purchasing and implementing the solution been accurately determined?
- **Functional Fit**—does the solution satisfy the critical business process requirements of your company?
- **Technology**—how mature is the technology? How does it fit with your company's existing information technology and management capabilities?

Regardless of the methodology you follow, it's critical that you evaluate your choices across all four of these dimensions to make sure that you're selecting the best package for your business. Many distributors, especially those who buy commodity items, have a "combative" relationship with vendors in order to get the best price. Price is only one of the factors and that approach has some real negative consequences when buying software.

The selection process is not just about evaluating the software but engaging and establishing a relationship with the software vendor. The sales reps and engineers are trained in consultative selling; their job is to determine how you can best use their software to satisfy your goals. Regardless of the package, you can't succeed in implementing the software without the full support of the software vendors' implementation team. Treating them with respect throughout the process pays dividends later.

Functional Fit:

ERP Software is complex and thousands of features are available. In 1992, we published our first list that encompassed all of the features that we thought a supplier of software to the wholesale distribution industry needed to incorporate into their package. At the time the industry was fairly new and this feature list served as a checklist to ensure that all of the software delivered has the "standard" functionality. Vendors who hadn't developed those features soon did or were eliminated from consideration and didn't stay in business for very long.

Today, the landscape is very different. Consolidation has eliminated many packages and companies from the marketplace. The software packages that are being sold now are the "go-forward" products. These packages receive most if not all of the R&D investment; older packages may be supported (or not), but rarely offer new versions or enhancements. The go-forward packages have almost every feature available and new features are constantly being added; the differences are in the business processes and how well they fit the requirements of your specific sub-verticals. Eighty percent of the processes that an electrical distributor needs will be the same as a fastener distributor. The key will be the fit for those remaining twenty percent of the processes that differentiate the business.

Despite this need to focus on the critical twenty percent of processes, many consultants still use long features lists for evaluating vendors. Reasons for this may be that they purchased or licensed a list from a technology company and that is a lot easier than developing their own. Or they may have done all of the hard work of researching and writing their own list of features and don't want to abandon that investment. One caveat to this criticism; we developed our own feature list that we make available for free on the software4distributors.com website as a tool for putting the long list together. We recommend that you do NOT use it for selecting the software packages that should be on your shortlist.

Software Vendors Are Your Partner by Jeff Gusdorf

Feature lists are very time consuming and expensive for software vendors to respond to. Consider that the vendor doesn't just answer yes or no to the question because there are many ways that a requirement can be satisfied; not all of the answers will be what you want or meant when you asked the questions.

For example, a yes could mean:

- Yes, included in the current version of the software
- Yes, but configuration is required
- Yes, but it is enabled if the system is tailored correctly during implementation
- Yes, but it is satisfied with the use of third party software and the integration already exists
- Yes, but it is satisfied with the use of third party software and the integration will have to be written
- Yes, but minor modification is required
- Yes, but the modification is not minor
- Yes, but this feature will be in the next release
- Yes, but this feature is on our roadmap for a future release

Scoring vendor responses is also a challenge. Will the vendor be able to communicate what their yes means, or do you only give them the opportunity to answer yes or no? And if you do, how do you assign the appropriate score to each answer? Our own analysis (and other studies that have been done) shows that this method results in all qualified vendors receiving a numerical score that is within a few percentage points of each other. So depending on the mix of features listed, one vendor may receive a higher score even if their software isn't really the best fit.

We were not comfortable using this methodology to make the shortlist recommendation to our clients. It took too long, was too expensive, and didn't produce results that we believed to be objective and accurate. So we developed a process that accomplished the following:

- Allows the software vendor the opportunity to start the process with a small investment of time, resources, and money and increase that investment during each successive step of the project
- Allows the client to maximize their teams time and effort by investing it only with qualified vendors
- Allows BSW Consulting to invest our time in the activities that maximize the value to our clients such as preparing the requirements analysis and writing the demonstration scripts

We begin our software selection process by preparing a request for information (RFI) that is typically 8-10 pages. These RFI's include the following sections that allow the vendor to determine whether the opportunity is a good fit or not.

- A description of the opportunity allows the software vendor to determine if the vertical market, size, scope of the project, and budget are a good fit. From the information provided vendors can quickly assess if the project fits their preferred customer profile, or they can opt out of the response, helping to reduce the time and expenses for all involved.
- At BSW Consulting, we request references for the vertical market and for the size of the opportunity. We use these references to gauge the software vendors' prior experience with our clients industry, scope and complexity. We will rate the reference from 10, a perfect fit, to 1 which means no experience in the industry or with this size client. Rarely do we get references that are all 10's. Our experience is that references who score 7 or higher indicate that the software vendor is bringing the right kind of experience to the project. An important note, we do not ask for references for the purpose of contacting them. We understand that these references are very valuable assets and the software vendors don't like to disclose them on projects at this early stage.
- Next we explain the critical business process by identifying the current processes and what improvements need to be gained from the new software. While it takes working with the user community to determine this, the questions are more meaningful than a long list of features and the vendors can provide real essay-style answers to the questions. These processes are understood by the operating groups and can be supplemented with exhibits, screenshots or flowcharts. This allows the vendors to answer with more specificity than a simple yes or no and allows us to evaluate whether the vendor has experience with these processes.
- Then a ballpark price is determined. At this early of a stage, the vendors can only take an educated guess at the software modules that you'll buy based on the business process described and the user counts provided. Services are especially difficult to estimate and are more of a rough guess of the complexity based upon their experience in similar clients. Nonetheless, it's critical to determine where this ballpark price falls relative to the budget. A ballpark price that is twice your budget is likely to be too expensive even after months of evaluation to make it more precise. So why waste your time or the software vendors?

Software Vendors Are Your Partner by Jeff Gusdorf

Every section of this RFI provides the vendor with an opportunity to determine their fit for the project and to make their own determination whether to invest the time and energy in preparing a response. The best vendors will recognize when a project isn't a good fit for them and will decline to respond.

Creating Demo Scripts and Software Evaluations:

Software package demonstrations are critical to the selection process. This is the best method for verifying that the mission critical functions are available and they work in a way that will satisfy the requirements of the business. It gives everyone on the project team a chance to ask questions about gaps in the functionality, test assumptions and to resolve any negative issues that may have been raised.

Scripting the demo is critical to achieving these benefits. A good script provides the software vendor with a prioritized list of the business processes that need to be demonstrated. It provides a consistency between software vendor demos so that your team can fairly and objectively compare multiple demos. Even small changes to the script by a vendor can make it difficult for the team to compare them so we recommend not allowing any changes once the first vendor demo has been completed.

Developing "use cases", sample transaction sets, can be especially valuable to the vendors. These complete transaction sets contain all of the documents that illustrate the rules and processes used to execute the business logic of the transaction. Including these as part of the script answers many of the questions that the vendor will typically ask.

Constructing a script is something of an art. If the script is too general the software vendors will demo all of the "whiz-bang" features such as business intelligence, dashboards and workflow; usually all the functions that look good but don't actually give insight into the process fit. If the vendor creates the script they may show you features and functions that aren't critical processes. On the other hand, if the script is too detailed and rigid, the vendors won't have the opportunity to drill down into the details of their software to show you how it can help you run your business more effectively.

We recommend organizing your script by business process (order to cash, purchase to pay, etc.) and then follow the flow of the process. In order entry that would be along the lines of: creating a quote, converting a quote to an order, modifying the header, adding line items with variations such as drop ships, available to promise scenarios, pricing scenarios, up-sell, substitutions, and so on.

We like to start with a vanilla scenario so that the basic transaction logic can be understood before progressing to more complex scenarios. Scripts that focus on odd-ball situations that occur a few times a year don't contribute to really understanding how the software works and will derail the vendor's efforts to deliver a good demo.

When evaluating software, it is best to conduct two rounds of demos. The first is web-based and is limited to 2 to 3 hours which may include 5 to 7 vendors. By using the web, we eliminate the cost of travel and difficulty of arranging the schedules of team members and the software vendor team. Your team learns a great deal from this round of demos; their scorecards are used to rank the vendors. Reaching a consensus at this point in the process increases the team's confidence that the vendors that come on site for discovery and multi-day demos are viable solutions. The vendors are also more comfortable making the investment in these activities since they have been through two rounds of evaluation and are on a short-list of 2 or 3 vendors.

Use a selection process to partner with the software vendors.

A good selection process requires a clear set of requirements and multiple steps to evaluate software packages and vendors. This can be time consuming and expensive for your team and the software vendors. By reducing the time and cost involved for both teams allows more vendors to participate, and allows your company more opportunities to analyze and evaluate all of the software packages before selecting the finalist.

About the Author

Jeff Gusdorf, CPA is a Principal in the Brown Smith Wallace Consulting Group. He is the managing consultant and is responsible for software research, software selection and evaluation projects. Jeff has had 30 years of experience as a financial manager and technology consultant in the manufacturing, distribution and service sectors.

About The Brown Smith Wallace Consulting Group

The Brown Smith Wallace Consulting Group has been serving the distribution community for more than 20 years through the publication of the Distribution Software Guide, speaking at industry programs, giving free telephone advice to distributors (see our free consulting form on page 8 of this Guide), and providing fee-based consulting services to companies who need help selecting the best software packages for their business.

Software Selection Project Summaries



MSCO

MSCO is one of the nations leading providers to the MRO and Construction Supply markets in the Southeastern United

States. Founded in 1934, Martin Industrial Supply is now ranked in the top 100 industrial distributors in the nation. MSCO serves every type of industrial customer, from small machine shops to the largest production facilities.

MSCO's goals for their selection project were to:

- Select and implement a modern ERP application which will support light manufacturing, distribution, field service and Integrated Supply capabilities in a multi location, growing operation.
- The selected application could not require a large IT department.
- It must be configured to support remote locations with a disaster recovery plan so the loss of any single location will not affect the ability for the rest of the company to continue to operate.

BSW tailored our selection methodology to empower the MSCO team to assess their critical business processes to determine which software vendor would be able to satisfy the functional requirements for their 150 users.

It was also important that the software vendor understand and work with the various divisions in planning for conversions from multiple legacy systems. Working through the options provided a more optimal schedule than might otherwise have been designed.

The knowledge gained during this process not only educated the management team but enhanced their confidence that they picked the best software product.

MSCO is currently implementing S2K from VAI (Vormittag Associates, Inc.).



Lighting Unlimited

Lighting Unlimited distributes lamps and lighting products in the Phoenix metropolitan area at 4 showroom and warehouse locations.

Like many small distributors, the 20 employees were using manual processes at their counters. Orders were then filled in the warehouse and delivered on their own trucks.

The goals for this selection project were to select and implement a modern ERP system that would support their specialized business requirements and the general business needs of a company of this size.

Selecting a product that has all of the needed functionality but is not so complex that it can't be used is often a challenge for growing distributors.

BSW coached the Lighting Unlimited management group through the selection process. This team approach makes a guided selection process affordable for the growing distributor. Using our methodology and a BSW consultant as a mentor and guide, the management team took the lead in the requirements analysis. The results provided a metric against which the software vendors were measured.

BSW served as the bridge between the team and the software vendors, helping the team evaluate their responses and structuring the demonstration process.

The company was concerned about the size of the total financial commitment that was being asked of them. Working closely with the vendor, a number of compromises were possible to make the application affordable without reducing the required functionality.

Lighting Unlimited "did it right", was confident in their decision and during contract negotiations saved more than enough to pay for the consulting engagement.

Lighting Unlimited is currently implementing INFORM from DDI System.



Software Selection Project Summaries



TSCO

Thomas Somerville distributes a full line of plumbing, heating, air conditioning and hydronic products to the Mid-Atlantic region. Through 22 branches and 8 showrooms they serve contractors and retail customers in Pennsylvania, Maryland, DC, Virginia and West Virginia.

TSCO goal was to acquire one integrated ERP package that had the capability to replace the existing custom developed ERP package and the third party WMS and Forecasting packages. Managing inventory, deliveries, regulatory compliance and sales opportunities across a large number of branches and states posed significant challenges that TSCO was looking to the software vendors to solve.

Additionally, complex credit monitoring and lien management tools along with robust financial reporting capabilities were needed at the corporate entity.

BSW Consulting used a turnkey selection approach to provide TSCO with the complete roadmap to follow during the year long selection project. BSW consultants were involved in every step of this project, from requirement analysis, documentation creation, software vendor selection and evaluation and contract negotiation.

A project of this scope and size required 10 months to complete. The core team consisted of 5 senior executives. During the requirements interviews and the on-site demonstrations there were over 30 employees involved in this project.

RFI's were sent to 12 vendors and 9 of them submitted responses. We invited 5 of these vendors to conduct scripted web demos for the team. Two vendors were invited to provide the team with on-site demos, site visits, and references.

This process resulted in branch management and corporate management reaching a consensus of the final vendor selection.

TSCO is currently implementing SX Enterprise from Infor.



BAR

B. A. Robinson Co. Ltd distributes plumbing, electrical and lighting product to the construction industry and retail home improvement markets in Western Canada. With 28 distribution warehouses and showrooms, they serve the distribution and retail lighting and plumbing customers in British Columbia, Alberta, and Saskatchewan with their headquarters in Manitoba.

BAR acquired the rights to the source code of their ERP system in the 1990's and modified the software as their business evolved. Their goal was to replace this software with a single system to unify the 5 separate business units.

Advanced inventory management, demand planning and forecasting and product data management were critical operating functions that were highly desired along with support for industry practices such as contract management for multi-stage projects, ship & debit, rebate tracking, and return goods management. Additionally, complex financial reporting needs had to be satisfied. This comprised a very challenging set of requirements to be met.

BSW Consulting developed a hybrid approach to managing this project that empowered the BAR project manager to lead the requirements analysis resulting in an in-depth understanding of all the business processes.

Persons from all areas of the company were involved in watching and reacting to the demonstrations from the various software vendors. The whole team was empowered and engaged during the selection and then the implementation.

The knowledge and experience gained by the project manager was a long term investment in his and the company's future. BSW consultants guided the team through the software demonstrations and evaluation of the software packages.

BAR is currently implementing Eclipse from Epicor Software Corporation.

EPICOR®

Brown Smith Wallace Consulting Group Free Consultation Offer

This worksheet will allow Brown Smith Wallace Consulting Group to help you get started quickly. It is also a valuable document to have before contacting any software vendor. We can use the data to qualify you as a prospect for each vendor. It is in everyone's best interest not to waste time if there is no fit. This form may be found and completed online at www.software4distributors.com or can be faxed to (314) 983-1329. Our team will then set-up your complimentary 30-minute teleconference appointment.

Name _____ Title _____
Address _____ City, State, Zip _____
Phone _____ email _____

Company Background

Company Name _____ Year Founded _____ Annual Sales (\$) _____
Number of Branches _____ Do you have an eCommerce initiative? _____
Number of Full-time Information Professionals _____ Number of Employees With System Access _____

Project Timeline

When would you like to start? _____ When would you like to go live? _____

Current System Information

Software System _____ Last Updated _____ Hardware Platform _____ Last updated _____

What do you like most about your current system? _____

What do you like least about your current system? _____

System Selection

What are your goals for new software? _____

Describe the capabilities your company wants in a new system: _____

Other: _____

System Sizing Information—Order Processing

Number of Sales Branches _____ Number of Ship-to Addresses _____ Number of Invoices Processed Weekly _____

Average Number of Line Items Per Order _____ Average Number of Line Items Per Back Order _____

System Sizing Information—Inventory Control

Number of Warehouses _____ Number of Inventory Items (SKUs) _____ Average Number of Items Per Branch Warehouse _____

System Sizing Information—Purchasing

Number of Vendors _____ Number of Purchase Orders Monthly _____ Number of Line Items Per Purchase Order _____

System Sizing Information—General Ledger

Number of Companies _____ Number of Divisions _____ Number of Departments _____ Number of Accounts _____

Endorsing Organizations

American Supply Association

www.asa.net



Door and Hardware Institute

www.dhi.org



Association for High Technology Distribution

www.ahtd.org



Electronic Components Industry Association

www.eciaonline.org



Aviation Distributors and Manufacturers Association

www.adma.org



Equipment Marketing and Distribution Association

www.EMDA.net



Bearing Specialists Association

www.bsahome.org



Eastern Michigan University Industrial Distribution Program

www.emich.edu



Bicycle Product Suppliers Association

www.bpsa.org



Financial and Security Products Association

www.fspa1.com



Business Solutions Association

www.businesssolutionsassociation.com



The FPDA Motion and Control Network

www.fpda.org



Canadian Institute of Plumbing & Heating

www.ciph.com



Heating, Air-conditioning & Refrigeration Distributors International

www.hardinet.org



Cleaning Equipment Trade Association

www.ceta.org



Heating, Refrigeration and Air Conditioning Institute of Canada

www.hrai.ca



Endorsing Organizations

**International Sealing
Distribution Association**

www.isd.org



**National Association of
Sign Supply Distributors**

www.nassd.org



**Industrial Supply
Association**

www.isapartners.org



**North American
Building Material
Distribution Association**

www.nbmada.org



**International Glove
Association**

www.iga-online.org



**National Fastener
Distributors Association**

www.nfda-fastener.org



**ISSA – The Worldwide
Cleaning Industry
Association**

www.issa.com



**North American
Horticultural Supply
Association**

www.nahsa.org



**International Truck
Parts Association**

www.itpa.com



**National Marine
Distributors Association**

www.nmdaonline.com



**National Association
of Electrical
Distributors**

www.naed.org



NPTA Alliance

www.gonpta.com



**The Association for Hose
and Accessories
Distribution**

www.nahad.org



**Outdoor Power
Equipment and Engine
Service Association**

www.opeesa.com



**National Association of
Independent Lighting
Distributors**

www.naild.org



**Pacific - West Fastener
Association**

www.pac-west.org



Endorsing Organizations

Pet Industry
Distributors
Association

www.pida.org



Water and Sewer
Distributors of America

www.wasda.com



Power Transmission
Distributors Association

www.ptda.org



Wholesale Florist
and Florist Supplier
Association

www.wffsa.org



Professional Beauty
Association

www.probeauty.org



Woodworking
Machinery Industry
Association

www.wmia.org



Purdue University

www.purdue.edu



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

Security Hardware
Distributors Association

www.shda.org



Specialty Tools & Fasteners
Distributors Association

www.stafda.org



Texas A&M
University
Global Supply Chain
Laboratory

<http://id.tamu.edu>



Waste Equipment
Technology Association

www.wastec.org



Software Features Matrix

Company Name	Primary or Preferred Platforms	Operating Systems					Database Manager or File System Name	Applications Run on Same Database	Separate Facilities Can Share Same Database	Primary Programming Language	Able to Operate As True Windows Application
		Linux	IBM i	Unix	Windows	Other					
Acumatica	Web-based or Windows				✓		MS SQL Server, Others possible	✓	✓	C#	✓
Advanced Distribution Software Partners	MS SQL Server				✓		MS SQL Server	✓	✓	x++	✓
BCR Software	Windows				✓		SYBASE/SQL	✓	✓	Pascal/Assembler	✓
Computer Insights	IBM	✓			✓		Ctrieve	✓	✓	C	✓
DDI System	Windows				✓		UniVerse/MS SQL Server	✓	✓	VB.NET	✓
Distribution One	Windows				✓		Progress, MS SQL Server	✓	✓	Progress	✓
ECi Software Solutions	Windows	✓		✓	✓		MS SQL Server, MySQL, Oracle, MS Access, MS Visual FoxPro	✓	✓	C#, JAVA, VB, and more	✓
Epicor 9	Windows	✓		✓	✓		MS SQL Server, Progress	✓	✓	C# and 4GL	✓
Epicor Express	Windows				✓		Progress	✓	✓		✓
Epicor Prophet 21	Windows				✓		MS SQL Server	✓	✓	Sybase PowerBuilder	✓
Epicor Eclipse	Linux	✓		✓			Rocket/U2	✓	✓	JAVA/Pick	✓
General Data Systems	Windows				✓		MS SQL Server/VFP	✓	✓	MS Visual FoxPro	✓
Infor	Open, Any	✓	✓	✓	✓	✓	Progress, MS SQL Server, DB2	✓	✓	JAVA, Progress, RPG	✓
International Business Systems	IBM Power i		✓		✓	✓	DB2, MS SQL Server	✓	✓	RPG, JAVA	✓
iSolutions	Web Based or Windows				✓		MS SQL Server	✓	✓	ASP .NET	✓
Mincron Software Systems	Power i		✓		✓		DB2, MS SQL Server	✓	✓	JAVA, RPG ILE	
NetSuite	Any Web Browser	✓					Oracle	✓	✓	JAVA	
NexTec Group Sage ERP X3	N/A	✓	✓	✓	✓	✓	MS SQL Server or Oracle	✓	✓	Cobol	✓
Pronto Software	Intel, IBM P-Series, SUN	✓		✓	✓		IBM Informix, MS SQL Server, Oracle	✓	✓	Pronto Xi RAD	✓
SAP/Idhasoft	Open, Any	✓	✓	✓	✓	✓	Any	✓	✓	JAVA, .Net, ABAP	✓
VAI (Vormittag Associates, Inc.)	IBM Power Systems		✓				DB2 for i	✓	✓	RPG ILE	

Software Features Matrix

Company Name	Installed Customer Base (by billing addresses)			Software Only	Sales Information System is sold by:						Release Information		National User Conference is Held	Prospects Can Attend User Conference	User Participates in Enhancements		
	Total Installed Customers	Total Installs last 12 months	Implementations Pending		Hardware Available	Turnkey	Dealers with Vendor Support	Sold & Supported by Dealers	Sold & Supported by Vendors	Custom Modifications Made by Vendor	Custom Modifications Made by Dealer	Current Version as of June 2012				New Release Frequency (months)	Costs to Upgrade (=included A=additional)
Acumatica	200	50	NP	✓	✓	✓		✓		✓	✓	3.0	6	I	✓	✓	✓
Advanced Distribution Software Partners	150	12	3	✓		✓	✓				✓	2012	18	A	✓	✓	✓
BCR Software	128	8	2	✓	✓	✓						Vancouver	1	I	✓	✓	✓
Computer Insights	228	24	6	✓	✓	✓			✓	✓		09.10.31	9	I	✓	✓	✓
DDI System	550+	50+	25+	✓		✓			✓	✓		20.0.63	1	I	✓	✓	✓
Distribution One	400	38	12	✓		✓			✓	✓		7.6.1	6	I	✓	✓	✓
ECi Software Solutions	8000+	200+	50+	✓	✓	✓	✓		✓	✓		Varies	12	I	✓	✓	✓
Epicor 9	NP	NP	NP			✓	✓	✓	✓	✓	✓	9.05.600	12	I	✓	✓	✓
Epicor Express	NP	NP	NP	SaaS	SaaS	SaaS	✓		✓	✓	✓	9.05.600	12	I	✓	✓	✓
Epicor Prophet 21	1650	NP	NP	✓	✓	✓			✓	✓		12.7	4	I	✓	✓	✓
Epicor Eclipse	705	NP	NP	✓	✓	✓			✓	✓		8.72	4	I	✓	✓	✓
General Data Systems	217	16	10	✓	✓	✓			✓	✓		11.4	12	I	✓	✓	✓
Infor	5500+	NP	NP	✓	✓	✓	✓	✓	✓	✓	✓	Infor10	6	I	✓	✓	✓
International Business Systems	4000+	250+	NP	✓	✓	✓			✓	✓		7.0AM	6-12	I	✓	✓	✓
iSolutions	260	25	16	✓	✓	✓	✓		✓	✓		11.00.1935	12	I	✓	✓	✓
Mincron Software Systems	100+	9	6	✓	✓	✓				✓		12.0	12-18	I	✓	✓	✓
NetSuite	6000	NP	NP	✓		✓	✓	✓	✓	✓	✓	2010.1	12	I			✓
NexTec Group Sage ERP X3	3800	20	12	✓		✓	✓	✓	✓	✓	✓	6.4	6	I	✓	✓	✓
Pronto Software	1600	150	20	✓		✓	✓	✓	✓	✓	✓	Rel 700.4	24	I	NP	NP	✓
SAP/Idhasoft	50000+	NP	NP	✓	✓	✓		✓			✓	ECC 6 EHP 5	6	I	✓	✓	✓
VAI (Vormittag Associates, Inc.)	2000	60	12		✓	✓	✓	✓	✓	✓	✓	5.0.1	12	I	✓	✓	✓

Key: NP = not provided

Software Features Matrix

Company Name	Application Modules																						
	Accounts Payable	Accounts Receivable	Activity Based Costing	Bar Coding	Check Reconciliation	Contact Manager	Cylinder/Container Tracking	Document Imaging	eBusiness/Internet	Electronic Catalog	Electronic Data Interchange (EDI)	Electronic Mail	Executive Information Systems	Fixed Assets	Forms Management	Freight Management	General Ledger	International Currency	Inventory	Job Cost	Light Manufacturing	Payroll	Project Management
Acumatica	B	B	B	3	B	B	N	3	B	B	3	B	B	B	B	3	B	B	B	B	B	3	B
Advanced Distribution Software Partners	B	B	O	B	B	B	3	3	B	B	3	B	B	B	B	3	B	B	B	B	B	B	B
BCR Software	B	B	B	B	B	B	N	O	O	O	O	B	B	B	B	O	B	B	B	B	B	B	N
Computer Insights	B	B	N	B	B	B	N	O	O	O	O	O	B	N	B	N	B	B	B	O	O	N	O
DDI System	B	B	B	B	B	B	O	O	O	B	O	B	B	B	B	B	B	N	B	B	B	3	B
Distribution One	B	B	B	B	B	B	B	B	O	B	O	B	B	B	B	B	B	B	B	B	B	3	3
ECi Software Solutions	B	B	B	B	B	O	N	O	O	O	B	B	B	B	O	O	B	B	B	B	B	B	B
Epicor 9	B	B	B	O	O	O	3	3	O	O	3	B	O	B	O	3	B	B	B	B	B	B	B
Epicor Express	B	B	B	B	B	B	B	B	O	O	O	B	B	O	B	O	B	B	B	B	B	B	O
Epicor Prophet 21	B	B	B	B	B	B	B	O	O	O	B	B	O	N	O	B	B	B	B	B	O	3	3
Epicor Eclipse	B	B	B	B	B	B	B	O	O	O	B	B	O	N	O	B	B	B	B	B	B	3	3
General Data Systems	B	B	N	B	B	B	O	3	O	O	O	B	N	3	B	B	B	N	B	3	B	3	O
Infor	B	B	O	B	B	B	B	O	B	O	B	B	B	O	3	O	B	B	B	B	B	3	B
International Business Systems	B	B	3	B	B	O	3	B	B	B	B	B	B	B	B	3	B	B	B	B	B	3	B
iSolutions	B	B	B	B	B	B	B	B	O	B	B	B	B	B	B	B	B	B	B	B	B	O	O
Mincron Software Systems	B	B	B	O	B	B	O	O	O	O	O	B	O	3	O	3	B	N	B	B	O	3	N
NetSuite	B	B	N	B	B	B	3	B	B	B	3	B	B	3	B	3	B	B	B	B	B	B	B
NexTec Group Sage ERP X3	B	B	B	B	B	B	O	O	O	3	B	B	B	B	B	B	B	B	B	O	B	B	B
Pronto Software	B	B	O	B	B	O	B	3	O	O	O	3	B	B	B	O	B	B	B	O	O	O,3	O
SAP/Idhasoft	B	B	B	B	B	O	B	O	O	B	O	B	O	B	B	B	B	B	B	B	B	O	B
VAI (Vormittag Associates, Inc.)	B	B	B, 3	B	B	B	B	3	B	B	3	B	B	3	3	3	B	B	B	B	B	3	B

Module Integration: B = Base O = Optional 3 = Third Party N = Not Supported

Software Features Matrix

Product Name	Absolute Value Forecasting and Replenishment	Blue Ridge CLARITY Replenish	Demand Management Demand Solutions	IDEA Industry Data Exchange (IDX)
Type of Product	Demand Forecasting & Replenishment	Demand Forecasting & Replenishment	Supply Chain Planning Software	EDI Value Added Network
Year first version of product was released	2004	2006	1985	2004
Normal release schedule (i.e. Annual)	Annual	Quarterly	Annual	N/A
Hardware Platform Capability	Any	Any	Intel Based	Any
Operating Systems	Windows	Any	Windows	Any
Presentation layer (Graphical, Text-Based)	Graphical	Browser	Graphical	Graphical
Primary development language	Microsoft C/AL	C#	English	
System availability: ASP		SaaS		
Software only	✓		✓	✓
Hardware available				
Systems is sold by: Dealers with vendor support		✓	✓	
Sold and supported by dealers		✓	✓	
Sold and supported by vendors	✓	✓	✓	✓
User Support and Service				
Support availability: 8–5 Normal business hours	✓	✓	✓	✓
6–9 Extended business hours	✓	✓	✓	✓
24/7	✓	✓	✓	✓
Support availability options: Live support	✓	✓	✓	✓
Call-back support	✓	✓	✓	✓
Online support	✓	✓	✓	✓
Updates sent by (Request, Automatically)	Request & Auto.	Request & Auto.	Request & Auto.	Automatically
Updates are (Free, Billed Separately, Included)	Free, Included	Free, Included	Free, Included	Free, Included
User Group participates in setting enhancements	✓	✓	✓	✓
Training				
Costs: (Included in Standard Price, Billed Separately)	Billed Separate	Billed Separate	Billed Separate	Included
Training is available: Customer's site	✓	✓	✓	✓
Vendor's office	✓	✓	✓	✓
Online	✓	✓	✓	✓
Regular training is available at vendor location	✓	✓	✓	
Implementation Services				
Implementation checklist and project plan provided	✓	✓	✓	✓
Data conversion support is provided	✓	✓	✓	✓
Conversion importing routines available for	Excel & ASCii	ASCii, Web Service	Excel & ASCii	Excel & ASCii
Ability to support custom modifications/enhancements	✓	✓	✓	✓
Custom modifications/enhancements are made by	Vendor	Vendor	Vendor	

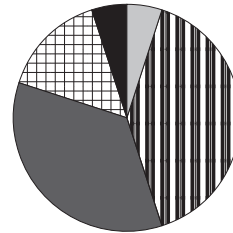
Acumatica

Product: Distribution 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 Distribution Software, deployed On-Premise, Hosted, or as SaaS

Acumatica is a web-based distribution 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 warehouse, or other location to access dashboards, reports, and screens that are customized for their particular needs.

The **Acumatica Distribution Suite** includes enterprise class accounting and distribution features, but is priced for mid-sized businesses. All modules are integrated so your financials, inventory, purchasing, sales orders, quotes, leads, customers, vendors, invoices, and reports are centrally managed and updated in real-time.

The Power of Cloud

Acumatica is cloud enabled, so it can scale to meet demanding workloads or shrink to meet demanding budgets. The solution can be purchased and installed in-house or purchased as Software-as-a-Service (SaaS) running in the Microsoft Windows Azure datacenters.

Acumatica allows you to access your application and data from anywhere without client software or complicated VPN software.

Customize and Integrate

Acumatica can be completely configured to meet your business process and security needs. Unlike other SaaS solutions, you have the flexibility to switch between On-Premise, Hosted, and SaaS deployment models as your business needs change. A full featured API allows you to connect to existing business systems through a secure interface.

Unlimited User Pricing for Advanced Workflows

Acumatica is priced for unlimited users so you can involve your entire company as well as your business partners in business process automation. Infrequent users and temporary workers can be setup in seconds according to strict security policies that can be established by non-technical users.

You can use Acumatica's approval paths and workflow engine to establish business processes without coding or software changes.

Modules and Features

Acumatica includes a complete set of integrated business applications including: Financial Applications (GL, AP, AR, Cash Management, Currency Management, Deferred Revenue, Fixed Assets), Inventory Management, Sales Orders, Purchase Orders, Requisitions, CRM, Report Writers, Project Management, and more.

Acumatica is integrated with best in breed solutions for ecommerce, warehouse management, scanning and barcoding, EDI, and many other applications.

Acumatica has been deployed throughout the world in multiple currencies and languages.

Acumatica is ideal for businesses with multiple locations and warehouses—even if those entities operate in different currencies and have different branch rules.

Key Benefits

- One application to serve all needs from sales, to ecommerce, to inventory, to support, to financials, to billing
- No client software to install and maintain
- Priced for unlimited users—involve everybody
- Access from anywhere
- Advanced distribution and financial features

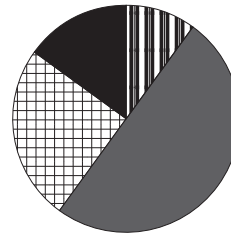
Advanced Distribution Software, Powered by I.B.I.S., Inc.

Product: Advanced Distribution Software built on Microsoft Dynamics AX



Advanced Distribution Software

Customer Base



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

www.advanceddistributionsoftware.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 Vendor
 Sales Channel: Direct and select partners

We Know Distribution.

Every distributor wants to build better relationships with vendors and customers so they can drive revenue and increase profitability. However, getting what you want can be a challenge—one you shouldn't face alone. You want to advance your business, accelerate your profits, and move your entire organization forward, and Advanced Distribution Software can help.

Distribution Business Today:

It's no secret that today's distributor faces a myriad of challenges, both in how they manage their operations and in what their customers and vendors expect:

- Customers demand exceptional service, low prices and guaranteed stock availability, and if they don't get it, they start looking at other options.
- Your vendors want effective communications, quick payment and reduced inefficiencies because you're not the only supplier they deal with.

Everyone wants something from you, and you're busy trying to figure out how to give it to them, while keeping your business profitable. You need the agility to keep up with market trends, the power to manage your entire business through one centralized application, and the information to improve your responsiveness. You need to become *advanced*.

Advanced Distribution Software delivers distribution solutions that you need to manage every aspect of your business, from strategic planning to execution, providing your customers the best experience possible.

Robust and Effective, Powered by Microsoft Dynamics AX

Fully integrated and embedded in Microsoft Dynamics® AX 2012, Advanced Distribution Software was developed by a team of industry experts at I.B.I.S., Inc., specifically to address the challenges faced by distributors just like you.

Let the skilled team at I.B.I.S. show you how to get the most out of your operation with Advanced Distribution Software.

Visibility. Optimization. Results.

With Advanced Distribution Software, you get more than just an application for managing your warehouse operations. You get a fully

integrated software solution built by industry experts to meet the demands of today's distributor.

Advanced Distribution Software offers:

- **Visibility:** Access real-time reports, sophisticated business intelligence tools and a complete view of your inventory, orders, financials, and management alerts through this centralized solution so you can make better, more informed decisions. You never have to wonder about the accuracy and validity of your data, or make assumptions when talking to customers. Everything you need to know is available to your team, how they need it and when they need it.
- **Optimization:** Automate workflows, eliminate duplicate work, and reduce wasted time and administrative errors so you can improve efficiency and deliver your orders faster. Our Automated Data Collection (ADC) means your orders are picked quicker, stock counts are flawlessly updated, and shipping documents are easily produced. With a real-time view of your stock across multiple locations you'll make smarter inventory planning decisions and more efficient shipping schedules.
- **Results:** With responsive inventory management, automated A/R and A/P processes and strategic pricing capabilities, you will not only improve your cash flow, but also build stronger relationships with clients and vendors. Capitalize on the rich functionality that enables you to respond to the market, update prices, offer effective promotions and handle commissions, rebates and trade agreements with confidence and ease.

Advanced Distribution Software, powered by I.B.I.S. Inc. provides you with unique extended features including: Advanced Revenue Management, Advanced Order Management, Advanced Inventory Management, Advanced Demand Planning, Advanced Fulfillment Management, and Advanced Business Intelligence.

With 24 years of experience serving distributors, 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 Distributors. I.B.I.S., Inc. is AMR Research Industry Certified in Distribution and committed to the distribution industry.

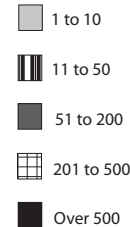
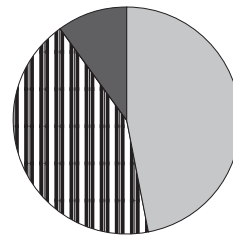
BCR Inc.

Product: BCR Software



BCR Software

Customer Base



www.bcrsoftware.com
 Contact: Bruce Crozier or Barry Evans
 413 Montbrook Lane | Knoxville, TN 37919
 (866) 694-2007
 sales@bcrsoftware.com

Technology

OS: Windows
 DB: Sybase/SQL
 Presentation: GUI
 Delivery: OnPremise

Sales

Entry Price Point: \$2,000+ for 1 user
 Sales Channel: Direct in the U.S. and Canada

BCR Software is a solid ERP and Distribution Software solution that offers fully integrated Wireless Warehouse Management, eCommerce, Order Entry/POS, Inventory management (with min/max, extended EOQ and service level functions), manufacturing assemblies, extensive product pricing functionality, job tracking, payroll and time clock/job clock systems.

Capabilities:

- Document Imaging
- Order entry
- Purchasing
- Inventory
- Job costing
- Workflow, work orders
- Manufacturing, assembly
- Report writer or Crystal Reports Link Available
- A/R, A/P, G/L (dual tax rates by item)
- Fixed assets
- Payroll
- CRM (with Separate Database for Prospects)
- Commission management (with tiered rates that can be set by item; territory tracking)
- Business Analysis and Reporting
- B2B eCommerce
- Wireless Warehouse Management
- Executive Information and Management
- Salesforce Automation
- Automated Email and Faxing capabilities
- All notes are Date and Time Stamped when Updated
- Dynamic links to Excel
- Built-in Fax Server
- Licensed by Concurrent User
- Up to 12 Software Updates Per Year

Tools:

- Automatic Order Entry Email
- Batch Faxing or Emailing of Invoices or Statements
- Credit Card Processing
- Document Imaging
- Lot Tracking
- Signature Capture
- Wireless Technology

Why is BCR Software right for you?

Our attention to detail from implementation and data conversion through go live and after sale support is second to none. We also have industry leading maintenance costs, included software updates, and a direct sales channel.

- PDA and tablet PC technology (For remote access)
- Built-in forms/reports designer to plain paper
- EOQ (Economic order entry), Buyer's Workbench
- Automatic lead time calculation by vendor
- UPS world ship and FedEx integration
- Partial and decimal quantities, cost and pricing up to five places (.00001)
- Multiple picking locations by warehouse by item
- Line item drop-ships and auto-create POs at order entry
- Report writer: add report name to a drop down menu
- Automatic emailing of sales to associated salesperson
- Copy any transaction to another
- Quick order entry from customer sales history workpage
- Tag a photo image to item and display it at order entry
- Landed cost as well as FIFO, LIFO and Average costing
- Serial number tracking and warranty tracking
- Broadcast faxing and emailing (statements, invoices)
- Email notification of user defined key events
- EDI processing
- Automatic AP PO item cost reconciliation to receipt
- Unlimited office and warehouse location tracking
- Bin quantity tracking within each warehouse
- Pull up website links to items and vendors at OE
- Executive dashboard (AR, AP, Sales, Bank balances)
- Assemblies, kits (5 types) and light manufacturing
- Rebates for customers and vendors
- Quick sell pop-up tool at order entry
- Set price by specific GP% on fly at order entry
- Rental tracking and repair
- Call Tracking functionality for customer management
- Consignment warehouse
- Soft close month and year end eliminates downtime each month
- Cycle counting
- Delivery signature capture via touch screen smart phones
- Purchasing worksheet/checklist
- Warranty and repair tracking through vendor return function

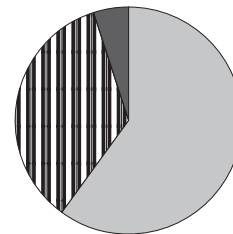
Computer Insights®

Product: The BUSINESS EDGE 2.0™



simple • focused • effective

Customer Base



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

www.ci-inc.com

Contact: Dennis R. Cowhey

108 Third Street | Bloomingdale, IL 60108-2912

(800) 539-1233 | (630) 893-4030 FAX

sales@ci-inc.com

Technology

OS: Linux

DB: C-Trieve

Presentation: GUI

Delivery: OnPremise with Perpetual Licenses or on the Cloud

Sales

Entry Price Point: \$10,000 for 2 users

Sales Channel: Direct in North America

The BUSINESS EDGE

This software package is specifically for fastener and industrial suppliers. It is also the only software solution that is designed exclusively for all types of fastener companies.

Fasteners Are Unique

Fasteners are a unique product category. As Class C Components they often account for only 2% to 3% of the end users purchases. As such, they are often an afterthought for the customer. In order to succeed, fastener companies must anticipate their customers' needs. They must be able to respond to customer created "emergencies" with world class service. They can't afford not to. The fact is that they are selling a commodity product. They are at risk of losing their customer if they don't solve the problem. Every order counts.

System Matches Requirements

Fasteners are often not a "big deal" to the end user until they are needed. However, they quickly become impatient if they can't get their answers in a single telephone call. That's why we have the answer to every question right at our clients' fingertips. Our clients know everything when their customers call. There are no call backs, no wasted motion. With The BUSINESS EDGE 2.0 one call truly does it all.

Pricing is a Big Key to Success

Pricing is another huge issue for fastener companies. It could be anything from list price with discounts and volume discounts, to cost plus pricing "what the market will bear" pricing or commission driven pricing, to name a few.

Traceability and Secondary Processes

Lot control, traceability and handling secondary processes are often big issues for Computer Insights clients. Many software programs attempt to handle these, but it is rare to find a system that has an efficient method of handling these issues.

Automated Replenishment Saves Time

Most distribution systems have replenishment systems. The BUSINESS EDGE 2.0 has an automated replenishment system that exactly matches the needs of a fastener company. The system knows that some products can be placed directly on purchase orders, while others need to go out on processing purchase orders or be sent out on requests for quote. Purchase recommendations can be based on usage, current demand, min/max or any combination of those criteria.

Brighton-Best Connection – Real Time Supply Chain Integration

- With the Brighton-Best Connection, BBI becomes the most convenient and profitable Vendor that you could choose.
- Check availability and pricing right from The BUSINESS EDGE 2.0 inquiry screens (the same information that is on the web).
- Enter Purchase Orders into The BUSINESS EDGE 2.0 with up to the minute pricing (including your WEB DISCOUNT).
- Place Purchase Orders on the Brighton-Best server with the touch of a button inside The BUSINESS EDGE 2.0.
- Brighton-Best Part Numbers added to your existing Inventory numbers as part of the installation.
- Easily add Brighton-Best Product Numbers to new products entered into The BUSINESS EDGE 2.0.

No "Loose Ends" With The DocumentConnection

Inbound faxes, scanned drawings, certifications, delivery receipts, shipping confirmations, etc. are all fully integrated into The BUSINESS EDGE 2.0 database.

End-To-End Integration

The BUSINESS EDGE 2.0 is designed with these needs in mind. It offers Computer Insights clients complete end-to-end integration of all the important functions of their business. The system covers everything from quote and order entry, to inventory management, warehouse management, purchasing with automated replenishment, to vendor managed inventory.

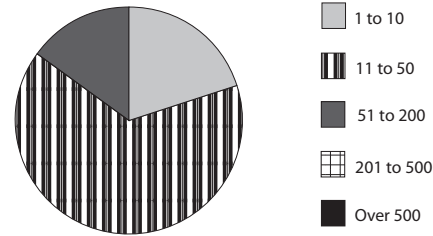
Call (800) 539-1233 today for more information.

DDI System

Product: Inform Distribution Software



Customer Base



www.ddisys.com
Contact: Barbara Jagoe
75 Glen Road | Sandy Hook, CT 06482
(877) 599-4334 | (203) 364-1400 FAX
sales@ddisys.com

Technology

OS: Windows
DB: UniVerse/MS SQL Server
Presentation: GUI
Delivery: OnPremise, Hosted, and Subscription-Based

Sales

Entry Price Point: Contact Vendor
Sales Channel: Direct in the U.S. and Canada

DDI System is one of today's leading distribution software providers. With a customer base of over 550 companies ranging from multi-location, multi-state operations to single location businesses positioning themselves for growth, DDI System understands the requirements and mindset of wholesale distributors.

DDI System's Inform Software

Inform has the strongest technology available to run your daily operations and increase your future success. From sales orders through financial reporting, DDI provides end-to-end capabilities for your entire team.

- Window's base provides the easy-to-use familiarity of Microsoft programs shortening the learning curve for current and future employees.
- Mobile access is available anytime and anywhere allowing your team to stay in the business, and access information while on the road.
- Sales teams and managers will love **Inform's** built-in customer relationship management, direct marketing and sales tools, and '**Salesperson Dashboards.**'
- Accounting has never been easier with drill-down general ledger, the ability to email or fax invoices, comprehensive reporting, and more.
- Executives have constant access to business performance with '**Inform Analytics.**' Gain unprecedented insight into the strengths and challenges in your past, present, and future business metrics.
- Increase sales with our single-system '**Inform eCommerce**' solution. Real-time inventory, customer specific pricing and reporting, and featured products are driven by a single screen within your **Inform** software. A huge time savings—no need to enter information into multiple programs again.
- Streamline daily operations, and save thousands of dollars annually with DDI's proven paperless and file free workflows.

DDI System's **Inform** software is the software that drives success. Gain efficiencies, increase sales, and improve customer service all with one integrated solution.

Inform Enterprise Edition

All of the essential tools to run your daily operation combined with the innovative features that drive your business forward. Business analytics, advanced visual report writer, customer loyalty program, CRM, sales and marketing tools, e-commerce, multi location warehouse features and much more. Empower your entire team with the ability to improve productivity, eliminate errors, and increase your profitability. Visit www.ddisys.com.

Inform SBE (Small Business Edition)

A full-featured software solution geared towards smaller distributors looking to improve efficiency, productivity, and profitability. Step up from accounting centric packages to an integrated solution that grows with you. **Inform SBE** delivers enterprise level business management capabilities at an affordable price. Visit www.informsmallbusiness.com.

Seamless Transitions

Dedicated project managers, expert data conversion, on-site and online training ensure that no other software company will have you up and running as smoothly, and completely as DDI System. On-site data collection, and step by step consultative reviews ensure that your company will experience minimum downtime. DDI's Customer Care team is on the road at customer sites daily, delivering a hands-on approach proven to achieve rapid results.

Exceptional Customer Support

DDI's highly-qualified customer care technicians are available to answer all of your questions. Ongoing training programs, and an annual user conference allow you to stay up to date with the latest system features and network with fellow users. Personal customer support is just one of the reasons no **Inform** user has ever switched to another system!

Distribution Software that Drives Success

See how DDI's **Inform** software drives success. With the quickest ROI in the industry, constant software innovations, free upgrades, and outstanding customer service—DDI System gives you more. To register for a group webinar or schedule a personal demonstration call (877) 599-4334, email sales@ddisys.com, or visit ddisys.com.

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

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.

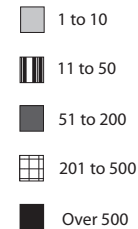
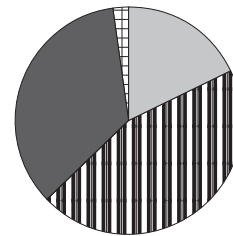


Distribution One

Product: V2 Software



Customer Base



www.distone.com
Contact: Larry Ward
4404 Church Road | Mount Laurel, NJ 08054
(856) 380-0626 | (856) 222-0061 FAX
info@distone.com

Technology

OS: Windows
DB: Progress/SQL Server
Presentation: GUI, CHUI
Delivery: On-Premise, Hosted, SaaS

Sales

Entry Price Point: \$25,000 for 5 users
Sales Channel: Direct Worldwide

The Company

Distribution One, Inc. is a company with a singular focus—Wholesalers and Distributors. To this end, we provide powerful software applications to help Wholesalers and Distributors run their businesses efficiently and profitably.

Distribution One's V2 Software Suite, is an information management system designed specifically for wholesalers and distributors. It includes: Order Entry, Accounts Receivable and Payable, Inventory Management, Point of Sale, General Ledger, Purchasing, Sales Analysis, CRM, plus many other standard modules.

The Software

V2 is Distribution One's second-generation ERP software system. V2 offers an exciting, dynamic graphical "GUI" point-and-click WINDOWS environment. V2 is powered by Microsoft's latest technologies.

Yet, even with all of the advanced technology and features this system offers, V2 is extremely user-friendly. System menus have a consistent look and feel that is similar to most Microsoft products. This reduces the learning curve and gets your business up to speed quickly. V2 is also backed by our world-class "Live" support team that's second to none.

We invite you to learn more about all the features and benefits of V2 and how it can help make your distribution business grow faster and more profitable. This powerful software product is the result of our years of experience and industry expertise. V2 was designed to run your entire business operation from order processing through financial activities. Plus, the V2 software is designed to run efficiently on Windows servers utilizing the latest technology. The system is so flexible there is no need for extensive customization, which allows for rapid implementation.

True Turnkey System

Distribution One sells a "True Turnkey System." We sell V2 one way. Complete. The software has everything that a wholesaler or distributor needs to run their business. Our only options are iPad Order Entry, VMI, EDI and eCommerce. Everything else is included. We even include warehouse management software for RF devices. Just add the hardware!

Distribution One Services

Distribution One's Implementation Professionals have hundreds of successful installations worldwide for Wholesalers and Distributors.

We use a proven method that minimizes any downtime and allows you to remain focused on running your business.

Installation

Distribution One's Technical Support Specialists have expertise with various computing platforms, network configurations and software applications. In coordination with our Installation Technicians, Distribution One will professionally load the application software, configure workstations, define printer setups, etc. with the goal of maximizing the stability and reliability of your V2 Software system.

Training

User training is key to achieving excellence with your new software implementation. Distribution One offers personalized; hands-on training that can be delivered at your location or ours and tailored to fit your specific needs. Additionally, our world-class support staff is always available to assist after the training.

Data Transfer

This is an area where Distribution One will make a difference! Since the day we started we have been able to successfully transfer data for 100% of our customers. This makes the transition from your current software system painless. Do not allow other software companies to tell you that this is not necessary. This is the only way!

Go-Live and Onsite Support

From your initial Go-Live, we help with the processing of your day-to-day operations during the transition. Customers find this a great asset and are necessary for a successful implementation. Distribution One provides assistance with tasks ranging from software and forms setup to the first check run and the first month-end closing. Distribution One adapts these services to suit your business environment and your specific needs.

Support

We provide friendly live personal software support. You can make unlimited support calls and will receive product updates included with maintenance. V2 is Distribution One's only product so it's easy to give our customers the level of support and knowledge that they require. During our extended business hours we always have a person answering the phone, not a machine.

See for Yourself

For a personal demonstration of the V2 Software Suite call us at 856-380-0626 or visit us on the web www.distone.com.

ECi Software Solutions

Product: ECi Software Solutions



Customer Base

Not Provided

www.ecisolutions.com
Contact: ECi Software Solutions

4400 Alliance Gateway Freeway, Ste. 154
Fort Worth, TX 76177

(866) 374-3221
info@ecisolutions.com

Technology

OS: Windows, Linux, Mac OS (Depending on product used)
DB: PostgreSQL 8.1.3, Microsoft SQL, MySQL, Oracle
(Depending on product used)

Presentation: GUI

Delivery: OnPremise, Hosted, SaaS

Sales

Entry Price Point: Contact Sales

Sales Channel: Direct and Resellers

Industry-Specific Software

ECi is a leading provider of best-in-industry ERP business management and e-commerce systems and related technologies. We design our solutions for growing and midsize companies who want to boost internal efficiency and profitability, reduce labor costs and improve management oversight. Our solutions are delivered both as on-site applications and via “the cloud” through Software as a Service (SaaS). The industries we serve: office products; office furniture; office machines and MPS; lumber, building materials and hardlines; janitorial/sanitation; and discreet manufacturing.

ECi solutions can help your business automate internal processes and manage sales, back office operations, inventory and warehouse operations, POS and distribution/delivery. ECi offers improved supply chain efficiency and operational management for a variety of distribution and service-oriented industries. We also offer many business-improving solutions such as business intelligence services and managed print services. In addition, our third-party partners can provide security, credit card processing services and more.

Our business objectives are the same as yours: put all customers first; retain existing customers; establish competitive advantages; grow revenue and improve profitability; and drive operational efficiencies. Therefore, ECi views our customers as partners. We are committed to helping you leverage technology to increase your efficiency and improve your profits.

Software Designed for You

When you purchase ECi software, we partner with you to determine the best process for the installation. Our goal is to have you up and running with minimal disruption to your business. ECi products are flexible enough to have the particular software fitted to the way you do business. You do not have to change your business model or processes to fit our software.

We encourage our customers to become actively involved in the evolution of our products. In fact, many of the features in our business systems are a direct result of suggestions from our customers.

One way we involve customers in the development process is through our unique customer advisory councils—groups of ECi customers who give feedback on every level of ECi software and service. We prioritize software development based on their feedback, and even allow council members to help design and test new enhancements to our products.

Top-Tier Support

ECi support technicians have hands-on experience working in the various industries that we serve. That means every time our customers call, they get the benefit of in-depth experience rather than the frustration of offshore support centers working from call-scripts. Our support centers are also live. That means you will never have to send an email and then wait for someone to contact you. We realize that your time is money.

Our Mission

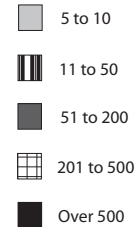
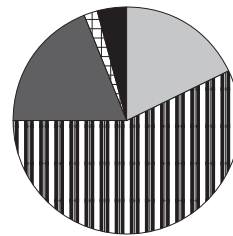
Our mission is to provide you the best industry-specific business solutions that enable you to increase efficiency and maximize your success. Get started! Call ECi Software Solutions today.

Epicor Software Corporation®

Product: Epicor Distribution

EPICOR®

Customer 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 and Hosted

Sales

Entry Price Point: \$30,000 OnPremise (one-time fee)
Sales Channel: Direct and Resellers Worldwide

As a distributor, you know that employing a powerful technology strategy is a vital means to staying ahead of the competition, which grows more sophisticated every day. In an ever-changing economy, wholesale distributors are continuously facing new challenges. Adopting processes and technologies that are intelligent, adaptive, and powerful is essential for success. Epicor Software Corporation is well-positioned to face these challenges with you by delivering an intuitive and comprehensive application designed for companies like yours.

Effectively Market and Sell Your Goods

Epicor's ecommerce solutions allow you to expand product offerings, reach new customers more efficiently, and provide around-the-clock service to all of your trading partners. Likewise, Epicor Customer Relationship Management (CRM) provides marketing functionality to enable you to track the effectiveness of marketing campaigns.

CRM and ecommerce are integral parts of Epicor Distribution; therefore, this information is always easily within reach based on the user's role and authentication. What's more, orders are always visible and are seamlessly passed to the Sales Order Management module for fulfillment.

Effectively Manage Sales Orders

Regardless of whether your customers enter orders over the phone, online, or in person at your front counter, they want fast, helpful service. Directly tied to your warehouse, order automation allows you to tell customers what is in stock, when new stock is coming in, and even what they ordered in the past. The system will also suggest go-together items to ensure that your customers get everything they need and that you maximize your selling potential.

Order automation also enables you to link product information, such as material safety data sheets (MSDS) or product specifications, to item codes and then make those documents immediately available to customers.

Accurately Track Inventory

With Epicor's Inventory module, you can manage your inventory with the level of flexibility and control most appropriate for your business. This solution provides instant access to critical information such as inventory availability, quantity on hand, reorder quantities, and costs. Powerful multi-site functionality lets you manage multiple warehouse locations and track inventory to the lot, serial, or bin level. The solution enables you to purchase or sell in multiple units of measure such as an individual item, a case or a carton. Conversions between multiple units of measure are done automatically.

Optimize Order Fulfillment

Epicor's versatile solution enables you to configure the system to how you wish to do order fulfillment. You can pick, pack, and ship on a per order basis, or group orders for processing based on attributes you define.

Using handheld, RF, and barcode technology throughout the warehouse enables you to more effectively manage orders and inventory. The increased automation enables you to process orders more rapidly and more accurately, and since information is updated in real time, a customer service representative can let your customer know where their order is in the fulfillment process at any point.

Freight Management

A global marketplace requires embedded shipping solutions to drive financial performance, maintain compliance within a complex web of regulation, and provide the entire system with real-time visibility to all transactions. The overseas tracking and landed cost functionality provided by Epicor tracks and calculates each variable throughout the supply chain—from the manufacturer to your receiving department to your customer's door—to ensure that you provide consistently high service while remaining profitable.

Optimize Your Purchasing Process

Fully integrated with the distribution solution, Epicor's Demand Replenishment Planning (DRP) enables your organization to maximize internal efficiency while increasing service levels and decreasing inventory holding costs. Advanced forecasting and requirements planning help analyze, identify, and plan the optimal product mix and economic order quantities for your most profitable items.

Streamline Your Financial Operations

Epicor General Ledger allows you to build a chart of accounts to match your organizational structure—simplifying multicurrency and inter-company transactions, and making month- and year-end closings straightforward and trouble-free. Epicor Accounts Payable offers sophisticated payments processing including electronic funds transfer and settlement. Epicor Cash Management provides instant access to all cash transactions and can be integrated with your bank's electronic statements, and also features automatic bank account reconciliation.

Powerful Reporting and Analytics

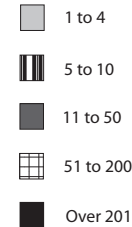
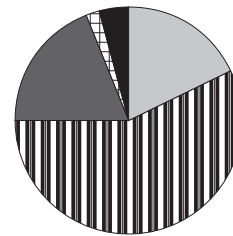
The Epicor Business Intelligence tools make it easy to perform sales forecasting, create and manage budgets, measure supplier and customer performance, and monitor warehouse efficiencies. The embedded analysis are driven by thorough knowledge of best practices and designed for ease of use by a broad range of stakeholders.

Epicor Software Corporation®

Product: Epicor Express Distribution Edition

EPICOR®

Customer 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 Distribution Express Edition is a comprehensive software system designed specifically for small and mid-sized distributors that is provided in the software as a service (SaaS) model. Express combines broad functionality from Epicor's latest generation software in an end-to-end solution specifically for organizations like yours—providing you with everything you need to manage your opportunities, orders, and operations in one integrated solution.

Today's distributors, especially smaller ones, face significant pressure from both suppliers and customers. Suppliers continue to require elevated commitments, while customer demand is hardly predictable as the economy fluctuates. Simply, it is challenging to grow profitably without being able to meet your trading partners requirements, optimally utilizing resources, and providing excellent customer service. At a predictable and manageable monthly fee, Epicor Express can help you meet these challenges and maximize your opportunity for success.

Broad Industry-Specific Functionality

Express has been developed from Epicor's latest generation software. It leverages core functionality that has been in use and proven at thousands of businesses over the past 40 years. Within Express, we've brought together the broad range of functionality small distributors require into an end-to-end solution. You are provided everything in a single system to manage:

- Customers and contacts
- Orders and inventory
- Shipping and receiving
- Accounting and payrolls.

Business Flexibility

For today's modern distribution businesses, flexibility in how you account, cost, and manage your operations is essential. Express is flexible enough to support your business processes in a single end to end solution, including:

- Order fulfillment
- Inventory management
- Warehouse management
- Sales kitting and light assembly

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

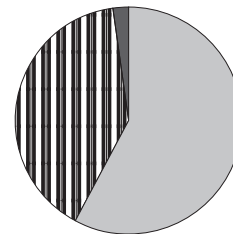
General Data Systems

Product: ProfitTool—Building Value on Business Information



**General Data
Systems**

Customer Base



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

www.gen-data.com
Contact: Michael Orso

10801 Indian Head Ind. Blvd. | St. Louis, MO 63132-1103

(800) 736-5551 ext. 129 | (314) 427-6088 FAX
morso@gen-data.com

Technology

OS: Windows

DB: MS SQL Server/VFP

Presentation: GUI

Delivery: OnPremise, Can be Hosted, OnDemand Multi-Tenant

Sales

Entry Price Point: \$14,400 for 5 users

Sales Channel: Direct in the US

General Data Systems—Leader in developing, deploying and supporting information technology solutions to the durable good Wholesale Distribution industry.

General Data is an expert in both financial data and business enterprise management for the Wholesale Distributor. We provide a complete management solution including needs assessment, consultation, hardware recommendations, installation and on-site training at your business site.

For more than twenty years, GDS has worked exclusively with privately held small to medium size wholesalers. We fully support each client after the installation with a complete staff of trained IT customer service professionals available by phone and internet access throughout the business day.

The GDS ProfitTool Business Management Software Solution offers a fully featured suite of software solutions, which can bring new levels of productivity to you in an affordable, customizable and scalable solution.

The following modules are available:

- System Manager
- Sales Orders
- Purchase Order
- Inventory Control and Transfers
- Inquiry Master—A ProfitTool Exclusive
- Report Module—A ProfitTool Exclusive
- Contact Manager
- Point of Sale
- Advanced Financials
- Bank Reconciliation
- General Ledger
- Accounts Payable
- Accounts Receivable
- Message Master
- Manufacturing Work Orders
- Report Writing

"We have totally relied on the GDS/ProfitTool Team for the past 15 years. Recently we upgraded to their newest ProfitTool System. It's amazing that after all that time, GDS still performs as if they are competing everyday for my business."

Dave Watkins, General Manager, BEMES, Inc.

The GDS business model, upon which we have built, serves a community of hundreds of Wholesalers and Distributors over the years and revolves around some very simple and long-lasting principles.

"Single Source of Responsibility"—This offers the small to medium sized Wholesaler the best technology partnership. No matter where the problem lies, this business model places problem determination and problem solution with us.

System design and implementation must be affordable, customizable and scalable.

- **Affordable**—Industry leading price/Performance ratios on all products and services.
- **Customizable**—Flexible system design and implementation. ProfitTool is a full source code product.
- **Scalable**—Spans a LAN/WAN environment from 5 to over 50 users without a dedicated IT person or staff.

Partner with those who truly understand your business world. For GDS, this means (1) carefully selecting the products and technology partners we work with and (2) completing the custom work with our staff members, not some off shore or third party development team.

The GDS advantage is simple. A ProfitTool Financial Management System is not only affordable, but a complete suite of professional services is available from our staff experts—Software programmers, network engineers, software training and help desk. These services encompass all aspects of an ERP solution, but are offered ala-carte so you can chose those services that best fulfill your requirements.

IDEA

Solutions: ERP Add-ons including EDI, Data Synchronization, Web Storefront, and Standards Adoption



Technology

OS: Windows, Linux, UNIX, AIX

DB: MS SQL Server or SQL Azure

Presentation: Web Browser, GUI

Delivery: OnPremise, Hosted, SaaS (On-Demand), Web-based

www.idea-esolutions.com

Contact: Mike Wentz

2900 Crystal Drive, Ste. 500 | Arlington, VA 22202

(703) 562-4600 | SALES (703) 562-4675

mwentz@idea-esolutions.com

ERP Partners:

IDEA's solutions seamlessly integrate with these ERP systems: Epicor, Infor, JD Edwards, Oracle, SAP, Ximple Solutions, and many more.

Sales

Entry Price Point: Solutions start as low as \$100/month.

Contact sales for more information.

Sales Channel: Direct in North America

Maximize Your ERP Investment

Whether you're in the market for a new business system, or just planning to make an upgrade, IDEA can help power your ERP with robust and accurate product data. We'll help you use that data to establish a competitive online presence and automate order management with suppliers via electronic data interchange (EDI).

Founded by the National Electrical Manufacturers Association (NEMA) and the National Association of Electrical Distributors (NAED), the Industry Data Exchange Association, Inc. (IDEA) is the official technology service provider and eBusiness standards body of the electrical industry. We help thousands of electrical manufacturers and distributors find the most cost-effective methods for running day-to-day business. Our applications also bring value to vertical markets such as industrial, retail, and consumer-packaged goods.

IDEA's Applications and Services

B2B eCommerce: Electronic Data Interchange (EDI)

- **Industry Data Exchange (IDX)**—Exchange electronic documents confidently and affordably with this EDI VAN application. IDEA offers value-added tools that other VANs routinely charge extra for such as the IDX Tracker, an online application that enables you to track and analyze EDI activity.
- **EDI Managed Services**—Conduct EDI without the need to hire additional staff or purchase software. We can help you with: EDI set-up, mapping, maintaining trading partner relationships, and much more.
- **iConex: Text-to-EDI Conversion**—Automate order management with trading partners that aren't EDI-capable while leveraging the existing systems, processes and people that you already have in place.

Web Storefront Application

- **iCIMM2**—Quickly build your online catalogs, help customers find you online, and differentiate your products from competitors with this user-friendly web storefront software that integrates with your ERP system and can be pre-populated with manufacturer product data from the Industry Data Warehouse (IDW).

Product Data Synchronization

- **Industry Data Warehouse (IDW)**—Access transactional, packaging, and marketing product data for nearly 300 electrical manufacturers and over 1500 brands in one location and one format. All product data in the IDW is authorized by manufacturers and can be used to populate your ERP system, web storefront, and catalogs.
- **Data Management Platform (DMP)**—Manage and validate the product data you receive from various channels (e.g. the IDW or direct from suppliers) in one location before importing it into your ERP system. With the DMP, you can communicate your specific product data needs to suppliers down to the item level.

Standards Adoption

IDEA is the official eBusiness standards creating and setting body for the electrical industry, and many of these standards translate to the other industries. IDEA partners with GS1 US in developing United Nations Standard Products and Services Codes (UNSPSC®).

- **Electrical Attribute Schema**—Based on the UNSPSC® product categorization system, this template standardizes product marketing descriptors, so that it's easier for you to develop product drill-downs for your web storefront.
- **EDIPro Standards**—IDEA helps implement EDI in the electrical industry and facilitates trading partner set-up, so that you can automate more business processes. EDIPro provides a detailed subset of the ANSI X12 specification, one of the largest EDI standards available.
- **Net Cost Synchronization**—IDEA supplies standardized net price exchange methods, so that you can receive your net costs from manufacturers in a secure and consistent format, and reduce manual processes.

eBusiness Education

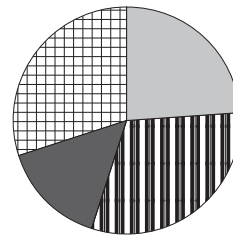
IDEA provides the industry with educational resources online through our eNewsletter and on Twitter, LinkedIn, YouTube, and more. IDEA also hosts the **IDEA E-Biz Forum**, where B2B distribution leaders can discover the latest eBusiness strategies and technologies. The next event will be held in Orlando, FL from September 25-27, 2013.

Infor Distribution

Product: Infor Distribution SX.e



Annual Revenue Size



- <\$10 million
- \$10 to \$49 million
- \$50 to \$99 million
- >\$100 million

www.infor.com/distribution

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

(800) 260-2640
distribution@infor.com

Technology

OS: Windows and Unix, Hat Linux, HP-UX

DB: Progress

Presentation: CHUI, GUI, Browser

Delivery: OnPremise and Hosted

Sales

Entry Price Point: Contact Infor Account Executive

Sales Channel: Direct and resellers worldwide

Deliver more

With the most powerful system available for managing the complex demands of the distribution industry, Infor Distribution SX.e gives you unparalleled control in managing thousands of transactions, suppliers, and customers—while tracking tens of thousands, if not millions, of items. With Distribution SX.e, you can improve what matters most:

- Manage your warehouse workflow.
- Automate purchasing.
- Streamline your order process.
- Improve your inventory management.
- Trim costs.
- Boost your operational efficiency.

Get experience built in

With over 5,500 distribution customers globally and more than 30 years of experience, Infor is uniquely positioned to deliver the most robust and easy-to-use solutions created specifically for wholesale distributors. Our contextually aware software actively monitors inventory demand, detects trends, and helps you implement new strategies to keep your supply chain lean and your customers satisfied. We deliver advanced technology to help you synchronize your data, processes, and communications, so you can do the job right. Infor adds even more power to these proven solutions by making every Infor application instantly ready to connect seamlessly with the systems you use most frequently, so that you can work faster and smarter to get better results every day.

Infor ION

Distribution SX.e coupled with Infor ION, connects and manages all applications—both Infor and non-Infor. You can integrate and manage data and information workflow, no matter where the data resides or what application created it. With ION, your systems and your people can simply work together better. A key component of ION is Infor ION Workflow & Events, which allows you to improve your responsiveness to changes across the enterprise in real-time and alert key stakeholders via the embedded Task Manager or send alerts to mobile devices.

Distribution SX.e uses the user-friendly graphical interface of Infor ION Workspace, which delivers a unified user experience that supports single sign-on, common navigation, and a common look and feel across numerous Infor products. The user interface combines deep industry processes, analytics, and collaboration to create a more satisfying, easier to use software experience that helps you make better and faster decisions.

Core features include:

- Warehouse management
- Order entry
- Inventory control
- Value-added services
- Purchasing
- Storeroom
- And many other solution offerings
- Supplier management
- Supplier relationship management
- E-commerce tools
- Customer Relationship Mgmt. (CRM)
- Service management
- Financial management

Tackle your toughest challenges

Infor Distribution SX.e is an industry-specific enterprise application suite that is designed to meet the specific core challenges of the distribution industry. While other companies' solutions focus on generic back-office applications, Distribution SX.e focuses on improving the highly specialized, core processes of distribution issues right out of the box—without requiring expensive, time-consuming configurations that lead to costly and risky implementations. With Distribution SX.e you can tackle your toughest business challenges such as:

- Manage your customers' inventory in a variety of ways.
- Be available 24x7 through an easy-to-use online storefront.
- Streamline the supply chain and be closer to suppliers.
- Support a mobile workforce.
- Sell to and employ the next generation.
- Judiciously integrate manufacturing requirements when profitable.
- Expand internationally.

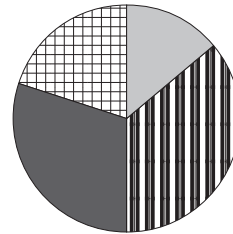
Nearly 1,000 companies with revenue ranging from \$20 million to more than \$1 billion rely on Distribution SX.e to help them succeed. Isn't it time you joined them?

Infor Distribution

Product: Infor Distribution A+



Annual Revenue Size



- <\$10 million
- \$10 to \$49 million
- \$50 to \$99 million
- >\$100 million

www.infor.com/distribution

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

(800) 260-2640
distribution@infor.com

Technology

OS: IBM i

DB: DB2

Presentation: CHUI, GUI, Browser

Delivery: OnPremise and Hosted

Sales

Entry Price Point: Contact Infor Account Executive

Sales Channel: Direct and resellers worldwide

Manage complexity

With Infor Distribution A+, you'll have a new way to run your business. You get a core distribution solution that integrates innovation and delivers increased efficiency and improved performance. Distribution A+ uses Infor's unbreakable middleware layer, Infor ION—an entirely new approach to connecting multiple applications. Infor ION helps information flow smoothly between your Infor and non-Infor applications, analytics, social media, and a powerful business vault with master data that empowers all of your people to work together.

Key Distribution A+ features include:

- Order entry
- Inventory control center
- Bill of material
- Purchase order
- Warehouse management
- Value-added services (VAS)
- Workflow
- Financial management
- E-commerce tools
- Customer relationship management
- Rebate processing
- Road Warrior
- And many other solution offerings

Distribution A+ is built with IBM Power Systems™, which combines the power of IBM POWER7® and the security and reliability of IBM i® with affordable enterprise software tailored to help transform business processes that make deployment and management simpler than ever.

With Distribution A+, you get the best of both worlds—a platform you can trust implicitly and the innovation you need to succeed in a changing world.

See results now

Infor Distribution A+ is a complete solution that helps distributors worldwide strengthen their performance and drive strategic expansion.

Easy to implement and use, Distribution A+ helps customers see significant bottom-line business benefits, such as:

- Improved cash flow
- Improved customer service
- Better forecast-demand
- Support for new value-added services
- Improved decision-making
- Elimination of redundant, manual processes
- Minimized training
- Maximized productivity

Distribution A+ is not only the most reliable and comprehensive distribution solution, it's also the most innovative solution available to distributors committed to the IBM i platform.

"Infor Distribution A+ is the backbone and facilitator of everything that goes on in the warehouse. We register every transaction in it to maintain full control. And we're also happy with the IBM® i For Power Systems (iSeries®) platform that we've used with A+. It's stable, long-lasting, and it basically runs on its own."

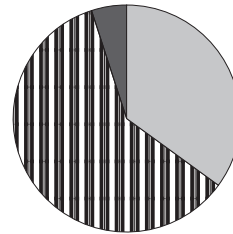
~Carlos Falcon, IT Director, Puerto Rico Supplies Group

Infor Distribution

Product: Infor Distribution FACTS



Annual Revenue Size



- <\$10 million
- \$10 to \$49 million
- \$50 to \$99 million
- >\$100 million

www.infor.com/distribution

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

(800) 260-2640
distribution@infor.com

Technology

OS: Windows, Unix, Linux
DB: ProvideX, MS SQL Server
Presentation: Graphical
Delivery: OnPremise and Hosted

Sales

Entry Price Point: Contact Infor Account Executive
Sales Channel: Direct and resellers worldwide

Solve business challenges

Infor Distribution FACTS makes doing business easier and more cost-effective for more than 2,000 distribution companies worldwide.

Designed by Infor™ experts—with many years of domain experience and hundreds of collective years solving distribution IT challenges—Distribution FACTS is a highly configurable ERP solution with industry-specific buying, stocking, selling, and servicing capabilities. Robust functionality and innovative features enable high levels of efficiency, accuracy, and convenience, so you can utilize your resources and information to their maximum potential throughout the enterprise. Distribution FACTS is easy to implement and support, so you can keep your IT staff levels to a minimum—while its ease-of-use reduces your training costs. The result is the integration, automation, and simplicity you need to optimize your company's performance.

Drive success

Distribution FACTS maximizes speed and accuracy by accessing and integrating data across your entire operation—eliminating redundant, manual processes and streamlining business functions. Its intuitive, easy-to-use graphical interface allows users to become more productive, faster.

Distribution FACTS will automate your key business processes including:

- Sales orders and analysis
- Inventory control
- Purchase orders
- E-commerce storefront
- Electronic data interchange
- Warehouse management
- Report writer

- Business intelligence
- Financial management
- Relationship management
- Manufacturing control
- Service and repair
- Archive and system management
- Job cost
- Application programming interface (API) toolkit
- And many other solution offerings

See results now

Infor Distribution FACTS is a complete enterprise solution that helps you keep your focus on your core business processes and maximize profitability. You don't have the financial resources and staffing to spend time managing and supporting your ERP solution—and with Distribution FACTS, you don't have to. Distribution FACTS will reduce your costs, help increase revenue, and enhance service levels. More than 2,000 companies nationwide use Distribution FACTS to:

- Eliminate redundant, manual processes to streamline operations.
- Improve quality, productivity, and profitability.
- Facilitate more informed decision-making to improve performance, increase cash flow, enhance customer service, and maximize resources company wide.
- Maintain secure operations.

"With Infor Distribution FACTS, one of our biggest problems—tracking thousands of pallet locations and inventory items—turned into one of our biggest benefits."

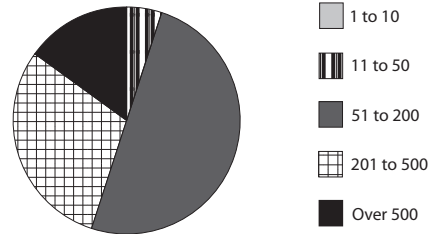
~\$50M Publishing Company

Infor Distribution

Product: Infor M3 for Distribution



Customer Base



www.infor.com/distribution

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

(800) 260-2640
distribution@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

Optimize operations

With more than 30 years of experience solving the business challenges of distribution companies like yours, Infor can help you enhance your business performance and flexibility while reducing costs. With Infor M3 for Distribution, you'll be better able to increase supply chain visibility; have better control of your trading relationships; and be more competitive in selling, sourcing, and shipping. As you move toward optimized product availability, you'll be able to offer better customer service and reduce overall cost by improving response times, reducing overstock and product obsolescence, and enhancing deployment of product to the right location.

Improve sales and service

You need to be an expert in your field and strive for excellent customer service by providing sector knowledge, offering extensive product availability, and even having the ability to procure goods you don't typically carry. The challenge is, as always, to fill an order the first time, every time.

With Infor M3 for Distribution, you can improve your sales and service relationships by utilizing a variety of integrated sales channels, such as EDI/XML, telesales, over-the-counter sales, and field sales. Automate procurement procedures, allowing your buyers to optimize purchase requirements while providing important information regarding vendor performance and analysis.

Control supply chain execution

Meeting the challenge of supply chain execution means organizing operations to optimize efficiency. Because you likely receive a large volume of incoming goods, you need a system that can automatically propose follow-up actions and suggest the most appropriate location for storing items.

For outbound goods, you must also be able to optimize and manage deliveries using flexible picking and packing methods, and methods to help prioritize and sequence loads.

Expedite key orders, routinely manage warehouse processes and resources, and aid cost—effective and on-time delivery with Infor M3 for Distribution. Manage additional revenue streams with a variety of value-added services, such as kitting, servicing, assembly, and more.

Infor M3 for Distribution is built on groundbreaking technologies that deliver new levels of usability, connectivity, and insight. Based on the latest advances from both the consumer and enterprise worlds, these technologies change everything you thought you knew about business software.

Deliver value

Gain the visibility and control you need to manage high volumes and thin margins. From planning and buying to holding and selling, and analyzing, you'll improve every link in your supply chain with Infor M3 for Distribution and achieve the visibility you need to grow your business. With Infor M3 for Distribution, you'll:

- Reduce cash.
- Increase supply chain visibility.
- Improve trading relationships.
- Better predict demand.
- Improve customer service.
- Reduce overstock.
- Optimize product deployment.

Infor M3 for Distribution:

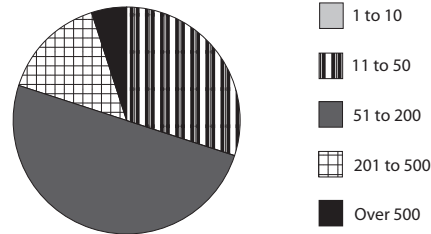
- Is a full enterprise solution, specialized for distributors.
- Is scalable to support growth.
- Is built with over 30 year of distribution experience.
- Is customizable for different market segments.
- Supports global multi-branch distribution networks.

International Business Systems (IBS)

Product: IBS Enterprise



Customer Base



www.ibs.net
Contact: IBS

90 Blue Ravine Road | Folsom, CA 95630

(800) 886-3900 | (916) 985-4922 FAX
info@ibsus.com

Technology

OS: IBM i, Windows

DB: IBM DB2 or MS SQL Server

Presentation: GUI, Browser

Delivery: OnPremise, Hosted, OnDemand Single Tenant

Sales

Entry Price Point: Contact IBS

Sales Channel: Direct and Partners Worldwide

IBS was founded in 1978 with the mission to help companies improve their profitability and competitiveness through solutions that deliver measurable business value and a fast return on their IT investment. More than 30 years later, IBS has become a leading provider of best-in-class wholesale distribution and manufacturing software and consulting services. Thousands of customers across 40 countries use IBS software to optimize their business performance. In fact, AMR Research ranks IBS as one of the top Supply Chain Management (SCM) vendors worldwide. IBS is an IBM Global Premier Alliance Partner.

Solutions for the Way You Operate

IBS operates in a global market with a focus on North American businesses ranging in size from small, privately owned organizations to Fortune 500 companies. IBS applications are developed to meet the specific supply chain requirements of wholesale distributors and manufacturers, rather than narrowly focusing upon the manufacturing environment with distribution inserted as an afterthought. As a result, IBS solutions address the critical issues that businesses face in this increasingly competitive marketplace such as support for multi-currency, multi-language and multi-site operations.

Global Industry Expertise

IBS' cumulative experience in many vertical sectors has provided the company with the ability to locate value where customers did not previously recognize it. This focus empowers IBS to develop and deliver the best solutions available in specific industries, such as pharmaceutical & healthcare products; industrial equipment & supplies; medical equipment & supplies; paper, packaging & office supplies; automotive; consumer goods; publishing & book distribution; food & beverage; electrical components; and janitorial & sanitation.

IBS Enterprise Software Solutions

IBS Enterprise streamlines, automates and accelerates a distributor's critical supply chain processes from inventory planning, purchasing and supplier management through warehouse optimization, value-added services, demand management and returns processing. The fully-integrated suite combines seven powerful solution areas into one platform:

Supply Management

Helps identify and work with the best suppliers; plan, forecast and manage inventories; establish the best pricing and incentive payments; handle purchase order processing; manage delivery schedules; and much more.

Logistics, Assembly and Services

Optimize in real-time all the processes for goods handling—in the yard, in the warehouse, across warehouses and on the assembly line—from the simplest of storage centers to complex multi-site warehouse facilities, DCs and assembly plants.

Demand Management

Satisfy customer requirements and increase profitable sales by planning, executing and following customer transactions from marketing and fulfillment, through to after-sales support and efficient returns handling.

CRM

A complete suite including marketing, sales and service capabilities that provide fast, familiar and flexible tools to grow more profitable customer relationships.

Financials

Makes any financial process easy-to-manage and totally transparent. The software handles any transaction volume and a range of purchase and sales payment processes, including multiple, simultaneous currencies.

Business Intelligence

A set of integrated planning, monitoring and management applications based on Cognos that puts accurate, real-time information directly into the hands of key business decision makers enabling streamlined business processes, improved customer service and increased profitability.

IBS Integrator

Powerful integration tools enable companies to streamline processes, leverage data for full performance, support legacy systems across the organization and improve decision-making with enterprise-wide visibility.



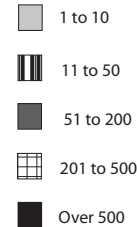
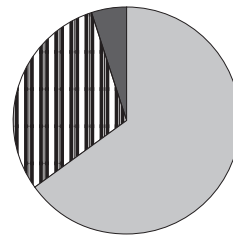
iSolutions

Product: Microsoft Dynamics GP



iSolutions

Customer Base



www.isolutionspartners.com
Contact: Ryan McBee

3815 River Crossing Parkway, Suite 100
Indianapolis, IN 46240

(317) 507-9396
info@isolutionspartners.com

Technology

OS: Windows
DB: MS SQL Server
Presentation: GUI
Delivery: On Premise

Sales

Entry Price Point: \$2,250 for 1 user
Sales Channel: Direct

Dynamics GP Specialization

iSolutions Partners is a trusted Microsoft Dynamics GP partner. They specialize in only Microsoft GP, leading to an in-depth knowledge of the tool among their entire staff. This allows iSolutions to customize your GP for your unique business and streamline your processes. iSolutions provides full support including implementation, training and ongoing support. When you need your system to work right the first time, iSolutions can be your trusted partner.

Simple and Easy to Learn

Simplicity is at the core of iSolutions software. It is easy to learn and use because it works like and with other familiar Microsoft technologies, such as Microsoft Office. And our software works the way you work, so it's easier on you and your employees to make better decisions and get more done. Simplicity is built into every aspect of your experience—from initial purchase and deployment to ongoing maintenance and upgrades.

Microsoft Dynamics GP Capabilities

- Available to promise
- Bill of materials
- Distribution suite
- Extended pricing
- Inventory control
- Invoicing
- Landed cost
- Po generator
- Purchase order processing/receiving
- Returns management
- Sales order processing with advanced invoicing
- Bank reconciliation
- Cash flow management
- Cashbook bank management
- Collections management

GP Add-Ins

iSolutions has packaged add-ons for your GP system to quickly add specific functionality. These tools can improve processes for posting money, can provide a bill of lading for customers, and can import your journals or transactions. As GP experts, iSolutions Partners can customize your installation of GP to streamline your business.



Advanced Apply AR



Bill of Lading



GP Integrator

Servicing Midwest

We prefer to work with local companies so that we can meet face-to-face and truly understand the business requirements. This way we build systems that perfectly fit our unique range of clients. We pride ourselves on being a responsive and trustworthy partner.

"I hired iSolutions because of their prompt responsiveness, GP expertise and great track record. I couldn't ask for better GP support or for a better team to work with. Thank you iSolutions for helping our financial process run smoother."

~Ken, President of McDermott Tools, Inc.

"The people who work for iSolutions are honest and dependable; and even better they genuinely care about the success of our company. They make us feel like our problems are the only ones they're concerned about."

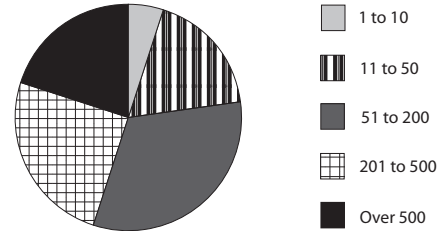
~Brian Wilson, Controller of Tierra-Derco International

Mincron Software Systems®

Product: Mincron SmartDistributor™ Complete Distribution Solution



Customer Base



www.mincron.com
Contact: Pam Cuellar

333 N Sam Houston Pkwy East, Ste. 1100
Houston, TX 77060

(281) 999-7010 or (800) 299-7010 | (281) 999-6329 FAX
pcuellar@mincron.com

Technology

OS: Windows, IBM iOS, JSF, Apple iOS, Android

DB: DB2

Presentation: GUI, CHUI

Delivery: Rich Client, Browser, Native Mobile

Sales

Entry Price Point: Contact Mincron for pricing tailored to meet your needs.

Sales Channel: Direct

Service First. It's how we do business.

You've heard the big company spiels, and most of them promise you great service. But is that what you experience every day, 24x7, when you need it most? Probably not. At Mincron, we know your success is not determined from 9-to-5. Our customers are our partners, and we work every day to earn their trust and respect with diligent focus on their business. We're a full-service solutions partner. With our industry-leading software package, we offer unmatched support and highest-quality customization to meet distributors' needs. We serve our customers first. It's our promise. It's how we work.

The Mincron Service First Promise will give you the dedicated care you want, need, and deserve so you can focus on serving your own customers. This Promise backs up our industry-leading solutions for wholesale distributors making Mincron your one-stop source for a complete and successful system. We'll get it done—expertly and reliably—every time.

Over our 34-year history, we've maintained a 100% implementation success rate, an 88% customer retention rate, and today, our Net Promoter Score® of plus 24 is two times higher than the average U.S. company. Four of the ten largest North American wholesalers choose us—because from Mincron, it's not just lip service. It's Service First.

Complete solutions know your business. Inside out.

For over 30 years, we've worked tirelessly to create and implement powerful solutions that anticipate your needs. Mincron complete solutions combine our knowledge gained over decades of experience with "in the trenches" expertise of our customers. Spanning the full range of features and functionality you need today and tomorrow, our solutions include customer order management, bidding, showroom, web, mobile, counter, warehouse automation, service, fabrication, inventory management and financial control. Mincron assists 16,000 active users throughout the U.S. and Canada in over 1,700 locations. Our customers rely on Mincron to distribute \$18 billion dollars of durable goods annually. We specialize in serving customers who distribute:

Plumbing	Agricultural Supplies	Bearings
HVACs	Building Materials	Filters & Filtration Systems
Refrigeration	Roofing & Insulation	Gaskets & Gasket Materials
Pipe, Valves, & Fittings	Brick & Concrete	Locks & Door Hardware
Waterworks	Industrial Supplies	Electric
Irrigation	Fluid	Electronics

Mincron SmartDistributor™. Your ERP and distribution command post.

With a Windows-based architecture, SmartDistributor allows you to efficiently run all facets of your business with one system. The intuitive design makes core functionality easy to use and Microsoft® solutions integration streamlines processes. New built-in features include:

- One-click Excel® documents import and export
- Easy QuickBooks® integration for electronic distribution of invoices
- Partner vendor and customer mapping for sending and accepting documents, pricing and product information
- Mobile order entry, stock check and stock replenishment
- Flexible Java application for quick and easy App deployment
- Integrated catalog and pricing management
- Web access to billing, statements and orders

Mincron StreetSmart. Anytime, anywhere intelligence.

StreetSmart Apps equip your sales and service reps with mobile access to SmartDistributor intelligence.

StreetSmart Customer Service App

Empower your field service reps with whenever wherever access to the business intelligence they need to respond in real time to customer inquiries and requests. Features include:

- Real-time order entry and status inquiry
- Powerful customer search, maps and driving directions
- Easy customer contact with click-to-call or click-to-text
- Detailed graphical view of customer sales history
- Fast product search with custom pricing and digital image display

StreetSmart Inventory Replenishment App

Private label this App with your brand and make it available to your customers to track and maintain inventory in real time, exactly when and where they're using your products. Features include:

- Real-time job scheduling and usage tracking for the customer
- Wireless barcode scanning as inventory is removed from the truck
- Automated inventory replenishment from closest location
- On-demand Job Summary and Order Summary reports

Mincron. Distributor Driven, By Design.

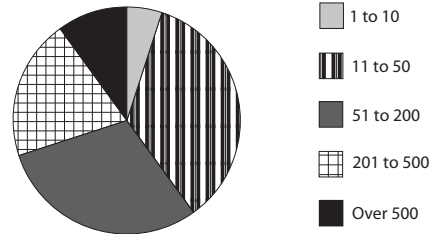
Your success drives our business, and we're driven to help you succeed. With Mincron, you'll be a partner in the process. Drive your business with Mincron to increase your efficiency and grow—all with one complete solution and all under your control. By design, we put you first. Through design, we make you first. Call us to talk about how we'll get you there.

NetSuite, Inc.

Product: NetSuite Wholesale/Distribution Edition



Customer Base



www.netsuite.com
Contact: Robert Israch
2955 Campus Drive | San Mateo, CA 94403
(650) 627-1000 | (650) 627-1068 FAX
sales@netsuite.com

Technology

OS: supports any since cloud based
DB: supports any since cloud based
Presentation: Browser-based over the Internet
Delivery: Subscription-based Software-as-a-Service (SaaS)

Sales

Entry Price Point: \$499/month base fee, \$99 per user/per month
Sales Channel: Direct and Channel Resellers around the world

NetSuite offers:

- One Integrated Web-Based System, including Accounting/ERP, CRM, Inventory and eCommerce
- Built-in, real-time dashboards
- 24/7 anytime, anywhere access
- Partner relationship management

NetSuite features include:

Accounting

- General ledger
- Accounts receivable, accounts payable
- Advanced financials—revenue recognition
- Budgeting
- Multi-currency
- Multiple companies (OneWorld)

Inventory, Order Fulfillment

- Inventory management
- Order management and fulfillment
- Drop shipment/special order
- Integrated UPS online® tools, USPS, or FedEx® shipping
- Purchasing
- Standard, customizable reports
- Supports Light Assembly
- Supports serialization, lot tracking, and landed costs

Customer Relationship Management (CRM)

- Sales force automation
- Marketing automation
- Customer support and service
- Incentive management
- Offline sales client

eCommerce

- Database-driven web store
- Front- and back-office integration
- Affiliate marketing
- Customer acquisition
- Customer, partner self-service
- Website and web analytics
- Multi-site capabilities for retail, wholesale possibilities

Employee Management and Productivity

- Role-based dashboards
- Group calendaring and collaboration
- Employee records
- Expense reporting, purchase requisitions

NetSuite Wholesale/Distribution Edition

NetSuite is the #1 web-based integrated Wholesale/Distribution software application, giving distribution companies one complete system to run their entire business, from Accounting/ERP to CRM to Inventory to eCommerce. In developing the NetSuite Wholesale/Distribution Edition, NetSuite has leveraged experience and lessons learned from thousands of distributor customers, complemented with a best practice professional service implementation methodology and our SuiteCloud customization platform.

With NetSuite's back-office capabilities, you can manage financials, order processing, inventory, fulfillment, purchasing and more. With NetSuite's front-office functionality, you have complete CRM (customer relationship management) and eCommerce and both are linked seamlessly to one another and with back-office inventory management, fulfillment and accounting processes.

NetSuite gives growing and mid-sized wholesale distribution businesses a competitive edge:

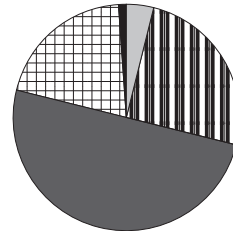
- Improve decision making with real-time metrics and role-based dashboards.
- Improve productivity by automating manual processes across your entire business.
- Ensure accountability and compliance with robust, auditable accounting.
- Eliminate IT costs and hassles associated with integration and through maintaining and upgrading traditional client-server software applications.
- Graduate from simple desktop accounting packages or from standalone bookkeeping to powerful accounting/ERP that is seamlessly integrated with CRM and eCommerce.
- Customize and extend NetSuite easily to meet your exact needs.

NexTec Group

Product: Sage ERP X3



Customer Base



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

www.nextecgroup.com
Contact: Chris Williamson

1619 8th Avenue North | Seattle, WA 98109

(407) 341-9778
cwilliamson@nextecgroup.com

Technology

OS: Windows
DB: MS SQL Server, Oracle
Presentation: GUI
Delivery: Client/Server, Hosted

Sales

Entry Price Point: \$4,000 for 1 user
Sales Channel: Resellers in the US or other locations

About NexTec Group

Founded in 1994, NexTec Group has a team of more than 60 employees in 6 offices Nationwide. We specialize in providing small, medium and mid-enterprise companies with financial; enterprise resource planning (ERP); Customer Relationship Management (CRM), Budgeting, Forecasting and Planning solutions tailored to their specific industry and functional needs. We leverage industry standard technologies and integrate our products with best-of-breed reporting and analytical tools to deliver robust, affordable end-to-end application solutions suited to your business. For more information about NexTec Group, our solutions and our technical consulting and implementation services, please visit: www.nextecgroup.com.

Improve Business Insights

Access in-depth analytics on demand and make better decisions faster with embedded, real-time business information. Get the most value from your business information with the least amount of effort. Sage ERP X3 business intelligence continually updates information to give you real-time visibility across your organization. Powered by leading Business Objects (TM) technology, business intelligence is fully integrated within Sage ERP X3—no separate database maintenance required. This full data integration, coupled with Sage ERP X3's powerful, easy-to-use business intelligence tools, drives smarter decisions in every area: finance, sales, purchasing, inventory management, and manufacturing.

Enhance Collaboration

Enhance collaboration and improve reactivity with partners, suppliers, and customers. Accelerate the exchange of information and interoperability with the business process management system that enables you to connect when and how you need to. Sage ERP X3 drives electronic collaboration with your external stakeholders to manage end-to-end processes more efficiently.

Integrated CRM

Used in association with the sales management function, the CRM module for Sage ERP X3 enables the user to improve management of customer relations. Upstream, it is used to organize and monitor marketing campaigns, manage direct mailing and telemarketing, and set up trade shows and press campaigns.

Reduce Costs

Provide your company with the best functionality in your industry while dramatically reducing your ERP costs. As a mid-market company, you face the same issues as larger enterprises in managing complex, industry-specific processes and servicing demanding customers—but with the added challenges of constrained resources and tighter budgets that still must support innovation and growth.

Grow Your Business

Accelerate your business growth with a scalable, flexible ERP system that quickly adapts to change. Ensure your business process management system has the flexibility you need to grow your business, react to unpredictable circumstances, or even completely change your business model. Sage ERP X3 is designed to evolve smoothly as your business grows or changes, giving you greater control and broader flexibility to support your business strategy and development—not hinder it.

Streamline Your Operations

Eliminate multiple software applications, streamline business processes, and increase productivity with a single integrated system. Sage ERP X3 integrates all your information and business processes within a single database application to simplify the way you manage your business. All users share a common reference system and interface, reducing the learning curve and enabling users to easily switch roles or take over functions without additional training. While users are logged on to the Sage ERP X3 system, information propagates in real-time wherever it is needed throughout your company. Achieve a consistent flow of information from sales, finance and CRM to purchasing, inventory management, and manufacturing.

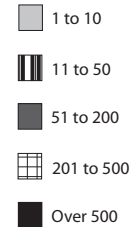
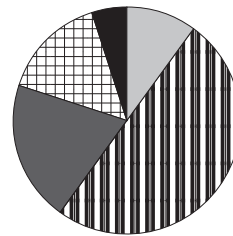
Pronto Software

Product: Pronto Xi for the Distribution Industry

PRONTO

SOFTWARE

Customer Base



www.pronto.net
Contact: Neil Gorman

222 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.

LOW TCO

With Pronto, you access a sophisticated, yet easy to manage, solution combining world-class ERP features and low total cost of ownership. Our multi-platform compatibility means you can choose the most suitable hardware and operating system for your business.

EXCEPTIONAL SERVICE AND SUPPORT

When you become a Pronto customer, you enter a mutually rewarding relationship. We have dedicated specialists available across a diverse array of technical and functional disciplines, including: Professional Services, Business Solutions, Customer Support, Technical Services and Software-as-a-Service, all focused on revealing your solution so you can find your moment.

EFFICIENT, AGILE SUPPLY CHAINS

Pronto Xi Supply Chain Management ensures superior coordination and integration of your product, information and finance flows.

Pronto Xi Supply Chain Management includes integrated modules for the management of your inventory, sales orders, purchase orders, forecasting, online product data synchronization, and EDI transactions.

INCREASED BUSINESS AGILITY

Pronto Xi increases your business agility with rapid sales order entry and enhanced warehouse throughput. You will also enjoy the benefits of best practice inventory control, resource management and the ability to automate processes including inventory re-ordering, warehouse replenishment and product configuration to significantly reduce administrative overhead.

SUPPLY CHAIN CLARITY

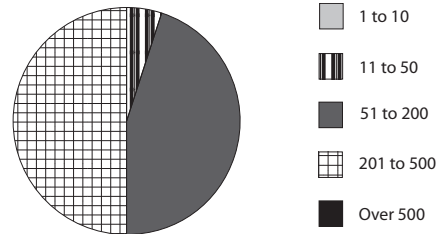
By offering a real-time view of your sales, purchasing and inventory, Pronto Xi allows you to focus on customer service, efficient staff scheduling, optimal warehouse utilization, and identifying your most effective suppliers.

SAP/Idhasoft, Inc.

Product: SAP Business All-in-One Software



Customer Base



www.idhasoft.com
Contact: Ally Linkous

18100 Von Karman Ave., Ste. 480 | Irvine, CA 92612

(949) 442-7640 x1262
sales@idhasoft.com

Technology

OS: Unix (HP, IBM, Sun, Linux), Windows, System i

DB: MS SQL Server, Oracle, Informix, and maxDB

Presentation: GUI

Delivery: OnPremise or Hosted

Sales

Entry Price Point: Typical installation \$200,000 for software and services

Sales Channel: Authorized SAP reseller

A rapidly changing global landscape and industry demands have required wholesale distributors to dramatically change the way they do business. The growing pressure of consolidation and the shifting patterns in purchasing and preferences, as well as shrinking margins, require that distributors move beyond their traditional role. Now, they must provide services that help both the supplier and the recipient improve their market presence, and flexibility is the key to adaptation as distributors strive to remain competitive in this dynamic marketplace.

Technology has become the enabler that gives companies of all sizes the industry-specific tools and functionality they need to improve operations and profitability, enable innovative business models, and provide customers with the wide range of value-added services they expect. In addition, Idhasoft has developed a qualified SAP® Business All-in-One partner solution, Idhasoft ID4, for distributors that is based on SAP-supported best practices for wholesale distribution. Idhasoft ID4 helps companies achieve a wide-range of business benefits that will fit their business needs whether they are a small or mid-sized business.

Effective End-to-End Packaged Solution for all Supply-Chain & Business Management Requirements

Wholesale distributors know that mistakes or inefficiencies can be extremely costly. The right supply-chain and business management solution is imperative to effectively manage your operations, Idhasoft ID4-Wholesale Distribution reduces risk and maximizes the rewards for companies in this challenging industry, enabling them to better manage:

- Escalating customer requirements for better service, lower prices, and faster delivery
- Internal and external business processes by reducing costs and driving efficiency
- Major retailer demands for EDI and other standards Business collaboration at all levels of the supply chain including B2B environments and express carrier integration
- Outsourcing and transportation efficiency requirements
- Expiration date management and reduction of expired items (nondurable goods only)
- Increasing demand for real-time information and business analytics

With Idhasoft, you have a partner that addresses your unique requirements through our industry knowledge and technological expertise as well as our proven fully qualified solution based on the world's best ERP functionality: SAP Business All-in-One.

Idhasoft Wholesale Distribution is a seamless solution for all aspects of your business, enabling you to establish, and build on best practices as your company and the industry evolve:

- Planning
- Purchasing
- Inventory Management
- Sales Order Management
- Production & Logistics
- Quality Management
- Financials & Controlling
- Business Analytics

"In a commodity business, the ability to exceed your customers' expectations is what separates you from the competition. SAP software helps us deliver the absolute best service anywhere."

Paul Wilson, President, EZ-FLO International Inc.

Key Features of the ID4-Idhasoft Wholesale Distribution Solution

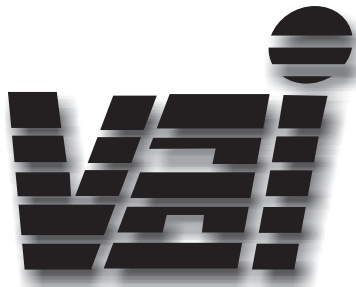
- Customer Service Center—360-degree view
- Paperless warehouse management
- Rebates, promotions, chargebacks
- Product/sales order margin alert
- Discrete/MTS-MTO manufacturing
- "Goods on the water" valuation and control
- Over-the-counter sales processing
- Integrated shipping solution (FedEx, UPS, LTL) including shop-a-rate at order entry
- Fill rate-based "available-to-promise" option
- Product allocation rules and settings
- Proactive management of soon-to-expire materials
- Customer-centric shipping
- Pre-configured RF integration
- Pre-configured EDI messages
- B2B Internet sales
- Dashboards

Why Idhasoft?—SAP Competence for Mid-market Businesses

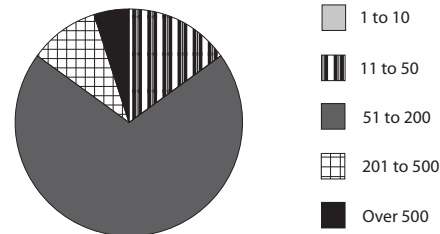
Idhasoft, Inc. is a global leader in strategic technical solutions, SAP gold channel partner, and 2010 SAP Business All-in-One Partner of the Year providing innovative end-to-end business solutions to companies around the world. Idhasoft serves more than 1,500 customers providing industry-specific solutions for small to mid-sized firms. Idhasoft offers both strategic and tactical solutions for our clients, and our services and solutions are powered by the impeccable Idhasoft team. Our master VAR status and our Partner Center of Expertise certification speak to our flawless standards approach, positing us as a top tier services and solutions provider. For more information, visit www.idhasoft.com.

VAI (Vormittag Associates, Inc.)

Product: VAI S2K Enterprise Software



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

VAI S2K Enterprise for Distribution

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 S2K Enterprise 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.

If you face these challenges:

- Poor cash flow
- Increased errors and missed shipments
- Difficulty attaining and retaining customers
- Slowed sales growth
- The need to improve buying power across product lines and multiple warehouses

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

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

VAI modules for S2K Enterprise Software includes:

- Distribution Management
- Manufacturing Management
- Retail Management
- eCommerce
- Financial Management
- Customer Relationship Management (CRM)
- Service and Repair Management
- Warehouse Management System (WMS)
- Rental Management
- Food Management
- Sales Force Automation
- Business Intelligence

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

Blue Link Elite Inventory Management

www.BlueLinkERP.com

learnmore@bluelinkerp.com



Blue Link Associated Limited

CLARITY Replenish Demand Forecasting

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ralph.widmaier@blueridgeinventory.com



Blue Ridge

eCommerce21® eCommerce Web Storefront

www.eCommerce21.com

KevinS@ComputerPundits.com



Computer Pundits

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

Document Imaging & Management

www.Enlighten.Net

info@enlighten.net



Enlighten.Net, Inc.

Foxfire WMS Warehouse Management Software

www.foxfiresoftware.com

info@foxfiresoftware.com



Foxfire Software

Nu Sync—SX Updating

Partner Connect—EDI

Xtract Warehouse—Data Warehouse

www.greywolf.com

info@greywolf.com



Grey Wolf Systems

Mobiorder App Enterprise Class Sales Order/Catalog App

www.mobilisticapps.com

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Mobilistics

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Phocas Professional Business Intelligence

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support_usa@Phocassoftware.com



Phocas

moBI-ERP ERP/Smartphone & Tablet Integration

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mobilize@rubbertreesystems.net



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