FOR IMMEDIATE RELEASE

**Tribute And MITS Partner To Deliver Reporting And Business Intelligence To Distributors**

*Tribute to offer MITS Distributor Analytics solution to TrulinX ERP customers*

Cleveland, OH & Seattle, WA – February 18, 2014 – [Tribute Inc.](http://www.trulinx.com/site.cfm/trulinx-home.cfm) , a provider of enterprise business management software for industrial distributors, and [MITS](http://mits.com/why-mits-distributor-analytics), a provider of reporting and business intelligence software for distributors, today announced a partnership to offer the MITS Distributor Analytics solution to Tribute’s TrulinX ERP customers. With this new option, distributors using TrulinX can easily analyze business performance to grow sales, improve operational efficiency, and better manage inventory.

Tribute and MITS are co-hosting a webinar on February 25, 2014 at 11:00 am Pacific to introduce TrulinX customers to MITS Distributor Analytics. To register go to <https://www4.gotomeeting.com/register/242374191>. For more information on Tribute or TrulinX, visit tribute.com or call 800.874.2883. For more information on MITS, visit mits.com or call 888.700.6487.

“As a leading full service pump distributor in the Northeast, using timely operational and financial data to improve business decisions is a key priority for us,” said Eric W. Zadravec, chief executive officer of Hayes Pump, Inc. “We were thrilled to learn about MITS Distributor Analytics for TrulinX. We believe it will help us to identify trends in sales growth and opportunities for operational efficiencies in an increasingly competitive operating environment.”

Tribute will immediately begin marketing MITS Distributor Analytics to TrulinX ERP customers. MITS Distributor Analytics includes two reporting tools, covering analytical and ad hoc reporting, as well as 200+ reports, dashboards and scorecards that are pre-built using data pulled from the TrulinX ERP system. The MITS solution, designed for executives and other non-technical users, is browser-based and accessible via desktop, laptop, tablet and smartphone.

"Tribute carefully researches potential partners and looks to work with ‘best in breed,’” said Tim Reynolds, president of Tribute. “When we select a partner, we put great emphasis not only on the quality of the product, but the quality of the company and their knowledge of industrial distribution. We are very excited to partner with MITS, who is off the charts on all factors we consider. They bring business analytics to new levels in a way that is immediately relevant and powerful for our customers."

TrulinX was introduced in 2003 as a Windows SQL-based alternative to Tribute’s original software – The Tribute Software System. Utilizing over 25 years of experience in the fluid power and automation marketplace and input from customers, TrulinX was designed from the ground up to meet the unique and specific needs of this industry. TrulinX has the tools to streamline the business operations of hose fabricators, fluid power distributors, and systems integrators and is supported by a staff with an extensive background in the industry.

“We are thrilled that Tribute has chosen MITS as their Preferred Solution Partner for reporting and analytics,” said Mickey Lass, senior vice president of sales and business development for MITS. “With a stellar reputation in the industrial distributor market and a commitment to data access and ease-of-use, they are an ideal partner for us. We look forward to helping TrulinX customers leverage the power of MITS Distributor Analytics and the knowledge we have gained over 17 years of working with wholesale distributors.”

**About MITS**

MITS helps hundreds of distributors and manufacturers leverage the data in their business systems to make better decisions, every day and at every level of the organization. Established in 1996, MITS’ interactive reporting and business intelligence software combines industry best practices with the flexibility to meet the unique needs of every customer. From standard to custom reports, dashboards and scorecards, MITS drives sales growth, profitability, and operational efficiency for competitive advantage. Visit mits.com or follow us on Twitter @MITSDistributor.

**About Tribute**

Tribute, Inc. provides enterprise-wide business management software to distributors and fabricators in the fluid power, motion control, fluid handling, hose, sealing, automation and related industries. With over 32 years of industry knowledge and the unique tools needed to streamline business processes and improve profit margins, Tribute provides distributors the competitive edge. Visit tribute.com for more information or follow us on LinkedIn, Facebook or Twitter at @TributeInc.

**Media Contact**

Annie Eissler (MITS), anniee@mits.com, 360.471.8254

Nina Baker (Tribute), nbaker@tribute.com, 800.874.2883 x266

###