



BROWN SMITH WALLACE CONSULTING GROUP

# DISTRIBUTION SOFTWARE GUIDE

09



[www.software4distributors.com](http://www.software4distributors.com)



**Contractor** Supply  
THE VOICE OF DISTRIBUTION

BROWN  
SMITH  
WALLACE  
A MEASURABLE DIFFERENCE™



Abas Software is a global organization established in 1980 and has more than 2,300 customers in 30 countries worldwide. Abas USA sells

and implements its enterprise software directly to small and mid-market manufacturers and distributors in North America. VAR's or Resellers are never used. Strong customer focus has resulted in 93 percent customer retention since its inception in 1980.

**Customized, flexible and always up-to-date**

Be it business processes, screens or database structures - your specific requirements can always be easily integrated into our ERP Software. abas ERP can adjust perfectly to suit your organization structure. The value and usefulness of your company software appreciate with each passing year. You partake in this progress - with every new version. Even after an upgrade your individual modifications are retained as, for example, individual fields in screens, own standard lists, new functions or own macros.

**Contact:**

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**Accellos Inc.**  
Accellos One Warehouse



Accellos One Warehouse delivers a powerful, scalable and flexible real-time Warehousing Management System (WMS) for distributors.

**Accellos One Warehouse has the power to help you:**

- ✓ **Increase supply chain visibility.** Accellos integrates seamlessly with many popular accounting/order-entry packages and shipping systems to provide the warehousing link in a total supply chain solution.
- ✓ **Streamline your warehouse processes.** By using the latest in Radio Frequency (RF), RFID and barcode technology to automate your warehouse processes, you can find, pick and pack inventory in the most efficient manner possible.
- ✓ **Improve your customer service.** By giving your customer service staff, sales team and even your customers a window into the warehouse using web-based technology, you allow them to track and trace the status of inventory and orders resulting in fewer customer calls and better managed sales expectations.

Distributed through a global network of local partners, installations can be found across the world in both Fortune 500 distribution centers and smaller localized warehouses.

**Contact:**

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Now distributors can solve their most pressing forecasting and replenishment needs without changing their ERP system or making a considerable up-front investment. **Absolute Value** is a

Software-as-a-Service, best-fit forecasting and multi-site replenishment solution for distributors, delivered as a monthly subscription.

**Absolute Value** provides suggested orders daily, by vendor, as a result of its forecasting and replenishment functions. The solution offers drill down capability to every calculation. Exceptional visibility is provided at the forecast, summary rollup, branch location, collaborative forecast, promotions, and suggested order levels.

At more than 180 installations worldwide, **Absolute Value** has helped distributors reduce inventory levels and increase profits, while concurrently improving customer satisfaction.

**Contact:**

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**Activant Solutions Inc.**  
Technology Solutions for Distributors



Founded in 1972, Activant provides technology and services to more than 4,200 wholesale distributors throughout North America. A leading technology provider for the distribution industry, Activant

develops comprehensive enterprise software solutions to help distributors increase sales, improve customer service and reduce operating costs. In addition, the company offers eBusiness solutions that expedite sourcing, expand geographic reach and streamline the transaction process. Activant backs its software with a host of support, consulting and educational services designed to help distributors maximize the return on their technology investment.

Activant's enterprise software solutions provide distributors with functionality that streamlines processes throughout their business. Features include customer relationship management (CRM), strategic pricing, inventory control and warehouse optimization, financial management, business intelligence, and much more.

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EPDS provides an all-in-one, totally integrated enterprise solution for distributors. The system is built to

effectively share information, optimize operations, analyze the health of your business and build customer loyalty and satisfaction.

EPDS manages, tracks and monitors your operation from the moment the client calls to when goods are shipped out the door. It was built based upon the way people work on a daily basis. 'Flash Inquiries' allow you to see information about a particular customer, item, vendor, etc., with the ability to drill-down to see more. The system provides direct email and fax out capabilities, telephone dial-out, integration with third party shipping systems and warehouse automation using wireless barcode mobile computers.

Axiom provides a full range of services including training, data migration, project management, custom development and on-going end-user support.

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**Blue Link Associates Limited**  
Blue Link Elite



Blue Link Elite targets small to mid-sized wholesale/distribution

businesses that have between 10 to 20 concurrent users and 10 to 100 employees. An outstanding system out-of-the-box, the PerfectFit methodology also enables customization of the software to fit the distributor's specific needs and unique processes. Elite is also a great fit for those looking at their first ERP system and those that may be migrating from QuickBooks or PeachTree because of their inventory management needs.

Blue Link Elite is an integrated Accounting, Business Management and Inventory Management software solution designed to handle large transaction volumes. The software includes a flexible CRM system which allows for effective lead opportunity management and a commission processing engine. Other features include an order entry and invoicing system, inventory management, multicurrency, traditional accounting modules, a financial report writer and a range of optional components including landed cost tracking, back-order management, EFT, EDI, warehouse shipping and a B2B eCommerce capability.

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BCR Software offers a fully integrated package that includes the extended functionality of warehouse management using wireless

barcode computers, eCommerce, assemblies/light manufacturing, job tracking, payroll including time clock, document imaging, delivery manifest and signature capture with PDA devices, direct e-mail and faxing capabilities.

BCR Software's core modules include Order Entry, Inventory Purchasing, Accounts Receivable, Accounts Payable, Payroll, General Ledger, Fixed Assets, Contact Manager, Job Costing, Light manufacturing, and Report Writer.

BCR has eliminated its reseller channel and is now selling and implementing BCR Software directly out of their headquarters in Tennessee. This has resulted in smooth implementations and the highest post implementation satisfaction possible.

If you have a functional requirement that you can't find in any other software package, call BCR Software.

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**Computer Insights, Inc.®**  
The BUSINESS EDGE™



The BUSINESS EDGE software offered by Computer Insights, Inc. is a specialized program for Fastener, Bearing and Industrial Distributors. It enables the Distributors to do more work in less time, with fewer people, with greater accuracy.

Clients who use The BUSINESS EDGE have fewer employees per million dollars of sales than other Fastener Distributors. The system handles every major activity for the Distributor. It is a complete ERP (Enterprise Resource Planning) system. It also includes a complete Secondary Processing System for products that have to be sent out for plating, etc. Additionally, it has a complete Automatic Replenishment System that is designed specifically for Fastener Distributors. There is also a version of the system for Fastener Manufacturers as well. Contact Dennis R. Cowhey, [dcowhey@ci-inc.com](mailto:dcowhey@ci-inc.com) or 800-539-1233 Extension 203, for further information.

**Contact:**

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## Demand Management, Inc. Demand Solutions



Since 1985, St. Louis-based Demand Solutions has provided software for the full spectrum of supply chain management - inventory planning, sales & operations planning (S&OP), demand forecasting, collaboration, inventory optimization and replenishment, advanced planning & scheduling, and retail planning. Its products are affordable, easy to implement, easy to use, and deliver fast ROI. More than 10,000 customers in over 70 countries rely on Demand Solutions. Demand Solutions software helps small and mid-sized enterprises (SMEs) as well as major divisions of Fortune 500 corporations reach their planning goals.

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## Epicor Software Corporation® Epicor Distribution



Epicor Software is a global leader delivering business software solutions to the manufacturing, distribution, retail, hospitality and service industries. With 20,000 customers in over 150 countries, Epicor provides integrated enterprise resource planning (ERP), customer relationship management (CRM), supply chain management (SCM) and enterprise retail software solutions that enable companies to drive increased efficiency and improve profitability. Founded in 1984, Epicor celebrates 25 years of technology innovation delivering business solutions that provide the scalability and flexibility businesses need to build competitive advantage. Epicor provides a comprehensive range of services with a single point of accountability that promotes rapid return on investment and low total cost of ownership, whether operating business on a local, regional or global scale. The Company's worldwide headquarters are located in Irvine, California with offices and affiliates around the world.

For more information, visit [www.epicor.com](http://www.epicor.com).

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## Distribution One V2 Software



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

V2 Enterprise is an all-inclusive Windows program, including: Order Entry, Accounts Receivable and Payable, CRM, Inventory Management, Purchasing, Sales Analysis, Point of Sale, General Ledger, plus many other modules. And unlike many software providers, as new features are added for a particular customer, they become available to all customers at no additional charge.

Our implementation strategy is second-to-none. First, Distribution One has successfully transferred data for 100% of our customers, at your site! Secondly, we provide training at your office. No CD or Web Conference training. Finally, we are at your business during the go-live week to answer questions and to make sure that everything runs smoothly.

To learn more, contact Gary Solarz.

• [gary@distone.com](mailto:gary@distone.com) • 888-730-8600 • [www.distone.com](http://www.distone.com)

### Contact:

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## Everest Software Everest® Advanced



**Imagine: your business, your way. With Everest.**

A growing business needs a better way to integrate all critical processes such as sales, accounting, customer service, purchasing, inventory, eCommerce, shipping, warehouse operations—and more. Everest is a fully integrated, *single solution* operating system. Enter information once and it flows to all processes, eliminating duplicate data entry. Maintain total control and real-time business performance visibility, while boosting productivity.

### Business Software for warehousing, distribution and retailing

Everest is easily customized to suit the many individual preferences of wholesale/distribution companies. Our award winning software has allowed thousands of growing small and medium sized businesses in the retail, wholesale, distribution, eCommerce and services industries to rely on Everest to run their business. At Everest, we listen to our customers and constantly update and improve our Software based primarily on customer feedback. Everest offers the flexibility to serve your business today and into your future.

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Exact Globe with Exact Synergy helps organizations unify all critical processes, delivering high value and enhanced flexibility to the workplace.

This fully integrated, Windows-based solution offers built-in workflow capabilities and intuitive interfaces to make it easier to manage every aspect of a business sized from 10 employees to 3,000 employees. Information delivery is managed by assigning specific roles and job functions for each employee. This gives users greater visibility across departmental and geographical boundaries.

### Technology Highlights:

Businesses with global operations benefit from Exact Globe's ability to natively adhere to business rules and legislation that come from different environments. For example, software supports localization requirements, multiple currencies, and integrates global business entities to reduce overhead associated with owning and maintaining disparate ERP applications. Exact has improved the Global usability by building financial and legislative elements for the U.S. and Canada into the latest version. All future versions will build on those new features.

### Contact:

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### Gillani Inc. iDistribute®



CELEBRATING 25 YEARS OF  
EXCELLENCE  
1983-2008



For more than 25 years, in 50 countries, 3,000 customer sites and a million users, Gillani applications provide wholesale distributors an integrated distribution management solution to efficiently manage their day-to-day, hour-to-hour business in a flexible, integrated manner. iDistribute, FourGen, and other ERP

products are developed in order to provide distributors with the most advanced, most powerful systems and tools available that enable the computer to work for you while providing better customer service.

### iDistribute features:

- ✓ Integrated Financial Management/Accounting Capabilities
- ✓ Order Management/Fulfillment
- ✓ Inventory/Warehouse Management
- ✓ Advanced Planning and Replenishment
- ✓ Procurement/Purchasing Management
- ✓ Reporting/Analysis Management (Business Intelligence)
- ✓ Option to deploy via IBM's WebSphere, Informix, Domino, and Cognos middleware

Given the challenges facing distributors, now may be the perfect time for an Integrated Distribution Management solution.

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General Data Systems

General Data Systems is an expert in both financial data and business enterprise management for the 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 Distributors. 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.

GDS ProfitTool is an Enterprise Software System for the Distribution Industry and offers a fully featured suite of software Modules, which can bring new levels of productivity to you in an Affordable, Customizable and Scalable Solution.

ProfitTool is comprised of a full suite of interrelated modules for accounting, sales, purchasing, inventory, contact management, E-catalog, electronic pricing, bar coding, multi-level BOM and more.

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### IDEA

### Industry Data Exchange (IDX)



eCommerce. One-stop. Non-stop.

IDX by IDEA is a business communication service used for transferring files and documents electronically between trading partners. Founded in 1998 by NAED and NEMA, IDEA is a standards-setting organization offering a full range of products and services to eliminate paper-based manual processes, allowing trading partners to send/receive/convert files using a variety of formats, including EDI, EDIFACT, XML, Flat File, binary, or graphic documents.

✓ Customers can use IDX to synchronize clean and error free product and pricing data in Industry Data Warehouse (IDW) for free, resulting in **flawless purchase-to-payment transactions**.

✓ The IDX Document Tracker is an online application that **tracks and monitors all documents exchanged between trading partners in real-time**.

In this current economic market, information is key. Team up with IDEA to find out how you can protect profits by reducing costs through interactions with your trading partners.

### Contact:

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Phone: (703) 562-4600 web: [www.idea-esolutions.com](http://www.idea-esolutions.com)



More than 5,700 distributors, from small and medium-sized firms to some of the largest distribution companies in the world, rely on Infor Distribution Essentials. Our solutions are backed by domain experts who help companies reduce operating costs, increase inventory productivity, improve agility and supply chain performance, and manage increasingly complex product offerings.

Infor Distribution Essentials provides business-specific solutions to solve the most pressing challenges of distribution companies - growing their business, sustaining profitability, strengthening value-added services, and extending their inventory. Our in-depth functionality covers order management, demand forecasting and visibility, core materials management, financial transactions, job management, multi-site environments, and sales operations to help optimize customer service, inventory and profitability.

In addition, Infor offers a full complement of extended applications to assist distributors with supply chain management, enterprise asset management, customer relationship management, and corporate performance management.

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Phone: (800) 260-2640 web: [www.infor.com/industries/distribution](http://www.infor.com/industries/distribution)



inxsql® (in-sequel) is a full featured inventory, accounting and warehouse management software solution for fastener, tool and hard-goods distributors.

inxsql consolidates accounting, order entry, purchasing and inventory management functions to help your staff deliver superior service.

inxsql seamlessly integrates with Microsoft® Outlook, Excel, Word and Access, helping to maximize productivity in your office. In addition, inxsql can fully automate your warehouse locations with wireless handheld technology, your customer locations with Vendor Managed Inventory, your eCommerce activities with a sophisticated B2C and B2B web solution and your sales efforts with Contact Management and Remote Sales.

inxsql's suite of applications are designed using Microsoft's® .NET platform and its Visual Studio development tools. inxsql delivers clean, easy to navigate screens, allowing your personnel to quickly learn and implement their new software solution. This will minimize your initial investment and reduce your on going cost of ownership.

**Contact:**

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International Business Systems (IBS) is one of the world's top ten suppliers of business software and professional services. IBS operates in a global market with a focus on

North American businesses ranging in size from small, privately owned companies to Fortune 500, publicly traded organizations.

Unlike many of our competitors, IBS software was developed to meet the specific supply chain requirements of wholesale distributors and manufacturers, rather than focusing solely upon the manufacturing environment with distribution inserted as an afterthought. As a result, IBS addresses the critical issues that manufacturers and distributors face in this increasingly competitive marketplace, such as support for multi-currency, multi-language, and multi-site operations.

IBS has natively developed all core distribution functionality, allowing for the most seamless integration possible. The result is an application suite created, maintained and enhanced by IBS personnel, eliminating the finger pointing associated with bolt-on third party software solutions and VAR channels.

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90 Blue Ravine Road; Folsom, CA 95630  
Phone: (800) 886-3900 web: [www.ibsus.com](http://www.ibsus.com)



You need automated and integrated capabilities to help you maintain high

customer-service levels in your demanding, complex operating environment. We've got those capabilities and more...in one solution.

The Lawson Distribution solution is uniquely designed to support the needs of companies in the distribution and wholesale sectors. This industry-focused technology gives you the ability to manage high data volumes and execution to support your value-added services and minimize extra pressure on your operating margins. It also provides you a cost effective and focused platform for your organization's consolidation and growth.

If you haven't heard about the Lawson Distribution solution before, visit [www.lawson.com/distribution](http://www.lawson.com/distribution) or just give us a call at 1-800-477-1357. We'd love to talk to you about what our distribution solution can do specifically for you.

**Contact:**

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## Microsoft Microsoft Dynamics



Microsoft Dynamics offers a compelling suite of solutions that streamline business operations, enhance customer relationships, improve inventory management, and

optimize supply chain operations. The Microsoft Dynamics line of integrated business management solutions are delivered through a network of industry-focused channel partners providing specialized solutions and services.

### Highlights:

- ✓ Microsoft Dynamics optimizes business decisions with real-time visibility into inventory, sales, purchasing, and financial information across multiple locations.
- ✓ Microsoft partners build on the robust platform resulting in deeper, industry-specific functionality.
- ✓ Usability and data sharing are made easy as Microsoft Dynamics looks and operates like other Microsoft solutions such as Office and Outlook.

### Latest Developments:

- ✓ Preconfigured role-tailored user interfaces make users more productive quickly.
- ✓ New environmental dashboard gives essential information for sustainability initiatives and energy use optimization.

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Phone: (1) (888) 477-7989

## Rubber Tree Systems Insight OnDemand



Insight OnDemand is a sales force mobilization solution that keeps outside sales people and management constantly connected to customer

information on a Blackberry or any Windows Mobile smart phone. The software is hosted, SaaS (Software as a Service). It competes against concepts of CRM because it has the ability to automate a sales force with complete synergy and connect live to existing distribution systems.

### Functional Highlights:

Insight OnDemand features a one-click interface that uses “push” technology to give instant access to customer information, orders, quotes, invoices, and inventory available at multiple stocking locations. Additional features include Mobile Alerts that automatically notify the user by email when orders or quotes are entered into the system in real-time. Not only can sales people retrieve data when they need it, but it is also pushed to them on a continuous basis when predetermined criteria are matched based on customer, dollar amounts, margins, and when other changes are made in the ERP system back at the office.

Call or visit our website for product demonstrations and upcoming webinars.

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## NetSuite, Inc. NetSuite Wholesale/Distribution Edition



Run your entire wholesale distribution business with one seamless system. Join the thousands of wholesale

distribution companies who have found a better way to manage their company with NetSuite. Made specifically for the needs of growing and mid-size organizations, NetSuite is the #1 web-based, integrated business management software, combining Accounting, Inventory, eCommerce and CRM in one complete solution. Because NetSuite is offered through the web and encompasses all core business processes with its single system, wholesale distributors are able to automate and streamline operations, make faster better decisions, eliminate IT costs and hassles, and grow faster.

### Strengths:

- ✓ One Application to Run Your Distribution Business, from Back Office to Front Office
- ✓ Advanced Inventory and Order Fulfillment for Distributors
- ✓ Complete Procure-to-Pay Purchasing
- ✓ The Best CRM for Distributors
- ✓ 2nd Generation eCommerce Broadens Markets
- ✓ Rich Partner Relationship Management
- ✓ Deep Services and Support Functionality
- ✓ The Ultimate Business Dashboard to Manage Your Distribution Business

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## Sage Software Sage MAS 90, MAS 200 and MAS 500 ERP



*Your business in mind.*

Sage Software offers leading business management products and services to more than 2.3 million small and medium-sized businesses (SMBs) in North America. For more than 25 years, Sage Software has delivered easy-to-use/install, scalable and customizable applications through its portfolio of leading brands. These applications are complete, comprehensive end-to-end and cover a full range of business needs including accounting, customer relationship management, contact management, human resources, warehouse management, specialized industry needs and more. Sage Software solutions offer the freedom of choice, seamless integration, high performance and reliability that forward-thinking companies rely on to increase profitability and gain competitive advantage. We know that your software system is the cornerstone of your business and that it is essential to your success so we provide support and assurance for times when you need a software expert and flexible plans designed to meet your individual needs.

Discover for yourself why Sage Software is the leader at developing and supporting automated business management solutions.

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## TECSYS Inc.

Enterprise Distribution & Warehouse Suite



Enabling Supply Chain Excellence™

TECSYS is a leading supply chain management software provider that delivers powerful enterprise distribution, warehouse and transportation logistics software solutions. Today, hundreds of world-class companies, representing thousands of facilities with complex, high-volume operations, are powered by TECSYS solutions.

Since 1983, we've been working hard to continually advance the art of warehousing and distribution. Our passion is to elevate businesses like yours to the next level with our unique combination of industry knowledge and cutting-edge software.

Our solutions deliver unequalled efficiency and end-to-end visibility to companies just like yours. The results are better margins, improved customer service, and software that's enjoyable to use. They are designed to give everyone, from forklift driver to CFO, the information they need, when they need it, no matter where they are. Everyone gets better informed, works smarter, and makes better decisions.

The bottom line? Reduced costs, satisfied customers, and happy employees - measurable results, immeasurable satisfaction.

### Contact:

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## Tour de Force™

Tour de Force Outlook® Based CRM/SFA



The only CRM & Sales Force Automation Solution that seamlessly integrates to your business system. The Tour de Force™ solution delivers extensive CRM and SFA functionality as well as unparalleled integration with your business system. Again, a real

solution that has been working for over eight years for thousands of happy users.

Your business system provides everything you need to efficiently manage your inventory, orders, quotes, receivables and payables but it doesn't provide an efficient means to manage a sales funnel, track sales activities or collaborate on critical communications that will impact your company's ability to meet the needs of your customers. And in most cases, the flexibility of sales reporting is very limiting for the sales team.

If you take the time to get a closer look at Tour de Force™, the solution will speak for itself.

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## Universal Accounting Software, Inc.

Universal Enterprise Management Software



UNIVERSAL  
Enterprise  
Management  
Software

UAS provides end-to-end solutions to growing and mid-size businesses. For 18 years, Universal Accounting Software has been a valuable "management partner" for thousands

of users in the U.S., Canada, and beyond. We specialize in 4 major areas: **Distribution, Retail, Service, & Equipment Rental.** What sets us apart from our competitors? Our products are a result of developers working side by side with business owners, creating solutions that truly address the day-to-day challenges of the markets we serve. UAS technology delivers an easy-to-use interface, peak performance, enhanced data integrity and an abundance of features to improve staff efficiency. Most importantly, our support services are unparalleled in the industry. UAS is a progressive organization with a constant focus on helping our clients become more productive and profitable through the use of our software products. Our newest releases for 2008 will be a Spanish translation of Version 11.0 and UAS SQL Version for environments of 60 users or more.

See for yourself. Call for a live demo of our latest version, or view a demo right now at [www.u-a-s.com](http://www.u-a-s.com).

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Phone: (800) 536-1633 web: [www.u-a-s.com](http://www.u-a-s.com)

## VAI (Vormitag Associates, Inc.)

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## DISTRIBUTION SOFTWARE GUIDE

The industry standard Distribution Software Guide, developed by the Brown Smith Wallace Consulting Group, has helped countless distributors assess distribution software packages for more than 19 years.

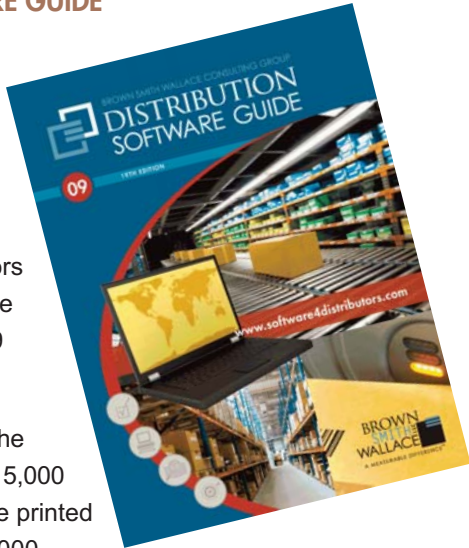
Presented in two formats, the Guide reaches more than 15,000 distributors annually via the printed version and more than 50,000 visitors online. This one-of-a-kind compilation serves as the primary resource for detailed distribution software research for hundreds of software selection projects annually.

More than 45 endorsing trade associations, buying groups and education institutions receive complimentary copies of the guide, creating a circulation of at least 15,000 annually.

The Guide has become the most used directory for wholesale distributors looking to replace or upgrade their existing business software. In response to market demand the guide provides detailed vendor information and feature matrixes for several solutions, including: Enterprise Distribution, B2B eCommerce, Warehouse Management and Complementary Solutions.

### [Software4Distributors.com](http://www.software4distributors.com)

Years of refinement have led us to create an online solution to help users identify potential solutions and thereby generate leads for the software vendors. By using our 4 step process visitors create a detailed side-by-side feature matrix allowing them to Research, Compare, Evaluate and Analyze their software choices.



## MANUFACTURING SOFTWARE GUIDE

The Manufacturing Software Guide is the only software selection guide specifically designed for the unique needs of the manufacturing community. This Guide includes detailed vendor pages, company demographics, product information and a feature matrix.

### [Software4Manufacturers.com](http://www.software4manufacturers.com)

The online guide includes more extensive information about each vendor, the applications and their functionality to assist in research projects. Utilize the Evaluation Center to compare more than 1,500 functions and features side-by-side.

## ABOUT THE CONSULTING GROUP

The Consulting Group provides research about software and other technology products to the wholesale distribution/supply chain and manufacturing marketplace. We publish our content via print and on the web for the general wholesale distribution and manufacturing industry. We specialize in reaching the trade associations, buying groups and educational institutions with industrial distribution programs.



### Evaluation Center

Evaluate, Research, Compare, Analyze. The Evaluation Center allows you to create side-by-side product comparisons to determine which enterprise distribution software packages are a good fit for your wholesale distribution business. Start your search and follow the four step process to create side-by-side product comparisons. This website is an enhanced version of the Distribution Software Guide.



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