BROWN SMITH WALLACE CONSULTING GROUP

DISTRIBUTION
SOFTWARE GUIDE

11

21ST EDITION

Industrial Supply
THE VOICE OF DISTRIBUTION

BROWN
SMITH LLC
WALLACE
A MEASURABLE DIFFERENCE™

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

START HERE
www.software4distributors.com

Contents:

The Distribution Software Guide is the only guide specifically developed to meet the unique needs of the wholesale distribution community.

This supplement to the 21st edition of the Guide is designed to assist your research, evaluation, comparison and analysis of software to determine which products best fit your operation.

Reading This Supplement ...

This supplement is intended to help distributors who are looking to purchase software.

Each product summary provides a functional and technology highlights in addition to which vertical markets are served most.

Data for this print edition was gathered from interviews with the software vendors and the online guide available at www.software4distributors.com.

Technology

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

New Developments

What new enhancements have been added? What's in the next release? Read this section to find out.

User Range

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

Legend:
- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500
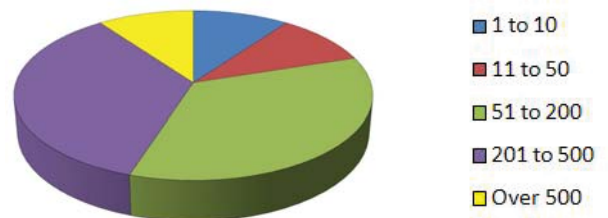
Entry Price Point

The pricing for software can be complex and is 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 cost will be higher.

Sales Channel

Learn how and where the software is sold.

Absolute Value
Forecasting and Replenishment

Absolute Value helps distributors by providing a complete forecasting and replenishment solution with ERP independence. The software can plug into an existing distribution system or legacy system without the pain, complexity, and cost of purchasing a new ERP system. Absolute Value has forecasting and replenishment capabilities in a single package, allowing for effective management of distributors' key asset: inventory. Blending both end-user and software vendor experience with knowledge of state-of-the-art technology, the Absolute Value team has provided more than 225 clients with a proven pathway to success.

Vertical Markets: Wholesale Distribution; Industrial; Electronics; Fasteners; Pumps, Valves, and Fittings; Food; Sporting Goods; HVAC; and Consumer Packaged Goods.

Functional Highlights:

As a result of its best fit formula-based forecasting and strong multi-location replenishment functionality, Absolute Value provides suggested orders daily, by vendor. The software's drill-down capabilities enable the user to view all calculations, yielding greater visibility for more effective decisions. Collaborative forecasting is available for major customer input, and the system handles promotions without skewing historical usage.

Technology:

Operating System: Windows
Database: MS SQL Server
Presentation: GUI
Delivery: OnPremise & Subscription-Based Software-as-a-Service (SaaS)

Technology Highlights:

Absolute Value uses innovative dataport technology to integrate with the user's ERP package or in-house legacy system. This allows Absolute Value to quickly, accurately, and affordably exchange synchronized data between systems.

New Developments:

Absolute Value has been enhanced in the area of alerts, including notification of stock-outs within lead time and notification of late POs. The June 2011 release brought with it the option to calculate the forecast on a monthly basis while planning, making forecast adjustments, and recording Collaborative Forecasts at the weekly level. The ability to clone and redirect usage from one item to another has also been added to the product.

User Range:

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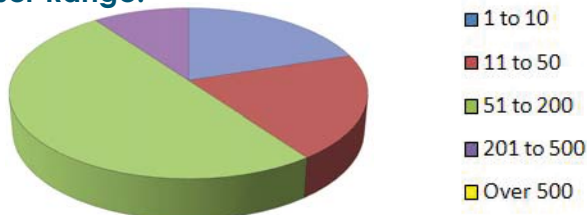
Sales:

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

Contact:

Ann Vitale   email: avinfo@absolutevalue-us.com
One Meca Way; Norcross, GA 30093
Phone: (678) 389-7289   web: www.absolutevalue-us.com

Advanced Distribution Partners
Advanced Distribution Microsoft Dynamics® AX

Advanced Distribution Partners are in the business of helping distributors like you craft solutions to your inventory, retail compliance, multi-channel commerce and warehouse challenges. We make it our responsibility to deliver real-time, accurate information to empower confident management decisions. Get the critical information you need when you need it, using a stable, scalable solution built to accelerate your business's growth.

Vertical Markets: Industrial; Auto Parts; Life Sciences; Retail; Safety; Beverages; Electrical; Machinery; Metals; or visit http://www.advanceddistributionsoftware.com/index.php/industries/.

Functional Highlights:

Advanced Distribution for Microsoft Dynamics AX provides your organization with business value in a single ERP solution that comprehensively addresses Business Intelligence Reporting, Collaboration, Environmental Sustainability, Financials and Compliance, HR Management, Production, Project Management and Accounting, Sales and Marketing, Service Management, Supply Chain Management, eCommerce and EDI Integration.

Technology:

Operating System: Windows 2003 or 2008, XP, Vista, Windows 7
Database: MS SQL Server
Presentation: GUI
Delivery: OnPremise and Hosted
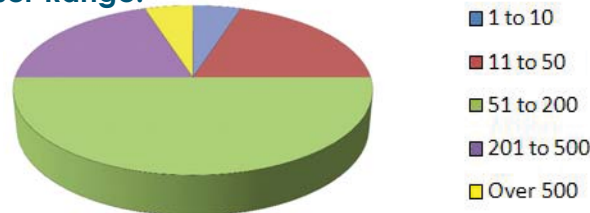
Technology Highlights:

Advanced Distribution Partners combine deep understanding of the distribution business with the latest Microsoft technology, using the brightest people to implement your solution. Because they breathe distribution, their software goes much deeper than the out-of-the-box band-aid solutions offered by generalists. No one can address your needs and challenges better.

New Developments:

Utilizing Microsoft Dynamics AX you are able to; improve productivity by familiar, easy-to-use tools and access to RoleTailored information and tasks; manage change and growth; compete globally with one centralized solution that helps you standardize processes and gain visibility; and simplify compliance by reducing risk and liability associated with customer initiatives. See the solution in action at http://www.advanceddistributionsoftware.com/index.php/category/demos/.

User Range:

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

Sales:

Entry Price Point: Contact Vendor
Sales Channel: Direct with multiple resellers

Contact:

Andy Vabulas   web: www.advanceddistributionsoftware.com
30 Technology Parkway South, Suite 400; Norcross, GA 30092
Phone: (770) 368-4000   email: avabulas@ibis.com

BCR Inc.
BCR Software

BCR Software includes hundreds of features that are valuable to any distribution company. No one product has every ERP feature, but BCR Software provides a number of system and user options that will allow you to make the product fit your unique requirements. BCR takes the attitude that, properly designed, what's good for one customer will probably be good for another. So they will modify their product when a prospect or customer needs a solution they can't currently provide, as long as the modification is designed in such a way that it can be optional-ized and does not encumber other customers. This means that the software is the same for everyone and no one is left behind or pays a premium for custom support.

Vertical Markets: Plumbing; Tools; Fasteners; Electrical; Industrial; Food and Beverage; Automotive; Safety; Lighting; Vending Machine; Construction; and HVAC.

Functional Highlights:
BCR Software is a comprehensive, easy to use software solution that offers fully integrated Wireless Warehouse Management, eCommerce, Order Entry, POS, Inventory Management, Buyers Workbench, Contact Management, Business Intelligence, EDI, VMI, Manufacturing Assemblies, Product Pricing, User Defined Alerts, Document Imaging, Job Tracking, Payroll, Time Clock, Job Clock, and much more.

Technology:
Operating System: Windows
Database: Sybase, Xbase
Presentation: GUI
Delivery: OnPremise

Technology Highlights:
BCR develops their software using tools that facilitate rapid software development. This allows for all enhancements to be embedded in the core code making migration to new releases a fast, painless experience. BCR provides export/import utilities to simplify vendor catalog price updates, price sheet manipulation, integration with 3rd party tools, integration with MS Office, etc.

New Developments:
BCR has recently developed extensive enhancements to BCR Contact Management, BCR Document Imaging, the price matrix workbench, resource scheduling, and rental functionality. They are also completing the capability for user to add, remove, and move data fields on input screens.

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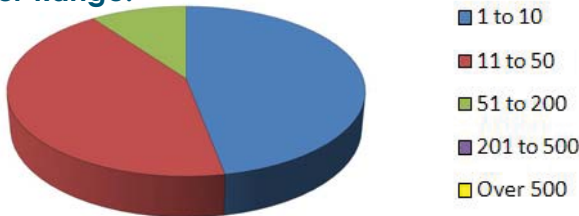
Sales:
Entry Price Point: $2,000+ for 1 user
Sales Channel: Direct in the U.S. and Canada

Contact:
Barry Evans or Bruce Crozier   email: sales@bcrsoftware.com
111 South David Lane; Knoxville, TN 37922
Phone: (866) 694-2007   web: www.bcrsoftware.com

Computer Insights, Inc.®
The BUSINESS EDGE™

simple · focused · effective

Computer Insights started in 1981 as a custom programming company, but about 18 years ago choose to specialize in the Fastener industry. When creating The BUSINESS EDGE, they went to their clients' locations and observed employees working to exactly match the activities that occur in a fastener company. Now with 204 installed customers, their software handles all aspects of the industry, from Manufacturing, to Distribution, to Vendor Managed Inventory, and more.

Vertical Markets: Fastener Companies; Bearing Distributors; and Industrial.

Functional Highlights:
The system includes everything from order processing, purchasing (including a complete automatic replenishment system), billing, accounts receivable, to general ledger. Optional systems include UPS Integration, Wireless Warehouse, Able Label integration, bar code labeling, and more.

Technology:
Operating System: Linux
Database: C-Trieve
Presentation: GUI
Delivery: OnPremise with Perpetual Licenses

Technology Highlights:
Computer Insight's software can be accessed remotely through laptops, wireless devices, Palm Pilots, and Netbooks. Also, Computer Insights has enhanced their commitment to IBM and Linux.

New Developments:
Computer Insights has recently announced a complete seamless supply chain integration with Brighton-Best International, a global fastener importer. With the introduction of The BUSINESS EDGE 2.0™, virtually every part of the system can be reached from any screen using a handy drop down list at the top of the screen. This means interruptions can be handled without losing work.

User Range:
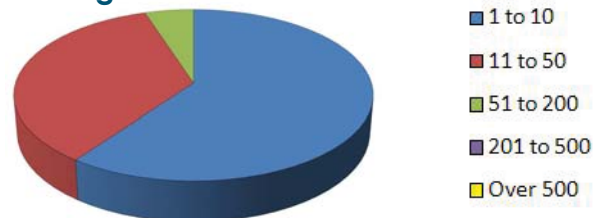
Sales
Entry Price Point: $10,000 for 2 users
Sales Channel: Direct in North America

Contact:
Dennis R. Cowhey   email: sales@ci-inc.com
108 Third Street; Bloomingdale, IL 60108-2912
Phone: (800) 539-1233   web: www.ci-inc.com

DDI System
Inform Distribution Software

DDI System provides high performance business software that will improve nearly every aspect of your business operations. Their fully-integrated solution includes all essential business functions plus the latest in marketing, sales, and analytics. DDI's personalized service and support ensure a smooth transition and allow companies to maximize their software usage creating the quickest ROI in the industry.

Vertical Markets: Distribution of Wholesale Durable Goods; Industrial; Fasteners; Safety; PHCP and HVAC/R; Electrical and Lighting; Paper and Packaging; and Janitorial and Sanitation Supplies.

Functional Highlights:
DDI System's **inform** software is a Windows based solution with key capabilities including advanced business analytics, accounting and drill-down financial reporting, transaction auditing, comprehensive inventory, automated purchasing, wireless warehouse management, lot tracking, flexible pricing, customer and sales team management, opportunity forecasting, single system e-commerce, paperless workflows, EDI, vendor managed inventory and much more.

Technology:
Operating System: Windows
Database: Universe
Presentation: GUI
Delivery: OnPremise, Hosted, and Subscription-Based

Technology Highlights:
Mobile access is available anytime and anywhere. DDI's **inform** software runs on the Microsoft .Net platform, powered by IBM's Universe database, yielding unwavering software with extensive reporting and advanced export capabilities.

New Developments:
Mobile Apps for increased sales productivity add superior user performance. DDI's electronic signature capture runs on today's iPod's and iPad's, adding functionality and decreasing costs. Constant innovation and free upgrades keep DDI **inform** users up to date with the latest technology.

User Range:
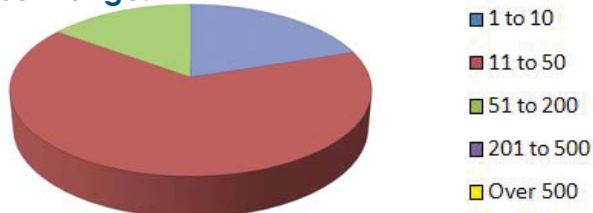
■ 1 to 10
■ 11 to 50
■ 51 to 200
■ 201 to 500
■ Over 500

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

Contact:
Barbara Jagoe   email: sales@ddisys.com
75 Glen Road; Sandy Hook, CT 06482
Phone: (877) 599-4334   web: www.ddisys.com

Distribution One
V2 Software

Distribution One provides enterprise business software for Wholesalers and Distributors. Their software solutions include V2 ERP Software Suite. The software stands out from other packages in the industry by offering ease of navigation through the system and the flexibility to tailor the basic system to meet customers' needs for a rapid installation.

Vertical Markets: Wholesalers and Distributors; Fastener; Industrial; Retail Fulfillment; and Durable Goods.

Functional Highlights:
V2 is designed to run the entire business operation from order processing through General Ledger activities. The software includes: Order Entry, Accounts Receivable and Payable, CRM, Inventory Management, Point of Sale, General Ledger, Purchasing, Sales Analysis, and many other modules. Plus, V2 software is designed to run efficiently on Windows based servers, utilizing the latest technology.

Technology:
Operating System: Windows
Database: Progress, SQL
Presentation: GUI, CHUI
Delivery: OnPremise and Hosted

### Technology Highlights:
Their technology, allows users access to the software remotely through laptops and wireless devices. Distribution One features an Open Database Connectivity (ODBC), providing vendors with a universal way to access data stored in a variety of sources. V2 software is backed by a world-class support team that is second to none, comprised of some of the brightest and most experienced individuals in the industry.

New Developments:
Empowering the mobile work force is an area of development. Distribution One's software can run on the iPad and other tablet devices to give your mobile workers the information that they need when they need it.

User Range:

■ 1 to 10
■ 11 to 50
■ 51 to 200
■ 201 to 500
■ Over 500
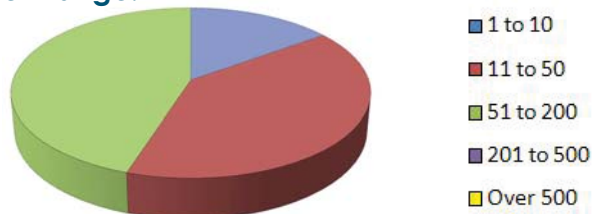
Sales:
Entry Price Point: $25,000 for 5 users
Sales Channel: Direct Worldwide

Contact:
Larry Ward   email: larry@distone.com
3 Terri Lane, Unit 6, Burlington, NJ 08016
Phone: (888) 730-8600   web: www.distone.com

EPICOR. Epicor Software Corporation (recently combined with Activant Solutions Inc.) is a global leader delivering business software solutions to the manufacturing, distribution, retail and services industries. With nearly 40 years of experience serving midmarket organizations and divisions of Global 1000 companies, Epicor has more than 33,000 customers in over 150 countries. Epicor enterprise resource planning (ERP), point of sale (POS), supply chain management (SCM), and human capital management (HCM) enable companies to drive increased efficiency and improve profitability. The Company's headquarters are located in California, with offices and affiliates worldwide.

Vertical Markets: Wholesale Durable and Non-Durable Goods Distribution.

Functional Highlights:

Epicor's Enterprise Software Solutions support distributors from order and inventory management to reporting and warehouse management. Epicor also offers a full range of capabilities including customer relationship management (CRM), financial management, executive reporting, business analysis tools, Web-based storefronts, integrated shipping, assembly, credit card and form solutions, business process management, and much more.

Technology:

Operating System: Linux, Windows, UNIX, AIX
Database: MS SQL Server, IBM UniVerse, Unidata, Progress
Presentation: Microsoft SmartClient and Web Client
Delivery: OnPremise, Hosted, OnDemand Single Tenant, Web-based

Technology Highlights:

The Epicor Prophet 21, Eclipse and E9 platforms are built on intelligent, adaptive and powerful technologies that offer functionality, scalability, and extensibility specifically designed for distributors.

New Developments:

Epicor utilizes agile Scrum development to provide a steady flow of technology innovations and enhancements. Combining Web 2.0 technologies for enterprise and in-depth knowledge of industry best practices, Epicor is able to drive lean transformations and process improvements to demonstrate real returns for customers. Current areas of focus include business analytics, mobile technologies, and eliminating manual data entry.

User Range:

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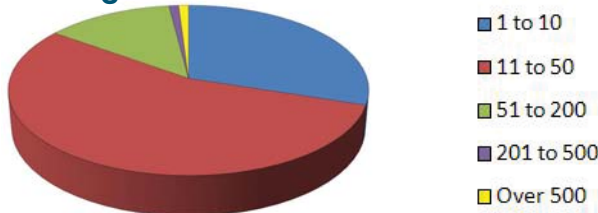
Sales:

Entry Price Point: $20,000
Sales Channel: Direct and Resellers Worldwide

Contact:

Russ Mellott   email: info@epicor.com
19 West College Avenue; Yardley, PA 19067
Phone: (800) 776-7438   web: www.epicor.com/distribution

Epicor Software Corporation®
eCommerce for Epicor Distribution Suite™

EPICOR. Epicor's electronic commerce solution supports: inventory synchronization; conducting EDI transactions at no cost; identifying and reducing dead stock by forming trading relationships; increasing sales without investing in additional inventory, warehouse space, or staff; uploading price updates; and maximizing the use of the Internet to conduct business. Epicor can help you exchange data electronically, in any format and through virtually any communications network, or platform protocols, while at the same time providing cutting-edge security and live support.

Vertical Markets: Wholesale Durable and Non-Durable Goods Distribution.

Functional Highlights:

Epicor's scalable architecture can expand as your business requirements grow, and offers easy-to-use trading partner setup and maintenance. Advanced functionality includes a business workflow designer and process manager; full monitoring, reporting, and audit capabilities; and multi-processing with prioritized data handling.

Technology:

Operating System: Java, VB.net, Windows Server 2000, 2003, and 2008, Linux, Solaris, HP/UX, HP Itanium, AIX
Database: MS SQL Server, Oracle Multi-core
Presentation: GUI
Delivery: OnPremise, OnDemand

Technology Highlights:

Trading Partner Connect, an Internet trading network for distributors, increases collaborative opportunities and streamlines the commerce process, enabling distributors to improve customer service while reducing operating costs. Epicor offers connectivity to all major Value Added Networks (VANs) and direct partner connections.

New Developments:

Epicor Commerce storefront solutions eliminate the redundant databases and workflow processes found in most eCommerce scenarios. Product information, tiered pricing, customers, and inventory levels can be displayed directly from your ERP database. Additional content and images can be managed through our robust and simple-to-use administrative console. Orders can be submitted electronically, allowing the customer to use their credit terms or credit card for purchase, and processed immediately.

User Range:
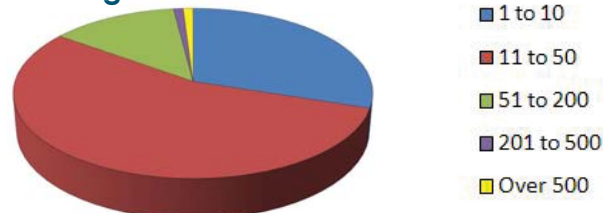
- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500

Sales:

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

Contact:

Russ Mellott   email: info@epicor.com
19 West College Avenue; Yardley, PA 19067
Phone: (800) 776-7438   web: www.epicor.com/distribution

EPICOR.

When using Epicor's Wireless Warehouse Management solution, transactions affecting the warehouse are automatically generated and processed without re-keying information, saving time and reducing errors. Epicor supports auto print control functionality that handles the automatic printing of forms and labels upon the completion of a pre-determined list of transactions.

Vertical Markets:
Wholesale Durable and Non-Durable Goods Distribution.

Functional Highlights:
A powerful range of features in the Epicor Distribution Suite™ manages warehouse activities including receiving, cross-docking, put-away, picking, inventory adjustments, inventory operations, cycle counting, and much more.

Technology:
Operating System: Linux, Windows, UNIX, AIX
Database: MS SQL Server, Progress
Presentation: GUI
Delivery: OnPremise

Technology Highlights:
This highly sophisticated system is configured to handle a wide range of inventory management strategies, and is remarkably easy to use. Since the software is fully integrated with the Epicor Distribution Suite, wireless warehouse management technology brings a new level of accuracy to all warehouse processes. The technology makes training new employees to work in the warehouse easier and more flexible, and helps cut costs.

New Developments:
Inventory movements are now tracked and visible in real time in the ERP. When materials arrive, handheld wireless terminals equipped with barcode scanners guide warehouse staff exactly where to place them. For complicated receiving, electronic advance ship notices from vendors can eliminate hours of error-prone data entry. After a sales order is created, the wireless terminals efficiently guide warehouse staff through the picking process.

User Range:
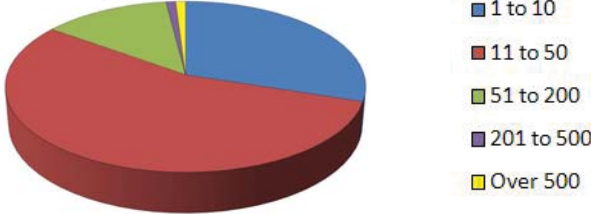
- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500

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

Contact:
Russ Mellott   email: info@epicor.com
19 West College Avenue; Yardley, PA 19067
Phone: (800) 776-7438   web: www.epicor.com/distribution

General Data Systems

General Data Systems started in the middle 1980's with its foundation rooted in UNIX. For more than twenty years, GDS has worked exclusively with privately held small to medium size wholesalers. GDS acquired the PC and Printer Sales/Service operation of Computime in 2006. The expanded sales, service, and support offerings are comprised of products from IBM, HP, Xerox, Okidata, Cisco, Microsoft, and Symantec.

Vertical Markets:
Industrial Distribution; Wholesale Distribution; and Specialty Distribution.

Functional Highlights:
ProfitTool is a financial management software suite comprised of interrelated modules in accounting, inventory, sales, purchasing, contact management, eCatalog, electronic pricing, bar coding, multi-level Bill of Material, and more. The software is scalable and customizable to any industry situation.

Technology:
Operating System: Windows
Database: MS SQL Server/VFP
Presentation: GUI
Delivery: OnPremise, Can be Hosted, OnDemand Multi-Tenant

### Technology Highlights:
ProfitTool operates within the Microsoft Windows platform which makes using the interface easy to learn for anyone with modern PC experience. It also runs on standard computer equipment and functions on any network from 2 to 2000 or more computers. GDS's software can be accessed remotely through laptops linking all remote warehouses and sales locations. GDS's support encompasses all aspects of an ERP solution, but is offered ala-carte so clients can choose those services and software upgrades that best fulfill their requirements.

New Developments:
ProfitTool Query is a powerful query builder and report writer that uses a simple "wizard" interface. After selecting a report from the list of available reports, you can select the sort order, enter filter conditions, and specify where the output goes (printer, email, disk file, spreadsheet, screen preview, etc.). Email blasting is a favorite – notify your customers of new developments based on their past purchases.

User Range:

- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500
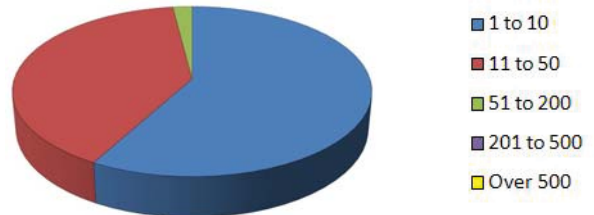
Sales:
Entry Price Point: $14,400 for 5 users
Sales Channel: Direct in the U.S.

Contact:
Michael Orso   email: morso@gen-data.com
10801 Indian Head Ind. Blvd.; St. Louis, MO 63132-1103
Phone: (800)736-5551 ext.129   web: www.gen-data.com

IDEA's deep category knowledge was born out of the electrical industry in 1998. IDEA was founded through a partnership rooted in the collective leadership, vision, wisdom, and expertise of the National Association of Electrical Distributors (NAED) and the National Electrical Manufacturers Association (NEMA) members. IDEA is the official eCommerce standards creating and setting body for the electrical industry and those same standards translate to other industries.

Vertical Markets: Distribution; Manufacturing; Retail; Electrical; Industrial; HVAC; Plumbing; Medical; and Government.

Functional Highlights:
IDEA's B2B eCommerce (e.g. EDI/VAN), Synchronization (e.g. the IDW Data Synchronization Platform), Standards Adoption (e.g. the Electrical Attribute Schema), and Professional solutions and services optimize businesses to run lean, gain efficiency, synchronize data flow, streamline processes and standardize systems.

Technology:
Operating System and Database: any
Presentation: GUI
Delivery: Hosted, Software-as-a-Service (SaaS) Subscription

Technology Highlights:
IDEA's solutions support global eCommerce standards that will help you compete in an increasingly diverse marketplace. Strategic partners include: DATAgility, 1SYNC (subsidiary of GS1 US and GDSN service provider), Epicor (formerly Activant) and Sterling Commerce (an IBM Company). IDEA collaborates with these partners to evaluate and leverage the latest technology that will increase productivity for customers. Both manufacturers and distributors help design and approve solutions before they are released to the industry. IDEA also maintains relationships with top ERP providers such as Infor, SAP and Oracle to ensure seamless integration for customers.

New Developments:
IDEA is planning to launch three new products/services in 2011 that will supplement the current eBusiness solutions. The **Attribute Fulfillment Service (AFS)** helps manufacturers optimize the Industry Data Warehouse (IDW) benefits by outsourcing the population of some or all of their product marketing attributes into the IDW. The **B2B Partnership Rating Program (PRP)**, a NAED-supported collaboration tool, helps manufacturers and distributors identify, prioritize and attack data quality issues. The **Data Management Platform (DMP)** is a new application that manufacturers and distributors will be able to use to aggregate and manage their product information and relationships. IDEA will also reveal a new and improved user interface for the IDW Data Synchronization Platform in 2011.

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

Contact:
Mike Wentz   email: mwentz@idea-esolutions.com
2461 South Clark Street, Ste. 450; Arlington, VA 22202
Phone: (703) 562-4600   web: www.idea-esolutions.com

Infor Distribution is committed to meeting the changing demands of wholesale distributors. By looking at key areas that will improve market competitiveness, supporting trends that push distributors to expand their business model, and providing innovative technology that supports the changing market landscape, Infor Distribution is best positioned to predict, react, enact, and offer distributors what they need to thrive.

Vertical Markets: Wholesale Distribution with a focus in Building Materials; Electrical; Industrial; Medical Equipment; Paper; Plumbing, Heating, Ventilation and Air Conditioning; Janitorial and Sanitation; Restaurant Equipment; and Food and Beverage.

Functional Highlights:
Infor Distribution Enterprise i (A+) is a full featured solution that helps distributors strengthen their performance and drive strategic expansion. Key features include order management, web storefront, inventory control, supplier management, financial management, warehouse management, BI, performance management, CRM, value added services, customer managed inventory, and many other solution offerings.

Technology:
Operating System: OS/400
Database: DB2
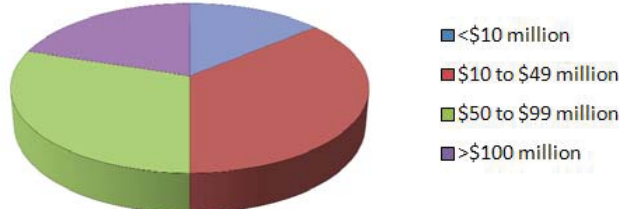Presentation: CHUI, GUI, Browser
Delivery: OnPremise and Hosted

Technology Highlights:
Infor Distribution Enterprise i (A+) is specifically designed for distributors of all sizes that are on an IBM® AS/400, iSeries, System i, or the new Power7 run efficient end-to-end operations. And with over 16,000 customers worldwide on IBM's i platform, Infor has a deep understanding of the needs of this market. It's no longer enough to have an end-to-end ERP connecting your departments, investments in technology have to focus on selling to and employing the next generation.

New Developments:
By investing in products, people, and customers, Infor Distribution is delivering a new generation of applications, with standard user interfaces, workspaces, integration technologies, and better reporting tools. The goal is to radically improve how customers deploy, use, and upgrade enterprise applications.

Annual Revenue Size:

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

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

Contact:
Infor   email:distribution@infor.com
13560 Morris Road, Ste. 4100; Alpharetta, GA 30004
Phone: (800) 260-2640   web: www.infor.com/distribution

Infor Distribution is uniquely positioned to deliver the most comprehensive solutions and services to the distribution industry. Infor Distribution delivers a complete solution built specifically for distributors backed by a company that is the 3rd largest business software provider in the world. Infor Distribution is best positioned to predict, react, enact and offer distributors what they need to thrive.

Vertical Markets: Wholesale Distribution with a focus in Building Materials; Electrical; Industrial; Medical Equipment; Paper; Plumbing, Heating, Ventilation and Air Conditioning; Janitorial and Sanitation; Restaurant Equipment; and Food and Beverage.

Functional Highlights:
Infor Distribution Business (FACTS) is specifically designed to help small to mid-sized distributors run an efficient end-to-end operation. Designed to maximize speed and accuracy, Infor Distribution Business (FACTS) can access and integrate data across an entire operation, thereby eliminating redundant, manual processes and streamlining business functions including sales analysis, BI, relationship management, manufacturing control, service and repair, forms management, job cost, API toolkit, storefront, EDI, and many other solution offerings.

Technology:
Operating System: Windows, Unix, Linux
Database: ProvideX, MS SQL Server
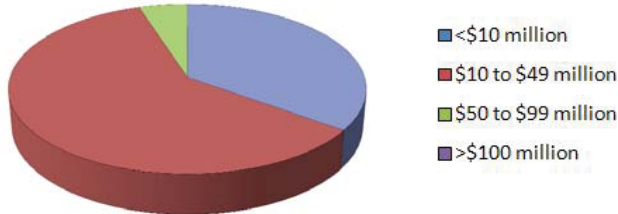Presentation: Graphical
Delivery: OnPremise and Hosted

Technology Highlights:
Technology needs to be viewed as a competitive weapon that is integrated into your business to streamline operations and improve margins. You must prioritize initiatives that will provide you the greatest profit potential and continue to differentiate your offering. This reality serves as the fundamental driver to the future direction of Infor Distribution Business (FACTS). Infor Distribution looks at key solution areas that will improve market competitiveness, encourage trends that push distributors to expand their business model, and provide innovative technology that supports the changing market landscape.

New Developments:
By investing in products, people, and customers, Infor Distribution is delivering a new generation of applications, with standard user interfaces, workspaces, integration technologies, and reporting tools. The goal is to radically improve how customers deploy, use, and upgrade enterprise applications.

Annual Revenue Size:

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

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

Contact:
Infor   email:distribution@infor.com
13560 Morris Road, Ste. 4100; Alpharetta, GA 30004
Phone: (800) 260-2640   web: www.infor.com/distribution

Infor Distribution is uniquely positioned to deliver the most comprehensive solutions and services to the wholesale distribution industry. Infor's financial strength and global scale offers customers a solid foundation for growth. As an independent business unit, Infor Distribution is able to focus on the needs of the distributors, stay close to its customers, and be nimble enough to adjust quickly to market changes.

Vertical Markets: Wholesale Distribution with a focus in Building Materials; Electrical; Industrial; Medical Equipment; Paper; Plumbing, Heating, Ventilation and Air Conditioning; Janitorial and Sanitation; Restaurant Equipment; and Food and Beverage.

Functional Highlights:
Infor Distribution Enterprise (SX.e) is an integrated enterprise solution designed specifically for distributors that provides: order management, demand forecasting and visibility, inventory management, financial management, multi-site distribution, core materials management, customer contract management, supply chain management, vendor catalog, web storefront, flexible pricing, special order management, full bid system, tracking and multi-currency, vendor managed inventory, storeroom, warehouse management, CRM, BI, and many more.

Technology:
Operating System: Windows, Unix, Linux
Database: MS SQL Server, DB2, Progress
Presentation: CHUI, GUI
Delivery: OnPremise and Hosted

Technology Highlights:
By evaluating strategic requirements for durable and non-durable distribution markets in general and selected target markets in particular, Infor Distribution looks at key solution areas that will improve market competitiveness, support trends that push distributors to expand their business model, and provide innovative technology that supports the changing market landscape as well as requirements requested by the extensive base of installed customers.

New Developments:
By investing in products, people, and customers, Infor Distribution is delivering a new generation of applications, with standard user interfaces, workspaces, integration technologies, and reporting tools. The goal is to radically improve how customers deploy, use, and upgrade enterprise applications.

Annual Revenue Size:

- <$10 million
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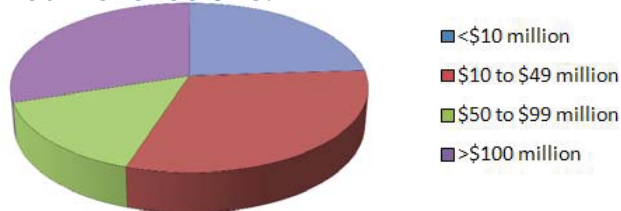
Sales:
Entry Price Point: Contact Infor Account Executive
Sales Channel: Direct and resellers worldwide

Contact:
Infor   email:distribution@infor.com
13560 Morris Road, Ste. 4100; Alpharetta, GA 30004
Phone: (800) 260-2640   web: www.infor.com/distribution

International Business Systems (IBS)
IBS Enterprise

International Business Systems was established when the founders successfully turned their employer's IT division into an independent company. Thirty three years later, thousands of wholesalers, distributors, and manufacturers worldwide rely on IBS Enterprise to successfully run their business and gain fast, measurable returns on their IT investments.

Vertical Markets: Medical; Pharmaceutical; Publishing and Book Distribution; Automotive; Paper; Packaging; Janitorial and Sanitation; Food and Beverage; and Electrical.

Functional Highlights:

IBS Enterprise streamlines, automates, and accelerates distributors' critical supply chain processes from inventory planning, purchasing and supplier management through warehouse optimization, value-added services, demand management and returns processing. IBS's software combines six powerful solution areas into one platform: Supply Management; Logistics, Assembly and Services; Demand Management; Distribution Financials; Distribution Intelligence; and Supply Chain Integration and Collaboration.

Technology:

Operating System: Windows, IBM i
Database: IBM DB2 or MS SQL Server
Presentation: GUI, Browser
Delivery: OnPremise, Hosted, OnDemand Single Tenant

Technology Highlights:

A comprehensive development environment, IBS Integrator is a powerful tool to manage systems integration and data management, replication, and synchronization. It's based on an open, flexible architecture that simplifies the way IBS Enterprise interacts with applications, servers, and databases allowing users to automate data collaboration with suppliers, partners, and customers.

New Developments:

IBS offers a new package of Business Intelligence (BI) software offerings: IBS Distribution Intelligence is a scalable set of integrated planning, real-time monitoring, operational management, and performance improvement management tools. They are also a Microsoft Gold Certified Partner and announced a new component to their integrated suite, IBS CRM.

User Range:
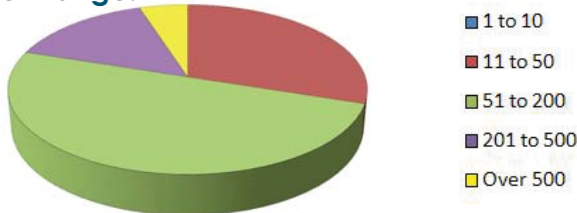
Sales:

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

Contact:

IBS   email:info@ibs.net
90 Blue Ravine Road; Folsom, CA 95630
Phone: (800) 886-3900   web: www.ibs.net

INxSQL
INxSQL®

INxSQL (in-sequel) Software started out as a division of another company and became a new corporation in May, 2003. INxSQL's first customer was a good sized multi-warehouse fastener distributor that went live in July of 2003. **INxSQL's mission is:** To be *not only a better software solution - but a better business partner for our customers*. Headquartered in Waterford, MI, INxSQL supports 165+ distributors throughout North America with their award winning support team.

Vertical Markets: Wholesale Distribution; Fasteners; Construction; Industrial Supplies; Power Tools; Fluid Power and Hydraulics; Seals and Gaskets; Safety Equipment; Marine Supplies; Electrical; Electronic Supplies; Farm and Dairy Supplies; and Medical Supplies.

Functional Highlights:

INxSQL is a full-featured integrated suite of applications including Accounting, Sales Order Entry, POS, Inventory Control, Re-work, Contact Management (CRM), eCommerce, Light Manufacturing, Purchasing, Service Management, Credit Card Processing, EDI, Vendor Managed Inventory, Warehouse Management, and Quality Control. Plus, UPS Worldship and FedEx shipping integration.

Technology:

Operating System: Windows
Database: MS SQL Server
Presentation: GUI, CHUI
Delivery: OnPremise, Web Based with Perpetual Licenses

Technology Highlights:

INxSQL is designed using Microsoft .Net technology (VB.NET) and is built upon the **Microsoft SQL database**. Unlike other systems that claim to be "*SQL Compatible*", they are the real thing. Users can connect remotely to the INxSQL system using their laptops, wireless devices, and smart phones.

New Developments:

Enhancements have been made to their Contact Management (CRM), their new updated Manufacturing application and their new integrated Quality Control Module. Their new, improved **Porteous Fasteners DIRECT CONNECT** allows INxSQL users to immediately check PFC stock and price, send a PO, use the PFC Item Builder and more!

User Range:
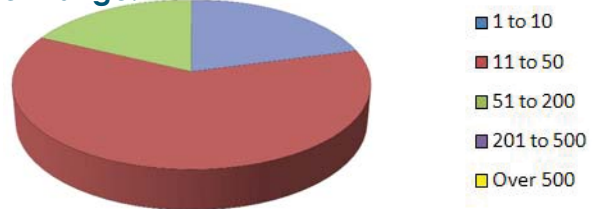
Sales:

Entry Price Point: $5,000 for 2 users
Sales Channel: Direct and a Partner in North America

Contsact:

Keith Jones or Bob Reynolds   email: salesinfo@inxsql.com
1117 South Cass Lake Road; Waterford, MI 48328
Phone: (877) 446-9775 ext. 201   web: www.inxsql.com

itelligence, Inc.
SAP Business All-in-One Software

itelligence is the international SAP full-service provider for the midmarket.   Specialties include SAP ERP, SAP Business All-in-One, SAP Business ByDesign, SAP BI. Employing over 1,800 dedicated employees, itelligence has successfully implemented SAP solutions to more than 3,000 midmarket customers around the world. In addition to consulting, development, and system integration in the SAP environment, SAP licenses, SAP application support, and SAP hosting services form the core of itelligence's portfolio.

Vertical Markets: Industrial Distribution; Electrical Distribution; and Food Distribution.

Functional Highlights:

With **it.wholesale**, an SAP Business All-in-One solution, itelligence supplies a comprehensive package comprising all the relevant processes and documentation to meet demand for an optimized, fast SAP implementation. These include preconfiguration for all commercial logistics processes (sales, purchasing, requirements planning and storage), industry enhancements such as cash processing (online), optimized procurement management, efficient controlling of returns processes (return cockpit), online integration of supplier catalogues, and customer card processing.

Technology:

Operating System: Unix (HP, IBM, Sun, Linux), Windows, System i
Database: MS SQL Server, Oracle, Informix, and maxDB
Presentation: GUI
Delivery: OnPremise or Hosted

Technology Highlights:

The integration and application platform SAP NetWeaver utilizes Internet standards such as HTTP, XML, and web services to help you bridge the gap between your business demands and your IT more expeditiously. SAP NetWeaver PI (XI) enables SAP and non-SAP systems to communicate and exchange data.

New Developments:

SAP Business ByDesign is SAP's new solution for small and medium-sized companies. The solution is easily adaptable and helps small companies to increase their efficiency by integrating and automating their core processes. SAP's Business ByDesign does not require installation on your own servers, due to its Software as a Service design the software is made available via the Internet, so you simply register to use it.

User Range:

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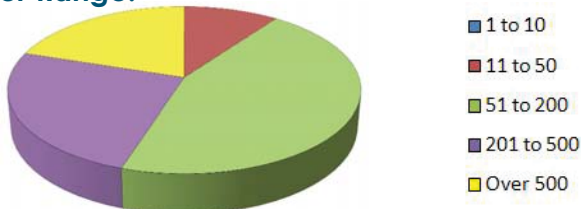
Sales:

Entry Price Point: Contact itelligence
Sales Channel: Direct worldwide

Contact:

Laure Poquette   email: laure.poquette@itelligencegroup.com
7870 East Kemper Road; Cincinnati, OH 45249
Phone: (630) 725-3340   web: www.itelligencegroup.com

Microsoft
Microsoft DynamicsERP and CRM

Microsoft was founded in 1975 and is the worldwide leader in software, services, and solutions. Microsoft Dynamics is a line of familiar, easy-to-use, integrated, adaptable enterprise resource planning and customer relationship management solutions designed to meet almost any business need. The Microsoft Dynamics solutions automate and streamline financial, business intelligence, and supply chain processes. All of Microsoft's solutions are delivered through a world-class network of specialized reselling partners.

Vertical Markets: Industrial Distribution (including Machinery, Chemicals, Hardware, Professional Equipment, and Paper); Consumer Packaged Goods; Food Service; Electronic Components; Furniture; and Apparel.

Functional Highlights:

Microsoft Dynamics ERP responds more rapidly to the changing business climate, enabling users to make timely and informed decisions. This solution delivers integrated financial, supply chain, human resource, and project management capabilities. While automated, user friendly Microsoft Dynamics CRM empowers employees to boost sales, satisfaction, and service.

Technology:

Operating System: Microsoft Windows
Database: MS SQL Server
Presentation: GUI
Delivery: OnPremise, Hosted with Perpetual Licenses

Technology Highlights:

Microsoft Dynamics ERP and CRM solutions work like and with familiar Microsoft products, which means less of a learning curve for employees and more time being productive. Microsoft's software can be accessed remotely through laptops, smartphones, and PDAs.

New Developments:

Microsoft Dynamics AX 2012 empowers people to anticipate and embrace change, enabling businesses to thrive. Microsoft Dynamics AX 2012 takes business intelligence a step further by making Microsoft SQL Server the default data management system throughout the application. This has the effect of unifying business data into a central system, and as a result companies can more easily spot trends that could lead to new investments or other changes.

User Range:

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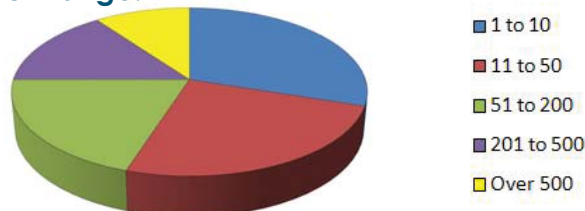
Sales:

Entry Price Point: See Resellers for pricing details.
Sales Channel: 100% Through Resellers: >600 Resellers in the U.S.

Contact:

Microsoft
One Microsoft Way; Redmond, WA 98052
Phone: (888) 477-7989   web: http://www.microsoft.com/dynamics/

NetSuite, Inc.
NetSuite Wholesale/Distribution Edition

Founded in 1998, NetSuite is the world's #1 leading SaaS business management system with over 10,000 organizations worldwide. NetSuite helps high-growth and mid-size companies run their entire business better, by providing one complete web-based system including accounting, inventory, shipping, order management, CRM, and Ecommerce. In 2011, NetSuite was named the Best Financial Management Solution by the Software and Information Industry Association (SIIA).

Vertical Markets: Wholesale Distribution; Manufacturing; Ecommerce; General Distribution; and Service and Consulting.

Functional Highlights:
NetSuite supports an entire company in a single, integrated powerful business management software solution. Key features include financials, inventory/shipping, Ecommerce, demand planning, global business management and reporting, services resource planning, and business intelligence.

Technology:
Operating System: supports any since cloud based
Database: supports any since cloud based
Presentation: Browser-based over the Internet
Delivery: Subscription-Based Software-as-a-Service (SaaS)

Technology Highlights:
NetSuite runs on multi-tenant, always-on SaaS infrastructure, which was developed with multiple layers of data redundancy to deliver comprehensive security and business continuity for the applications running on NetSuite's cloud. SuiteCloud is a comprehensive offering of on-demand products, development tools, and services designed to help customers and software developers take advantage of the significant benefits of cloud computing. With SuiteCloud, mid-size companies can run their core business operations in the cloud, allowing them to streamline operations and cut costs. SuiteCloud also helps developers target new markets quickly.

New Developments:
NetSuite version 2011.1 has enhanced functionality in inventory management, shipping, 3PL, manufacturing kitting and assembly, material resource planning (MRP), Ecommerce, workflow automation, demand planning, global business management, financials, CRM and SFA.

User Range:

- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500
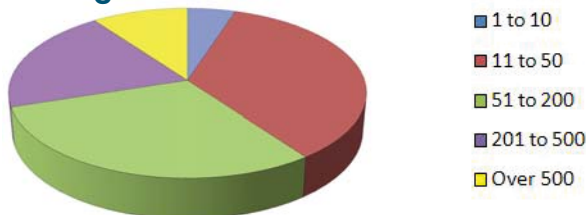
Sales:
Entry Price Point: $499/month base fee, $99 per user/per month
Sales Channel: Direct and Channel Resellers around the world

Contact:
Ranga Bodla   email: sales@netsuite.com
2955 Campus Drive; San Mateo, CA 94403
Phone: (650) 627-1000   web: www.netsuite.com/wholesale

Pronto Software International
PRONTO-Xi for the Distribution Industry

Pronto Software provides businesses with a broad portfolio of software and services. Their integrated business solutions can help you maximize productivity, streamline your supply chain, and deliver better service. By listening to customers, and to what their business needs, Pronto has created a smarter ERP solution that provides more access to more information when you need it. It gives you instant insights into your business performance, and helps uncover ways for you to reduce costs and increase profits.

Vertical Markets: Supply Chain; Retail; Manufacturing; Facilities Management; and Mining.

Functional Highlights:
PRONTO-Xi offers flexible, scalable performance and a strong base. Fully integrated business functions include financials, supply chain, retail, manufacturing, project costing management, service management, Customer Relationship Management, facilities management, e-Business, and Business Intelligence.

Technology:
Operating System: Unix, Linux, Windows
Database: IBM Informix, Oracle, MS SQL Server
Presentation: Windows
Delivery: OnPremise, Hosted, Software-as-a-Service (SaaS)

Technology Highlights:
PRONTO-Xi employs an architecture which allows it to operate effectively on a wide variety of platforms including UNIX, Linux and Microsoft Windows operating systems; IBM Informix, Oracle and Microsoft SQL Server databases and IBM industry leading Cognos 10 reporting suite. This means that PRONTO-Xi users have the freedom to choose the IT infrastructure that best suits their needs.

New Developments:
In PRONTO-Xi Business Intelligence solution, users are provided with tools to transform unmanageable volumes of data into easily understood, valuable information to help drive business decisions. Pronto has done all of the resource intensive, time consuming, and highly technical work normally associated with the integration of a BI solution to deliver PRONTO-Xi ready to go with an embedded IBM Cognos 10 BI solution that more than 23,000 leading companies use globally.

User Range:

- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500
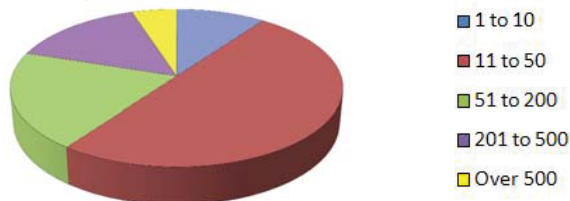
Sales:
Entry Price Point: Contact Reseller for licensing options
Sales Channel: Direct and Resellers throughout the world

Contact:
Terry Leister   email: terry.leister@pronto-software.com
Phone: (1) (888) 94PRONTO   web: www.pronto-software.com

SYSPRO makes ERP Software that provides complete control over the planning and management of all facets of your business.

For over thirty years, SYSPRO has been a leading provider of fully integrated software solutions to manufacturers and distributors. With a proven track record of managed sustainable growth, SYSPRO is operational in over 60 countries, across six continents with over 1500 channel and support partners.

Vertical Markets:
Aerospace; Automotive; Chemicals; Electronics; Food & Beverage; Machinery; Medical; and Metals.

Functional Highlights:
SYSPRO's solution includes Accounts Payable and Receivable, Activity Based Costing, Analytics, Bill of Materials, Blanket Sales Orders, Contact Management, Counter Sales, Document Flow Manager, Electronic Funds Transfer, Executive Dashboards, General Ledger, Inventory, Landed Cost Tracking, Lot Traceability, Office Automation, Projects & Contracts, Purchase Orders, Report Writer, Requirements Planning, Returns, System Manager, Trade Promotions, Workflow Services, and more.

Technology:
Operating System: Windows, Linux, Unix
Database: MS SQL Server
Presentation: GUI
Delivery: OnPremise and Cloud

Technology Highlights:
SYSPRO is one of the few mid-market business application vendors focused on developing a single source solution that does not require external applications to run the business. This single DNA ensures that the basic underlying structure and processes, as well as the look and feel have remained the same, making it easy for people to learn new features of the software and to grow and progress with the product over the years.

New Developments:
SYSPRO 6.1 is one of the most comprehensive ERP solutions in the market and contains over a thousand new features and functions. Their new, SYSPRO BusinessLive, is the uniquely customizable and scalable Software as a Service (SaaS) ERP solution that can be tailored to suit your business needs and budget exactly.
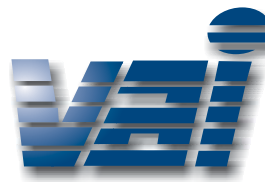
User Range:
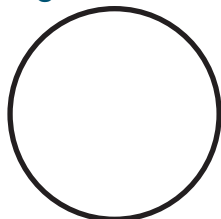
>14,000 Customers

Sales:
Entry Price Point: $32,000 for 5 users
Sales Channel: Direct and Channel Reseller

Contact:
SYSPRO   email: info@us.syspro.com
959 South Coast Drive; Costa Mesa, CA 92626
Phone: (714) 437-1000   web: www.SYSPRO.com

Since 1978, VAI has worked in partnership with business leaders to deliver quality software solutions for the wholesale distribution, manufacturing, retail, and service industries. VAI is an award-winning IBM Premier Business Partner and software developer in the mid-sized market. Their solutions provide the power of technology and the customization that companies need.

Vertical Markets:
Wholesale Distribution; Manufacturing; Retail; Food; Warehousing; eBusiness; Service and Repair; and Rental.

Functional Highlights:
VAI offers business enterprise solutions with specific modules in Distribution and Manufacturing including Order Processing, MRP, CRP, CRM, Sales Analysis, Forecasting, Purchasing, Inventory Management, Warehouse Management, Shop Floor Control, Account Receivable, Accounts Payable, General Ledger, Retail, EDI, eBusiness, Portal, and Business Analytics.

Technology:
Operating System: IBM i
Database: IBM DB2 SQL Server
Presentation: Rich GUI Client or Browser
Delivery: OnPremise, Hosted, Cloud

Technology Highlights:
Using Virtualization technology, VAI solutions leverage multiple operating systems including; IBM i, Linux, and Windows, to deliver a complete enterprise management solution that optimizes business performance. Utilizing development languages optimized for transaction processing, as well as environments optimized for Web-based and open source applications, VAI solutions provide dynamic infrastructure flexibility and allow for customization and simple integration with existing business applications.

New Developments:
VAI's new S2K Sales Force solutions allows users to integrate their enterprise data with mobile computing devices, such as the new Apple iPad and iPhone, giving their field sales force easy access to customer and product information at the point of customer contact. With S2K Analytics, users can create powerful dashboards and reports that allow them to make better business decisions.

User Range:
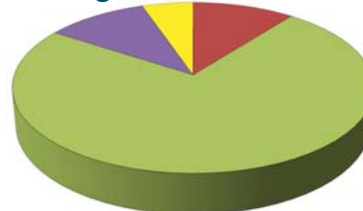
- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500

Sales:
Entry Price Point: $22,500 for 10 users
Sales Channel: Direct and Resellers Worldwide

Contact:
Maggie Kelleher   email: mkelleher@vai.net
120 Comac Street; Ronkonkoma, NY 11779
Phone: 1 (800) 824-7776 ext. 241   web: www.vai.net

BROWN SMITH WALLACE CONSULTING GROUP
DISTRIBUTION SOFTWARE GUIDE

BROWN SMITH WALLACE CONSULTING GROUP
MANUFACTURING SOFTWARE GUIDE

MANUFACTURING SOFTWARE GUIDE

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

Software4Manufacturers.com

The online version includes more extensive information about each vendor, the applications, and their functionality to assist in research projects. Vistors can utilize the Compare Features tool to evaluate more than 56 categories of features side-by-side.

DISTRIBUTION SOFTWARE GUIDE

The industry standard Distribution Software Guide, developed by the Brown Smith Wallace Consulting Group, has helped countless distributors select distribution software packages for more than 21 years.

Presented in two formats, the Guides reach more than 16,000 annually via the printed versions and more than 50,000 visitors online. This one-of-a-kind compilation serves as the primary resource for detailed distribution software research in hundreds of software selection projects.

More than 44 endorsing trade associations, buying groups, and education institutions receive complimentary copies of the Guides, creating a circulation of at least 8,000 annually.

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

ABOUT THE CONSULTING GROUP

The Brown Smith Wallace 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.

Software4Distributors.com

Years of refinement have led us to create an online solution to help users identify potential solutions by browsing through vendors, applications, and vertical markets. When using our 4 step process visitors can create a detailed side-by-side feature matrix in helping to Research, Compare, Evaluate, and Analyze software choices.