

Epicor

Distribution Overview

Epicor is a proud partner of:



EPICOR[®]
Business Inspired[™]



“Epicor Distribution just fits our industry - we haven’t found anything we can’t do with it.”

Steve Rairdon, IT Manager | Adele Wholesalers Inc

Epicor Distribution

Inspiring Performance in the Supply Chain

Epicor understands that as your customers demand more product options, heightened quality and shortened lead times, it can be increasingly difficult to drive business performance that maximises profit. Delivering on these expectations with flawless execution and minimal business interruption defines your success and the success of the intricately woven supply chain that supports it.

Epicor understands this delicate balance and has developed an end-to-end solution with the right tools to efficiently procure, assemble, ship and deliver the goods your customers want, when they want them. It's one thing to understand the supply chain management (SCM) needs of your organisation, but executing at peak performance requires embedding the supply chain processes within an effective and efficient enterprise solution.

Epicor Distribution, a leading enterprise software solution for distributors, combines the power of Microsoft® SQL Server® and the familiarity of Windows® in a solution designed to meet distributors' specific business needs.

Inspired distribution
Inspire the supply chain

Epicor Distribution offers you a full range of order management, supply chain and warehousing capabilities, built within a single business platform, based on industry-leading technology.

Epicor Distribution provides you with a complete enterprise software solution that takes your business from order entry to the warehouse, from financial management to purchasing and ties everything together with comprehensive inventory management functionality that keeps your business running smoothly, effectively and successfully.

Epicor goes beyond developing technology: we employ people with industry expertise to help you achieve results and give you an edge over the competition. With more than four decades of experience in distribution and more than 7,000 distributors using an Epicor solution, we are one of the leading technology partners for the distribution industry.

Combined, you have the one-two punch needed to compete in today's increasingly global marketplace.



Financial Management

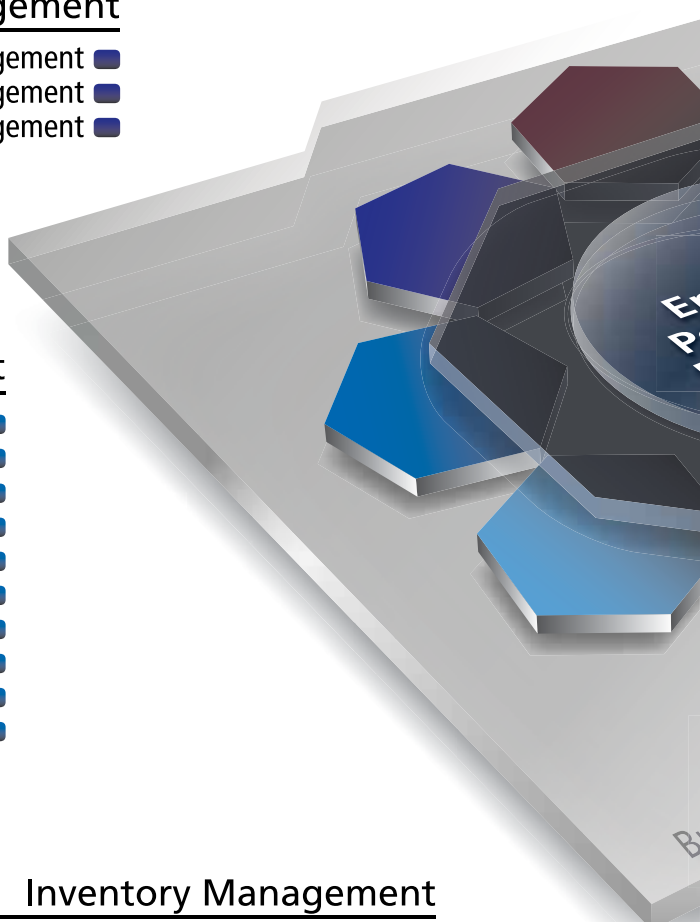
- General Ledger
- Accounts Payable
- Accounts Receivable
- Tax Connect

Customer Relationship Management

- Contact Management
- Lead and Opportunity Management
- Marketing Management

Order Management

- Quote Management
- Order Management
- Pricing Matrix Management
- Advanced EDI
- Front Counter Sales
- eCommerce and Mobile
- Cut Product Management
- Automatic Allocation
- Rebate Tracking
- Commissions Management



Inventory Management

- Advanced Demand Forecasting
- Demand Replenishment Planning
- Branch Transfer Management
- Physical and Cycle Counting
- Return Goods Management
- Dynamic Bin Management



System-Wide Business Management

- Multi-Location
- Multi-Company
- Multi-Branch
- System Alerts
- DynaChange Screen Design
- E-mail Integration
- Pricing Service
- Document Linking
- Transaction Audit Trail
- DynaChange Rules and Portal

Reporting and Analytics

- Business Intelligence
- Executive Metrics
- 200+ Standard Reports
- Real-time Browser-Based Reporting
- Import/Export Data

Service Management

- Contract Management
- Warranty Management and Control
- Maintenance Scheduling
- Service Order Management
- Serialized Repair History
- Return Material Authorization

Purchase Management

- Vendor RFQ Management
- Direct Ship and Special Purchases
- Landed Cost
- Freight Cost Allocation
- Vendor Rebate Tracking

Warehouse Management

- Shipping and Receiving
- Wireless Transaction Processing
- License Plating/Tagging
- Multiple Pick Methods
- Cross-Docking

Designed for Your Industry

Epicor Distribution is designed to address the various distribution processes encountered in today's ever-changing, dynamic supply chain. Epicor has been providing industry-leading solutions for emerging distributors, mid-sized companies and subsidiaries of large multinationals for more than four decades. Scalable and modular, with rich feature sets, Epicor Distribution can support your company's growth with rapid implementation and easy expansion, no matter the size or diversity of your supply chain.

Epicor Distribution is uniquely positioned to manage the requirements of multiple distribution industries, including:

- Electrical
- Fasteners
- Fluid Power
- HVAC
- Industrial
- Janitorial and Sanitary
- Medical Supplies
- Paper and Packaging
- Petroleum
- Pharmaceuticals
- Plumbing
- Tile and Flooring
- And many more

In addition, Epicor is either a member of or preferred provider to more than 40 US-based industry such as A-D, CDI, CTDA, DPA, Eaton, FPDA, HIDA, IDC-USA, STAFDA, TUG, NAW, NAED, ISA and IDEA.

“We have one system that links us to our customers and I see that as a great differentiator between us and our competition.”

Michael Hall, Executive Director | Home Appliances/Sydney

Order Management

Order entry

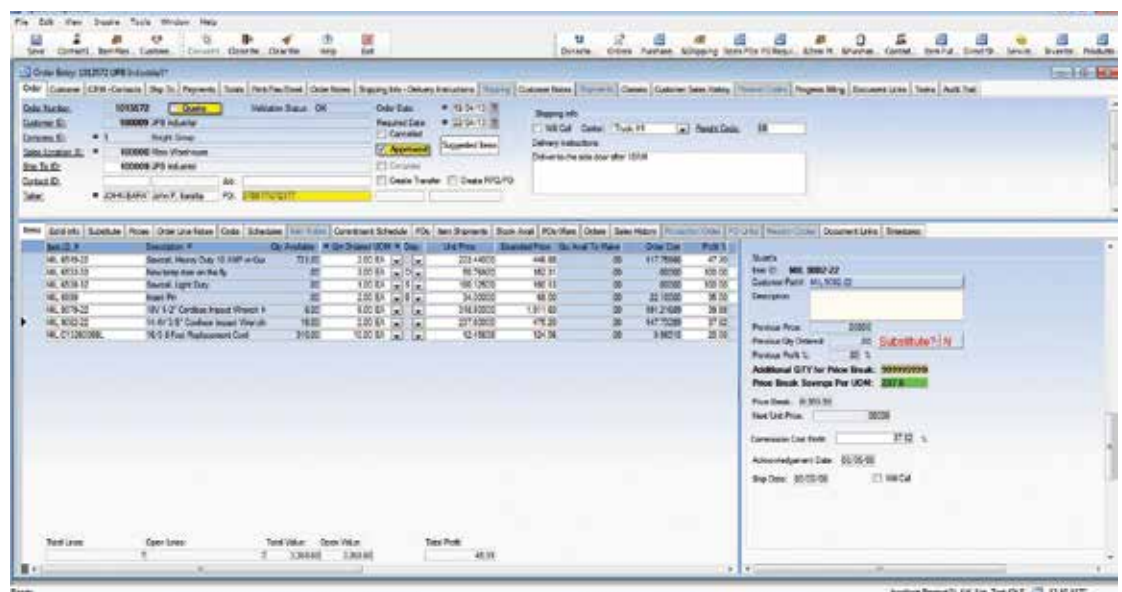
Your order management processes directly affect your customers and how they view your business. Customers demand faster, better service and will go elsewhere if you can't meet their needs.

Epicor Distribution enables you to complete the entire order entry process from one screen:

- Enter quotes and orders
- Convert quotes to orders
- Expedite orders
- Cheque stock
- Search price and availability requests
- View past invoices
- Verify shipping preferences
- And more

Whether orders are entered at the counter, remotely via a mobile computing device or laptop, or over the Web, information goes directly into your Epicor Distribution solution for faster processing—eliminating re-keying errors.

With the built-in ability of Epicor Distribution to suggest accessory items and substitutions, you will not only grow your margins, but even your most inexperienced salespeople will sound like seasoned pros. You can link product information, such as material safety data sheets (MSDS) or product specification sheets, to item codes and send that information directly from the system to the customer to confirm they will get exactly what they want. You can also provide value-added services with D kitting and light manufacturing capabilities.





360° Epicor

Customer Relationship Management

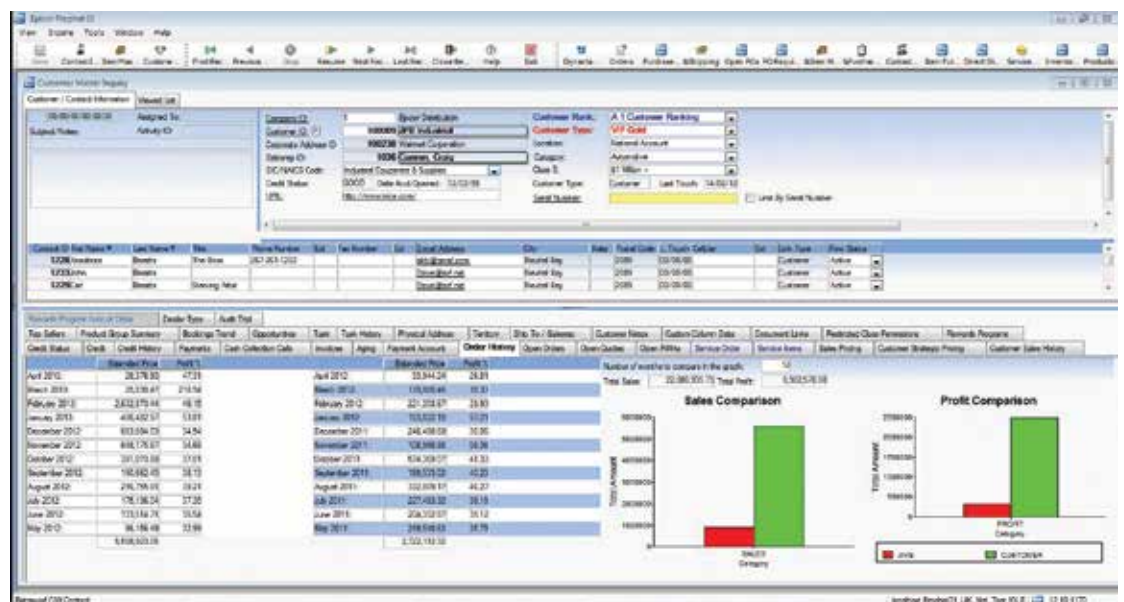
In order to succeed in today's fast-paced business world, providing customers with excellent personal service is a must. Today, many distributors are turning to Customer Relationship Management (CRM) tools to help their business recognise and provide customers with the attention they deserve.

CRM tools allow you to access information quickly and efficiently, so you can streamline your day-to-day processes, while improving customer service.

Epicor takes a three-pronged approach to CRM: The first is sales force automation, where your sales representatives have the lead generation tools to manage their pipeline and upsell to customers. You can track lead/sales progress by defining opportunities and reporting on your sales reps' pipelines.

The second part of our CRM approach is contact management. This goes beyond maintaining customer addresses and phone numbers to actually tracking customers' buying habits so you can anticipate their needs.

Finally, CRM includes marketing capabilities, such as tools that allow you to fax and e-mail from the solution, generate lead generation call lists, and most importantly, manage call centre activity, enabling you to increase your customer base at a minimal cost.





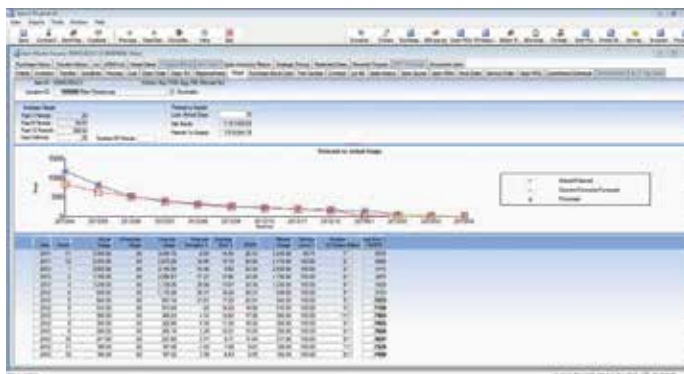
Inventory Management

Your single biggest business investment, the inventory in your warehouse, is at the heart of your company. Too much of something and you don't have room for what your customers want. Run out of an item and it could cost you lucrative business.

Epicor enables you to balance your customer service needs while maximising your return on investment, by increasing inventory turns and reducing your inventory investment.

Multiple and dynamic inventory replenishment methods provide you with the flexibility to lower carrying costs, minimise excess or obsolete inventory, improve cash flow and increase customer service levels.

In addition, the solution captures information on inventory changes, allowing for accurate data when making purchasing decisions. If you have multiple branches, you can even centralise your inventory with the regional distribution center inventory management capabilities, enabling you to reduce overall inventory levels.

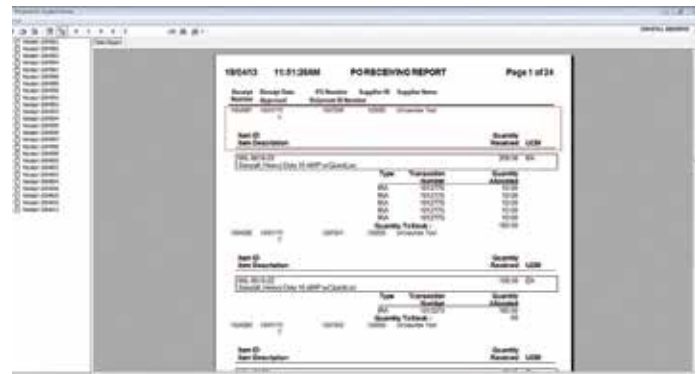


Warehouse Management

With all the activity that goes on in your warehouse, keeping inefficiencies out of your processes is a must if you want to maximise your profitability and minimise losses.

Distribution warehouse management tools provide flexible, real-time control and efficiency—from receiving through shipping. A powerful range of features manages warehouse activities—including receiving, cross-docking, put-away, picking, inventory adjustments, cycle counts and much more. Business transactions affecting the warehouse are automatically generated and processed without re-keying information—saving time and reducing errors.

These processes are further streamlined by alerting warehouse personnel of customer pick-up at front counter operations.



“To be considered best-in-class, you need partners that are best-in-class, and Epicor delivers.”

Mark Shannon, Vice President & Owner | Tower Fasteners

Purchase Management

Whether you have one warehouse or dozens, effective purchasing processes can vastly improve your customer service and sales.

Epicor Distribution centralises the purchasing process, enabling you to optimise buying power and inventory levels. Buyers can qualify the return on promotions or forward buys, allowing you to increase customer service levels in relation to costs and to focus your efforts on items that are earning you the highest profits.

A variety of purchasing scenarios, including vendor substitutions, discounted items, drop ships and specials, allow you to adjust your processes to meet your customers' ever-changing needs—all while controlling your costs. In addition, Epicor supports overseas procurement and landed costs associated with buying goods from foreign manufacturers.

Item ID	Description	Qty	Price	Status	Warehouse	Order Date	Ship Date	Supplier	Item Code	Unit Price	Total Price	Order Type	Order Status	Order Number	Order Date	Order Total	Order Type	Order Status	Order Number	Order Date	Order Total
1483000000	1483000000	100	100.00	EA	EA	2023-10-01	2023-10-01	100	100.00	100.00	EA	EA	EA	100	2023-10-01	100.00	EA	EA	100	2023-10-01	100.00
1483000000	1483000000	100	100.00	EA	EA	2023-10-01	2023-10-01	100	100.00	100.00	EA	EA	EA	100	2023-10-01	100.00	EA	EA	100	2023-10-01	100.00
1483000000	1483000000	100	100.00	EA	EA	2023-10-01	2023-10-01	100	100.00	100.00	EA	EA	EA	100	2023-10-01	100.00	EA	EA	100	2023-10-01	100.00
1483000000	1483000000	100	100.00	EA	EA	2023-10-01	2023-10-01	100	100.00	100.00	EA	EA	EA	100	2023-10-01	100.00	EA	EA	100	2023-10-01	100.00
1483000000	1483000000	100	100.00	EA	EA	2023-10-01	2023-10-01	100	100.00	100.00	EA	EA	EA	100	2023-10-01	100.00	EA	EA	100	2023-10-01	100.00

Financial Management

Most people don't think financial management can make their business money, but good financial management can actually drive dollars to your bottom line.

General ledger

Epicor's real-time general ledger provides up-to-the-minute financial statements, giving you a better handle on your company's financial situation as business is transacted—allowing you to be proactive instead of reactive.

Financial reports can be run daily with drill-down capabilities that allow you to access historical information for faster auditing. The real-time general ledger also eliminates laborious day, month, and year-end closing processes. Plus, multicurrency functionality makes it easier to do business wherever your business partners are located.



Accounts receivable

Cut your accounts receivable (AR) days with Epicor Distribution. Epicor enables you to track your customers' outstanding invoices and set alerts when days or balances exceed levels you set. Notes and follow-up capabilities provide a history of conversations to aid when making calls. Flexible posting methods make it easy to track whether a cheque is for multiple invoices or for consolidating several accounts under one corporate umbrella.

Accounts payable

Epicor streamlines your accounts payable (AP) processes by directly integrating your inventory receipts and purchase orders. Cheque processing and payment processes ensure that you don't lose discounts and that bills are paid on time. Furthermore, you can choose payment types by either vendors or invoices. Rebates are tied directly to order processing for accurate reports so you can maximise the amount of money you earn.

“With great support and commitment to constantly evolve their solutions, Epicor is as dedicated to our success as we are.”

Darren Crandell, Operations Manager | Wabash Electric Supply

Performance Management

You can't make good decisions using bad data. Epicor Distribution includes robust tools to direct activities and improve decision making.

Workflow provides the flexibility your organisation needs to map your business rules to your operational processes. You can monitor critical business events and immediately inform specified recipients, groups of recipients throughout your organisation, or recipients within your customer or supplier base.

You can set parameters so Epicor can send e-mail alerts to employees, customers, or vendors when critical order, shipping, purchasing, and accounting events occur, to speed communications and reduce costs associated with phone calls, faxes and manual reports. Simply put, workflow is an around-the-clock monitoring system that constantly oversees and compares the incoming and outgoing flow of data, enabling you to respond to changing events quickly and efficiently.

Epicor Distribution includes robust reporting tools to assist in improving decision making by summarising key data, identifying trends, and enabling forecasts. You set the parameters of each report within Epicor, including grouping, views and detail. With Epicor as/of reporting, there is no reason to print and file the reports you run, and you can view past reports at any time according to whatever date parameters you choose. You can also export the data to any off-the-shelf data access tool—such as Excel® or Access—to streamline data sharing.

Review Status	Customer ID	Customer Name	Item ID	Item Desc	Order Date	Order Qty	Order Amt	Order Status	Order Type	Order Date	Order Amt	Order Status	Order Type
Open	85000	AMB Telecommunications	0849-0243	Receiv Sep 2408 Egg TMF Mover Bar	Richard Hooper	4,355.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	0849-0243	Receiv Sep 2408 Egg TMF Mover Bar	Richard Hooper	00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	2171-01-70	0 Ring Nails General P 40 to 275 Dn	Richard Hooper	11,868.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	3422-0117-70	0 Ring 618 Low Ring P 40 to 225 Bulk	Richard Hooper	1,978.70	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	3202-02-70-70	0 Ring 618 Intermediate A/C 200 Bn	Richard Hooper	12,892.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	3202-02-70-70	0 Ring Nails General P 40 to 225 Bn	Richard Hooper	10,000.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	3202-02-70-70	0 Ring Nails Gen P 40 to 225 Bn	Richard Hooper	1,891.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	3202-02-70-70	0 Ring Nails PEX 1/2" x 1/2" 180 Bn	Richard Hooper	12,769.75	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	344888-0203-70	Wedge 1/4" x 1/4" P/B	Richard Hooper	10,870.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	344888-0203-70	Wedge 1/4" x 1/4" P/B	Richard Hooper	10,377.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	32146-1212	Adv. 4" x 2 1/2" x 12" 1804 12" Bubble Pack	Richard Hooper	1,180.70	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	32146-1212	Adv. 4" x 2 1/2" x 12" 1804 12" Bubble Pack	Richard Hooper	87,970.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	85-3870	315 CTY 12 1/2" x 12 1/2" 400	Richard Hooper	12,760.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	85-3870	315 CTY 12 1/2" x 12 1/2" 400	Richard Hooper	12,760.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	874463	Deck Nails Gen. 4" x 100 Gr 200	Richard Hooper	1,143.43	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	CELL 103	P/WHK Right Angle Nutrun 1/2" x 1/2"	Richard Hooper	161,800.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	CEL 103	Safety Whiting Glue Large	Richard Hooper	4,800.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	CEL 103	Safety Whiting Glue Medium	Richard Hooper	18,300.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	CEL 103	Safety Whiting Glue Jc	Richard Hooper	140,000.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	COFF 1201	COFFER P/B 2" x 2" 200 P/B 1 HD	Richard Hooper	80,000.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	58-125-25	5 1/2" x 20 18000 Conduit	Richard Hooper	1,870.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	5274-1000	200 MCHCable	Richard Hooper	301,000.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	500-1102	2.5 Ton 15 Saw 101 18000 02000 81/2	Richard Hooper	11,400.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	HC600010	10 Degree Side Sling Full Head Cotter	Richard Hooper	10,000.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	96L-018-22	Sawall Heavy Duty 12 1/4" x 1/4" x 1/4"	Richard Hooper	41,800.00	00	00	00	00	00	00	00
Open	85000	AMB Telecommunications	96L-043-01	Safety Serv. Reg 4000 200 100 100 100	Richard Hooper	501,100.00	00	00	00	00	00	00	00

Wireless Access

Epicor Distribution includes mobile computing functionality that enables remote employees to download key data from the solution and upload new information, such as orders, quotes and signatures from deliveries.

Remote order entry integration reduces the time your salespeople spend on paperwork, lessens the risk of re-keying errors, guarantees accurate pricing, and eliminates handwritten copies of orders.

Electronic signature capture enables your drivers to download shipping lists to a handheld device, collect signatures from customers as deliveries are made and upload them to the appropriate electronic file back at the office.

eCommerce

In today's electronic world, customers expect you to have a Web-based storefront in order to do business with them.

Epicor makes it easy to service existing and prospective customers 24/7 with its Web-based storefront solution for distributors, B2B Seller.

B2B Seller makes it possible for you to service customers as near as next door or as far away as the other side of the globe, without making the financial investment of opening a branch or hiring more staff.

Your customers can also use your secure Web site as their business system to keep track of what they ordered for their individual customers, and download accounting-specific information, including past invoices, into Excel spreadsheets—a value-added service that will make them loyal customers for years to come.

Integrated with Epicor Distribution, online orders are received directly into your enterprise software solution without intervention from your staff, saving time and avoiding costly re-keying errors. This not only increases sales and improves customer service, but also frees your customer service staff to focus on more profitable tasks, such as developing new customers.



“Epicor goes well beyond accounting to give us the information and powerful functionality to run our business more efficiently and profitably.”

John Sunderland, Vice President | Sunderland Brothers

“Our sales have increased by more than 60 percent in the seven years we’ve partnered with Epicor, and we plan to stay with them for many more—they’ve been a major part of our growth.”

Barry Reed, President | BR Supply

Wireless Warehouse Management

Further streamline your warehouse processes with the Epicor Wireless Warehouse Management Solution.

Developed exclusively for Epicor Distribution, this paperless warehouse solution brings a new level of accuracy to all warehouse processes, including receiving, cross-docking, put-away, adjustments, picking, cycle counting and inventory operations. You can enhance customer service by ensuring you get the right products out on time, every time, while improving operating efficiencies through directed warehouse activities. For example, with the Wireless Warehouse Management Solution, you can save time by picking a single order, multiple orders for different customers and transfer orders in a single pass through the warehouse.

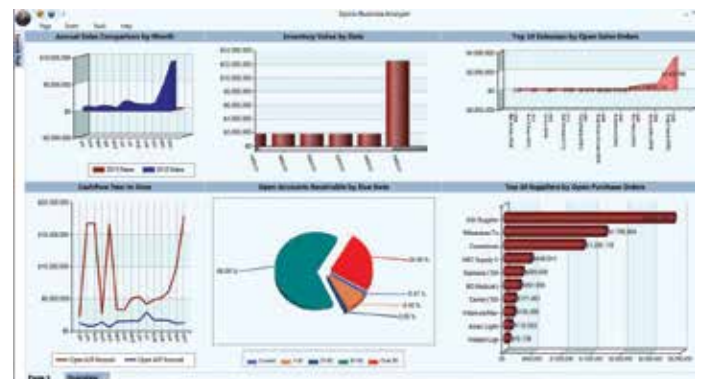
Because the Wireless Warehouse Management Solution is fully integrated with Epicor Distribution, you can implement one technology solution for all of your corporate needs. The graphical user interface provides a shorter learning curve than most character-based RF offerings.



Business Intelligence

In today’s fast-paced environment where information is expected to be immediate and up to the moment, external business intelligence systems simply can’t cut it. This is why Epicor has an extensive range of business intelligence applications built in to support both immediate tactical and long-term strategic decision making. The system provides real-time data that can be presented based on the user’s specific needs whenever and wherever the information is requested.

For example Epicor Business Analyser is an executive information solution that quickly summarises sales, inventory, accounts receivable, accounts payable and open orders, all while allowing you to set alerts whenever an activity falls outside a range you predetermine.

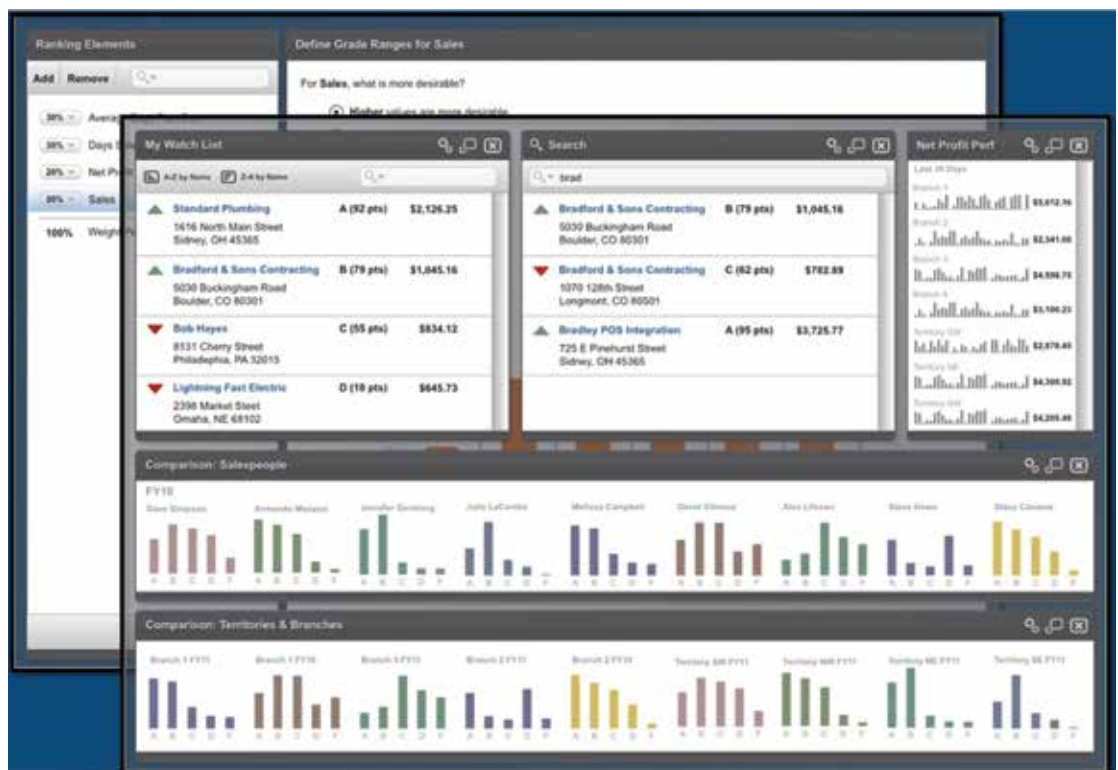


Customer Profit Analyser is a Epicor Distribution companion that protects a distributor's most profitable business relationships. By providing a true understanding of the total cost to serve each customer, CPA segments and grades individual customers, so distributors can make business decisions that favor the most profitable customers and avoid extending preferential treatment to (or educate those) high-cost customers that are detrimental to overall company profitability.

Strategic Pricing takes the guesswork out of finding the optimal price for an item. For every product, and every customer, there is a price that produces the optimal gross margin—the highest margin you can obtain while retaining the customer's business. What that price is depends on multiple factors, from the amount of business you do with a customer annually to the particular item being ordered. Up until now, determining that right price for every item has been a formidably complex task.

With Epicor Strategic Pricing, the task becomes as simple as a few keystrokes, and distributors can avoid the common pitfalls of either charging customers too little or too much for the products they buy. Strategic Pricing helps distributors transact at an optimal price—not too high, not too low, but just right, to protect the ever-delicate balance between profitability and customer satisfaction.

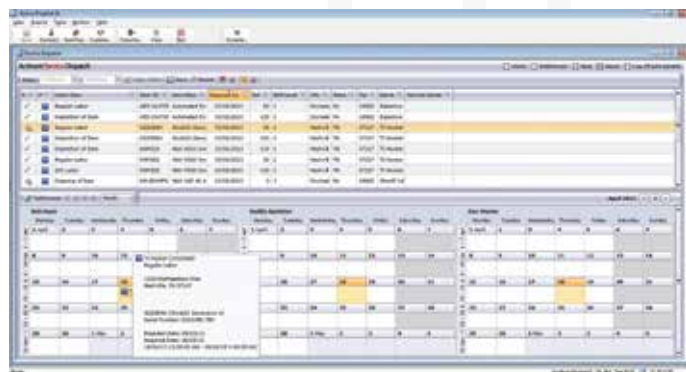
Optional features, such as Pricing Structure and Customer SKU services, further enhance the pricing optimisation functionality and help distributors to more tightly control pricing schedules. In addition to enabling optimal pricing, the Strategic Pricing module allows distributors to incorporate freight charges into their prices to further ensure that they do not “leave money on the table.”



Service and Maintenance

For those items that require attention after they've left the warehouse, Epicor offers Service and Maintenance for Epicor Distribution. Service and Maintenance helps you keep track of service contracts, preventative maintenance schedules, warranties and more, while monitoring service technicians' schedules and open service orders.

Fully integrated Service and Maintenance functionality automates and streamlines everything from tracking serial numbers to processing warranty claims, helping you simplify every step and serve your customers' needs from point of sale to time of service and beyond.

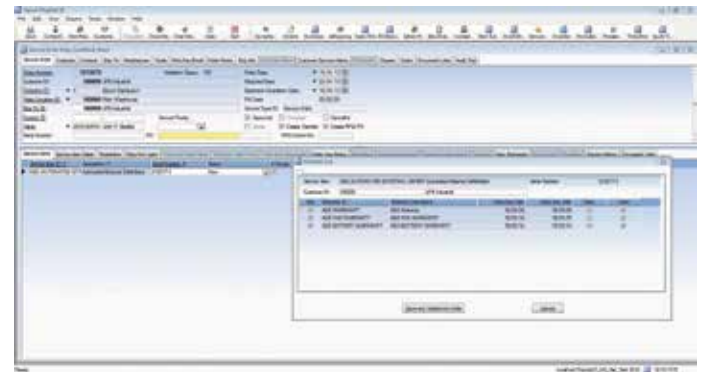


Shipping

Shipping is your lifeline to your customers—without it, orders back up, customer service suffers, and sales dwindle. Epicor offers several options to best meet your unique needs. From a comprehensive, multiple-carrier shipping solution to integration with a single carrier—Epicor can streamline your shipping processes.

This powerful functionality seamlessly coordinates order entry and shipping, streamlining a distributor's shipping procedures by eliminating the need to navigate between modules to enter order and shipping information. In addition, it minimises freight charges and increases shipping accuracy and throughput.

The integration with Epicor Distribution helps you improve customer service by providing value-added benefits such as tracking numbers and preprinted labels, and reducing the time it takes to process an order, so customers receive material more quickly.

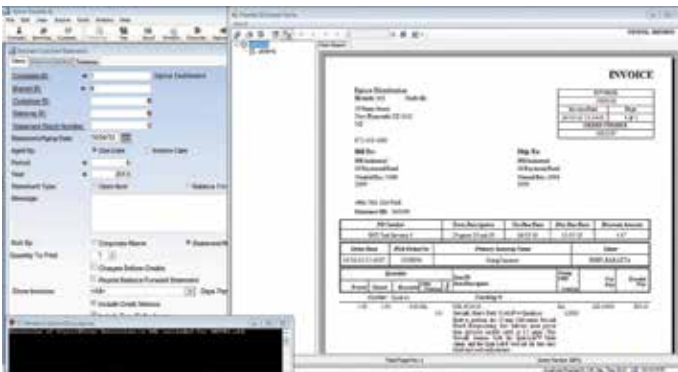


Document Imaging

Paper-intensive business processes such as those in Accounts Payable, where multiple copies of documents need to be filed, retrieved, reviewed, cross-referenced and distributed for approval, can be done electronically with *doc-link*™ for Epicor Distribution. This significantly reduces the consumption of paper and increases workflow efficiency. *doc-link* electronically captures documents, streamlines business processes using workflow; automates the distribution of all documents; reports and forms; and provides instant retrieval from the desktop.

Moving from paper to paperless is possible with *doc-link* because the different steps and the attendant paper involved in a typical PO-based, AP process can be managed electronically.

- The AP workflow process can be made more cost-efficient and time-efficient, as internally generated documents are captured directly into *doc-link*.
- Externally generated documents are brought into *doc-link* through scan, fax or other capture methods.
- Because the documents are electronically processed, anyone with security rights may access them from anywhere.



Integrated Credit Card Processing

The Epicor integrated credit card processing solution enables you to accept customer payments with credit cards directly into Epicor Distribution and receive immediate authorisation—saving your accounts receivable (AR) employees time and energy tracking down customers with bad credit information.

In addition to speeding the AR process, the integrated credit card processing solution can save you money by eliminating rental and maintenance fees associated with stand-alone solutions. You can also reduce expensive credit card fees by qualifying for bank card programs that reduce transaction rates.

Integrated E-Mail and Fax

Send faxes at the touch of a button without getting up and walking to a dedicated fax machine. With the Epicor integrated fax solution, you can send documents directly from Epicor Distribution either by fax or e-mail.

Integrated Forms

Have you ever thought about what your customers see when you send them important business documents such as quotes, order acknowledgements, packing lists and invoices? These documents are touchpoints to your customers and influence how they view your company. They should portray a high-quality, professional image. With the Epicor integrated forms solution, you can generate professional-quality, laser-printed documents “on the fly” and eliminate expensive, preprinted forms.



“Our Epicor solution has cut the time it takes to pull orders in half, which means we’re getting stock out the door much quicker than we did in the past.”

Jack Bailey, President and CEO | IDC

Technology Platform

In today's competitive environment, you need a solid technology foundation upon which to build a successful business. What's more, you need to have a platform that can scale, change and grow without substantial system modifications and cost to the business.

Epicor ICE is a modern and visionary technology developed by Epicor that enables users with enhanced levels of mobility, accessibility, and interactivity among business applications. Epicor ICE acts as a connector and an application builder, providing distributors with access to the latest applications and technical capabilities while still taking advantage of the industry-leading distribution functionality. It is a framework that underpins the application and enables you to personalise and change how information is utilised and presented without the need to make source code modifications.

Windows and SQL Server database are part of the overall framework. With the familiarity of most Windows-based solutions, Epicor Distribution is easy to learn, and when combined with the power of SQL, provides scalability, reliability, and real-time access to data from any off-the-shelf data analysis programs.

SQL's low cost of ownership and ability to grow with your business, linking branches and companies with one solution, make it a great choice from both short- and long-term perspectives.

In addition, the object-oriented, fourth-generation development environment allows Epicor to rapidly develop Epicor Distribution while maintaining high quality standards.

To further enhance the usability online help functionality is available on every screen. In addition, screens may be customised for individuals or groups of users to reflect your unique business processes. This allows you to control access of each screen and related data, ensuring that your solution always provides timely, reliable and secure information.

With each version of Epicor Distribution, extensive quality assurance testing and benchmarking studies prove the solution will function to its fullest when put to work in a distributor's business—no matter what the size.

About Epicor

Epicor Software Corporation is a global leader delivering business software solutions to the manufacturing, distribution, retail, and service industries. With more than 40 years of experience, Epicor has more than 20,000 customers in over 150 countries. Epicor solutions enable companies to drive increased efficiency and improve profitability. With a history of innovation, industry expertise and passion for excellence, Epicor inspires customers to build lasting competitive advantage. Epicor provides the single point of accountability that local, regional, and global businesses demand. For more information, visit www.epicor.com.

Feature List

Technology

- Unlimited number of users
- Integrates with Word, Excel and Outlook
- Multi-company capabilities
- Integrated forms
- E-mail directly from the solution
- Set workflow events
- Shortened learning curve with GUI
- Online help
- DynaChange screen customised
- Security controls
- Notes capabilities
- Time-stamp business transactions
- Audit trails
- Document imaging support

Order Management

Order Entry

- One-screen order entry
- Price and availability requests
- Quote conversion
- Release schedules/blanket orders
- Multiple location processing
- Integrated credit card processing
- Web-based order entry
- Front counter sales
- PDA order entry
- Non-stock item creation
- Unlimited item information
- Accessory items
- Multi-search functionality
- Substitutions
- View expected item-receipt date
- Kitting/light manufacturing
- View customer past orders and quotes

- Multiple ways to classify orders
- Date-sensitive
- Lot Billing
- Service and repair

Customer Relationship Management

- Track prospect and client information
- Contacts integrated with fax and e-mail
- Create labels and envelopes
- Create targeted mailing lists
- Create and follow up on tasks
- Multiple ways to look up customers
- Access key information from one screen

Pricing

- Complex pricing matrix
- Flexible pricing
- Contract/Job-based pricing
- Promotional pricing
- Second pass discounting
- Changes and exceptions
- Return goods authorisation
- Sales analysis

Inventory Management

- Multiple inventory replenishment methods
- Dynamic forecasting methods
- Convert non-stock items to stock items
- Flexible demand forecasting
- Cycle counting
- Return goods authorisation
- Regional distribution centres
- Transfer surplus items between branches
- Seasonal usage forecast
- Keep history of lead time at the local level
- Advanced demand forecasting
- Container receipt tracking
- Vendor Managed Inventory
- Distributor managed inventory/bin management

Warehouse Management

- Wireless inventory receiving
- Wireless inventory put-away
- Wireless inventory picking
- Wireless physical inventory
- Real-time cycle counting
- Wireless cross-docking
- Bar coding
- Label printing
- Tagging/license plating
- Integrated shipping manifest
- Generate transfers between locations
- Wave picking
- Batch picking
- Zone picking

Financial Management

General Ledger

- Real-time information
- Transaction drill-down
- Write financial reports
- Reverse entries
- Month- and year-end closing
- Export financial data to Excel

Accounts Receivable

- Online cash collections
- Consolidate corporate accounts payments
- Designate customers' invoice preferences
- Print collection notes on aged trial balance
- Track customer average days to pay
- Apply cash receipts to multiple invoices
- Convert foreign currency

Accounts Payable

- Automatic invoice reconciliation
- Process payments
- Process rebates

- Automatically reinstate vendor invoices for payment when voiding cheque
- Pull up inventory receipt by the external purchase order number
- Adjust inventory value with price discrepancies
- Set default purchase accounts
- Bank/cash account reconciliation

Purchasing

- Choose from multiple purchasing options
- Generate purchase orders for rush and drop
- Ship items during order entry
- Compute landed cost
- Conduct vendor substitutions
- Direct ship and special purchase orders
- Distribute freight-to-item cost by weight and/or quantity
- Track vendor rebate programs
- Create and track vendor RFQs

Reporting and Analysis

- Access more than 200 standard reports
- Export data
- Real-time browser-based reporting
- Epicor Business Analyser
- As/of reporting
- Print preview

Mobile Computing

- Enter orders and quotes remotely
- Delivery confirmation
- Report on productivity
- Cycle counting
- Distributor managed inventory
- Customer bin management
- Scan and verify

Internet Trading Network

Rationalised Hub

- Source items in real time
- Maintain your item codes
- Secure environment

Distributors Working with Manufacturers

- View availability information in real time
- Automatic order acknowledgements
- Enhance collaboration and information sharing
- Eliminate re-keying of information
- Automatically import invoices
- Receive electronic price updates
- Eliminate EDI VAN charges
- Conduct Vendor Managed Inventory
- Automatically process payables with reconciliation
- Streamline electronic funds transfers

Distributors Working with Distributors

- Expand geographic reach
- Maintain established relationships
- Eliminate EDI VAN charges
- Reduce dead stock
- Increase sales to other distributors
- Access better pricing
- Conduct integrated supply
- Increase available inventory without the capital investment
- Streamline the sourcing process

Beyond the Network

- Connect to managed inventory solutions
- Connect to other marketplaces
- Conduct Vendor Managed Inventory
- Integrate with end-users' systems
- Reduce EDI VAN charges

Web-Based Storefront

- Enable customers to enter orders online
- Password-protected logins for customers
- Conduct secure, online transactions
- Around-the-clock customer service
- Maintain customer favorites lists
- Publish online catalogs
- Integrate with your solution
- Access Web site with PDA

“Epicor understands what distributors face on a daily basis, and offers us the features and resources we need to improve how we do business.”

Beckl Charchenko, Owner | Team Packaging



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Epicor has a local team of employees that provide sales, services and support to customers throughout Australia and New Zealand. Contact details for Epicor regional offices are listed below.

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