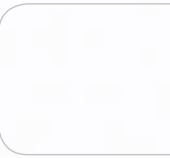


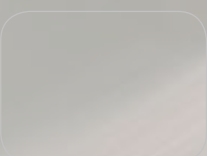
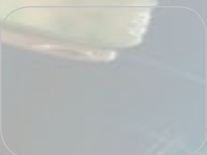
# Epicor Distribution Overview

Business without Barriers

**EPICOR**



Epicor can meet your business requirements today and has the flexibility to accommodate unseen opportunities in the future.





# Epicor Distribution

## Driving 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 more difficult to drive business performance that maximizes 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 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 organization, but executing at peak performance requires embedding the supply chain processes within an effective and efficient enterprise solution.

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 Web services execution. Epicor Distribution is complemented by a full suite of enterprise capabilities including customer relationship management (CRM), supplier relationship management (SRM), financial management, and assembly. Epicor Distribution benchmarks performance analysis and supports the needs of the agile distributor through flexible business process management (BPM) and visual workflow tools. Combined, you have the one-two punch needed to compete in today's increasingly global marketplace.

Epicor Distribution truly enables business without barriers.



# Distribution Expertise

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 20 years. 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 industries within a single solution including Consumer Goods, Pharmaceuticals, Chemicals and Allied Products, Industrial Machinery, Wholesales/Industrial, Automotive, Aerospace and Defense, Medical Device, Electronics and High Tech, HVAC, Furniture and Fixtures, Rubber and Plastics, and more. Epicor has experience working across all major industries and has developed solutions to fit the unique requirements for supplying to these industries with robust functionality including:

- Centralized customer relationship management
- Efficient multichannel sales order processing
- Streamlined fulfillment process for reservation or allocation of inventories with queue and task management of all transactions
- Full support of kitted items including engineered assembly requirements
- Multiple unit of measurement tracking throughout
- Extensive landed cost capabilities and container tracking
- Company, site, warehouse, and bin level visibility and management of inventory
- Extensive inventory management including cradle-to-grave serial and lot control, and item cross-reference
- Flexible cycle counting and physical inventory
- Numerous costing methods supported, including average, last, FIFO, lot, and standard costing
- Full support of radio frequency (RF) wireless data collection and barcode scanning for 40+ warehouse transactions, directed and/or user initiated
- Comprehensive supply chain management, including demand-driven purchase and kitting suggestions
- Optimized shipping encompasses carrier integration with FedEx®, UPS®, DHL, USPS, LTL
- Supports drop ship and cross-docking functionality
- Accurate and agile finance and accounting
- Customer and supplier portals, dashboards, business process management (BPM), and enterprise search to support enterprise performance management initiatives
- Support for global trade standards, country of origin, and RoHS compliance
- Global, multicompany, multisite, multiwarehouse deployment
- Customer and supplier managed inventories
- eCommerce integration
- Event-driven, highly configurable barcode print routines are embedded throughout the warehouse operations enabling standard and 2D label generation and RFID tag output
- Integration to material handling and equipment (conveyors, scales, etc.)

Epicor Distribution is a powerful yet easy to use distribution solution available to distributors worldwide. It's comprehensive, loaded with innovative tools to synchronize supply, and utilizes demand and fulfillment as a means to reach new, industry-leading levels of business performance.



## Business Anywhere: Global Solutions, Local Expertise

You face intense competition—from booming multinationals to aggressive, nimble smaller companies down the street. Epicor’s solutions are tailored to meet the unique needs of companies across a broad range of industries and sectors including distribution, hospitality, manufacturing, retail, and services. We have offices around the world gathering requirements, developing applications, implementing software, and helping companies deploy best practices to compete and comply in their markets.

Epicor provides a consistent, repeatable single-solution approach that integrates your corporate ERP with your divisions and operating locations. The world-class capabilities of Epicor applications enable the local, regional or centralized deployment of standard processes within a consistent, pervasive security framework. This ensures that operational information produced locally, from forecast to financials, cascades upwards into a single consolidated view of global activities that accurately reflects your organization’s performance.





## Raising Technology to the Business Level

Epicor's application of industry-leading technologies is at the core of its solution for worldwide distributors, Epicor Distribution. It is the foundation upon which businesses execute strategies and achieve objectives, operating seamlessly and effectively in the background, and enabling highly optimized business productivity.

Epicor has been a consistent leader and innovator for global enterprise resource planning (ERP) solutions built entirely on a true service-oriented architecture (Epicor *True SOA*<sup>™</sup>). Using this approach, "services" are self-contained, platform independent, pieces of business logic that can be dynamically located, invoked and used to configure and reconfigure processes, and improve integration of applications.

### **But what does that mean for your business?**

Evaluating the benefits of SOA, analyst firm Gartner, Inc. notes, "In the case of SOA, agility is represented by decreased time and cost of change. A significant majority of our survey respondents reported an increase in agility as a result of their SOA initiatives... More than 68% of organizations reported that SOA had a positive impact on their agility.<sup>1</sup>

<sup>1</sup> Gartner, Inc. "Survey Update: the Value of SOA," Daniel Sholler, W. Schulte, March 24, 2009.

# Designed for People. Built for Change. Ready for Business.

Next-generation enterprise applications are not just built for change, but are designed for people. Social computing and enterprise Web 2.0 tools are improving the business value for users by improving the user experience.

Epicor's industry-leading technology framework drives Epicor next-generation enterprise applications and melds Epicor *True SOA™* and Web 2.0 to meet the business requirements of today and offer the flexibility to accommodate unseen opportunities in the future.

Epicor's next-generation applications take businesses to the next level by leveraging innovative consumer Web concepts to deliver an agile, adaptable business resource that ensures maximum business productivity with minimal overhead. A resource that will not only grow and change with your business, but is designed to help you optimize your most important resources.



## Focus on Distributors

Epicor Distribution is built for enterprising distributors who strive to meet the challenge to be productive in an increasingly competitive business climate where meeting customer expectations requires agility and flawless execution to maximize margins. Innovative technologies from Epicor pave the way for today's businesses to streamline business processes internally while supporting complex supply chain connectivity initiatives that offer competitive advantage with greater visibility and performance driving integration.

Whether your business is emerging, midsized, or a subsidiary of a Global 1000 company, Epicor's comprehensive experience in providing solutions for these businesses, coupled with its focus on meeting the complex traceability requirements for key industries and geographies, minimizes the risk of adoption for your company.

# Epicor Distribution

## Financial Management

- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Fixed Asset Management
- Advanced Allocations
- Consolidations and Eliminations
- Tax Connect

## Customer Relationship Management

- Contact Management
- Lead and Opportunity Management
- Case Management
- Marketing Management
- Mobile Connect

## Sales Management

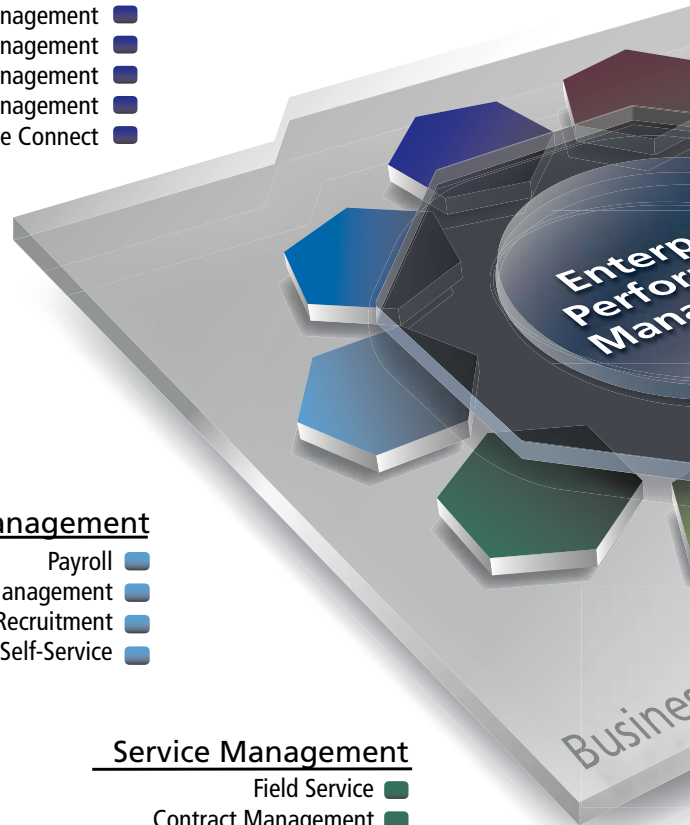
- Estimate and Quote Management
- Order Management
- Demand Management
- Advanced EDI
- Point of Sale
- eCommerce

## Human Capital Management

- Payroll
- Human Resource Management
- Training and Recruitment
- Employee Self-Service

## Service Management

- Field Service
- Contract Management
- Maintenance Management
- Returned Material Authorization



## Enterprise Performance Management

- Advanced Financial Reporting
- Budgeting, Planning, and Forecasting
- Operational Data Store and Data Warehousing
- Scorecards and KPIs
- Trackers and Dashboards

## Governance, Risk, and Compliance

- Risk Management
- Security Management
- Corporate Governance
- Global Trade Compliance
- Environmental and Energy Management



## Supply Chain Management

- Purchase Management
- Sourcing and Procurement
- Inventory Management
- Shipping and Receiving
- Warehouse Management
- Advanced Material Management

## Kitting and Assembly

- Work Order Management
- Quality Assurance
- Advanced Quality Management

## Planning and Scheduling

- Forecasting and Scheduling
- Material Requirements Planning
- Resource Management

## Project Management

- Project Planning
- Resource Management
- Time Management
- Expense Management
- Project Billing

## Product Data Management

- Bill of Materials
- Routings
- Revision Control
- Product Costing
- Product Lifecycle Management
- Product Configuration

## Business Architecture

- Service-Oriented Architecture
- Microsoft® .NET Framework
- Web Access, Mobile Access, Web Services
- Operating System and Database Independence
- SaaS, Hosted, and On-Premise Delivery
- Business Process Management
- Information Worker
- Service Connect
- Portal
- Web 2.0

## Global Business Management

- Multicompany Management
- Multicurrency Management
- Global Multisite Management
- Multilingual Data Management
- Master Data Management

## An Acknowledged Leader, a Proven Solution

Epicor Software (NASDAQ: EPIC) is a global leader delivering business software solutions to the manufacturing, distribution, retail, hospitality, and services industries. With 20,000 customers in over 150 countries, Epicor provides integrated ERP, CRM, SCM, and enterprise retail software solutions that enable companies to drive increased efficiency and improve profitability. Founded in 1984, Epicor takes pride in more than 25 years of technology innovation delivering business solutions that provide the scalability and flexibility businesses need to build competitive advantage. Epicor provides a comprehensive range of services that promote rapid return on investment and low total cost of ownership, whether operating business on a local, regional, or global scale.









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

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