VERTICENT

Distribution Plus
Enterprise Software
Forged From Experience

Benefits from Distribution *Plus™*:

- Customer profiling with work benches help your CSR's know what's going on with the customer at the click of a mouse.
- Chemical and physical properties of material are compared against customer's specifications to recommend all the materials available to meet the demand.
- Certification and test reports are available on-line and can be viewed with a click of a mouse.
- Material Optimization accurately determines the best tag to meet the customer order whether it's a simple cut, slit, fabrication, or nested order.

Verticent's enterprise application software solution entitled ERP *Plus™* integrates back-office applications for manufacturing, distribution and financials with front-office applications for customer support and sales force automation. ERP *Plus™* is an internet-enabled software suite that extends communications across your entire organization and throughout your virtual supply chain. Verticent is focused on developing software solutions that enable users to know, understand and respond to their customers, suppliers, partners and employees.

Distribution *Plus™* enables your organization to tighten and enhance your back-office order management, shipping, receiving and inventory tracking operations – which leads to better overall levels of customer satisfaction and improved profit. As a fully integrated member of Verticent's ERP *Plus™* suite, Distribution *Plus™* touches several key areas of customer communications and enables back-office personnel to share specific customer data with manufacturing, finance, sales and customer service departments. With Distribution *Plus™*, you'll do business on a per customer basis – and deliver beyond their expectations.

GATEWAY TO YOUR CUSTOMERS
Your organization's distribution hub is the gateway to customer satisfaction – and you can meet, and beat, their expectations by delivering the right products to the right people, at the right time.

Start by setting proper expectations. Distribution *Plus™* provides up-to-the-minute information about on-hand inventory, in-transit inventory, replenishment orders, manufacturing schedules and lead times – all of which are important in communicating correct delivery times to your customers. And whether your enterprise operates from one central location – or 100 around the world – Distribution *Plus™* allows you to serve each customer individually.

Multi-site support in Distribution *Plus™* is powered by a distributed integrated architecture that provides enterprise-wide visibility – regardless of geographical or time zone restrictions. Now, your entire enterprise has up-to-the-minute distribution information at their disposal.

INTERNATIONAL SUPPORT
Business today lives on a global scale and Distribution *Plus™* is ideally suited for companies competing on the world stage. International capabilities include full multi-currency support, international date formats, international phone number and address formats, customs documentation, tariffs and more.

PRICING PARAMETERS
Internationally or domestically, Distribution *Plus™* supports multiple pricing parameters. Via the intuitive *Price List Work Bench*, you now can easily manage complex pricing models with a user-friendly interface. Here, you'll associate unlimited price lists with any level of the item or customer hierarchy as well as with customer type. Distribution *Plus™* also supports promotional and cumulative pricing.

CUSTOMER COMMUNICATIONS
Effective, efficient communications with your customers is critical to their satisfaction. Output documents and forms can be printed, faxed or e-mailed automatically to improve the delivery time of critical supply chain information.

Electronic Data Interchange (EDI) and XML support also allows you to electronically exchange purchase orders (PO), invoices, material release schedules, shipment authorizations and advance shipping notices with your customers. These documents can be transmitted via a traditional value added network (VAN) or the Internet.

CUSTOMER PROFILES
To serve your customers better, you must know them intimately. As part of the entire suite of ERP *Plus™* solutions, Distribution *Plus™* enables you to store and share customer information throughout your entire enterprise – and even across your virtual supply chain.

Customer profiling capabilities in Distribution *Plus™* allow you to define a wealth of information about your customers: their market segment/customer type, organizational hierarchy, shipping and billing preferences, payment terms, multiple contacts, locations and other user-defined attributes.

ORDER PROCESSING
Empower your back-office distribution personnel to set, meet and beat customer expectations. With order processing functionality in Distribution *Plus™*, you can properly declare promise dates, ship the proper product – and deliver on time improving customer satisfaction and your company profitability.

ORDER CONFIGURATION

Distribution *Plus*™ order processing capabilities enable you to quickly enter, clone, track and maintain sales orders, blanket orders, and hold and release orders. You also can authorize credit/debit memos, check credit online and manage returned goods.

ORDER INQUIRY

The *Order Inquiry Work Bench* provides all users with powerful inquiry capabilities – allowing them to answer virtually any question about the status of a customer order. Here, users can specify search criteria to find particular customer orders – fast. The *Order Inquiry Work Bench* helps your entire company present a single, consistent face to your customers.

ENHANCED QUOTE GENERATION

Distribution *Plus*™ makes it easy for everyone in your enterprise to enter, clone and track sales quotations. Now, your organization can view quote histories and automatically turn quotes into active sales orders.

Also, enhanced quote capabilities for attribute-enabled items allow you to enter, view and print specific attribute values for those items in Distribution *Plus*™. Once sales orders are configured and orders are shipped – you can produce invoices and acknowledgments easily and on demand.

B2C ORDER ENTRY

In addition to maintaining business-to-business accounts, you can use Distribution *Plus*™ to setup and track *Consumer* accounts. To facilitate business-to-consumer (B2C) order processing, Distribution *Plus*™ automates the tasks of B2C order entry and customer setup. With Distribution *Plus*™ order entry capabilities, you can track *Consumer* e-mail addresses, first name, middle name, last name and multiple phone numbers – and once entered, Distribution *Plus*™ can search via these criteria.

The new *Quick Customer Setup* window in Distribution *Plus*™ helps speed the order entry process. This window allows you to enter minimal customer information so the order entry process remains uninterrupted. Also, the *Quick Customer Setup* function automatically populates *City* and *State* fields when just a zip code is entered. Spend more time dealing with your customers, not on data entry.

INTEGRATED CREDIT CARD AUTHORIZATIONS

With Distribution *Plus*™ you have the ability to accept credit card payments and authorize them online or offline. It also produces reports you can use to reconcile with the credit card companies.

SHIPPING AND RECEIVING

Don't keep your customers guessing. Distribution *Plus*™ enables your organization to know exactly what's been shipped, to whom and when it's expected to arrive. The system also helps you track your shipping costs and in-bound shipments.

Distribution *Plus*™ allows you to define carriers, shipment methods, freight rates and customer routings. It also provides pick lists, pack lists, bills of lading, customs documentation and more – all designed to take the guesswork out of your shipping and receiving operations.

DROP SHIPMENT CAPABILITIES

Distribution *Plus*™ provides a comprehensive, automated means to processing drop ship orders. Key features include a method for separating drop ship line items within a regular order type, automatic purchase requisition generation, split lines for partial amounts to be drop shipped, and vendor notification of shipment. Distribution *Plus*™ also verifies the vouchering of drop shipped PO's to ensure correct entries and amounts are transferred to Financials *Plus*™.

INVENTORY MANAGEMENT

Distribution *Plus*™ delivers complete visibility into inventory availability across multiple warehouses and distribution centers. Now you can proactively manage inventory in multiple locations and track all inventory movements, transfers, replenishments and movement histories via serial number, lot number, heat number or revision. Precise inventory management helps your company prepare for, and conduct, business in the e-economy.

RADIO FREQUENCY (RF)/BAR CODE CAPABILITIES

To assist inventory tracking and management, Distribution *Plus*™ features advanced RF/bar code functionality. It provides the following RF-enabled transactions to facilitate easy data collection: *Inventory Move within a Facility*, *Print Location Labels*, *Shipping*, *Inventory Move*, *Physical Inventory* and *Cycle Counting*.

Other Features of Distribution *Plus*™:

- Blanket Orders
- Available to Promise (ATP)
- Credit Memos
- Debit Memos
- Physical Inventory
- Carrier & Freight
- Customer Routings
- Freight Automation / Interface
- Invoicing
- Sales Tax Automation / Interface
- Marketing and Sales
- Sales Organization and Hierarchy
- Royalty and Commissions
- Sales Reporting & Analysis:
  - Bookings
  - Taxes
  - Margins
  - Open Orders
  - Backlog
  - Shipments
  - Performance