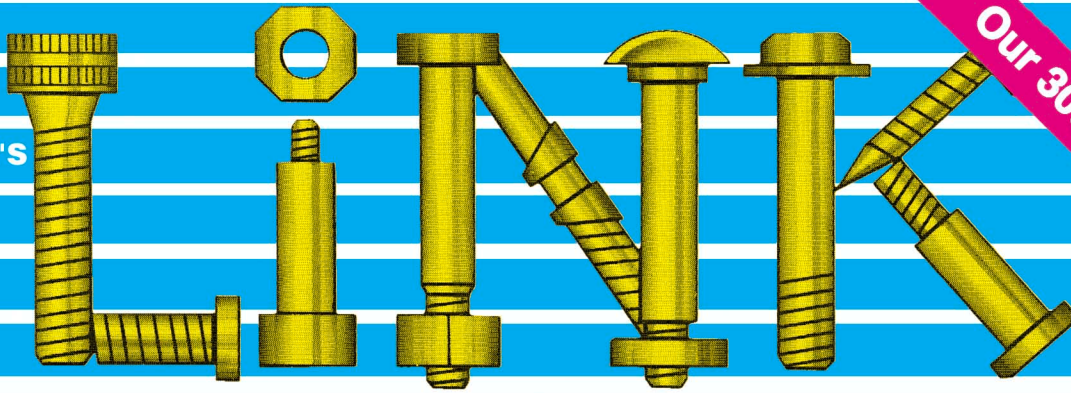


THE  
DISTRIBUTOR'S



Our 30th Anniversary!

THE NATIONAL MAGAZINE FOR FASTENER DISTRIBUTORS

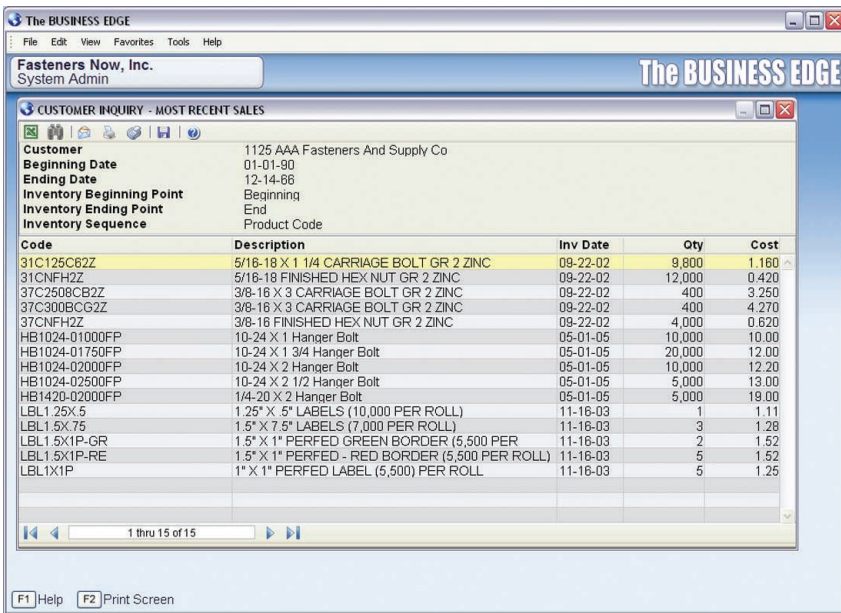
# The BUSINESS EDGE

*The Best Software for Tracking your Hardware*

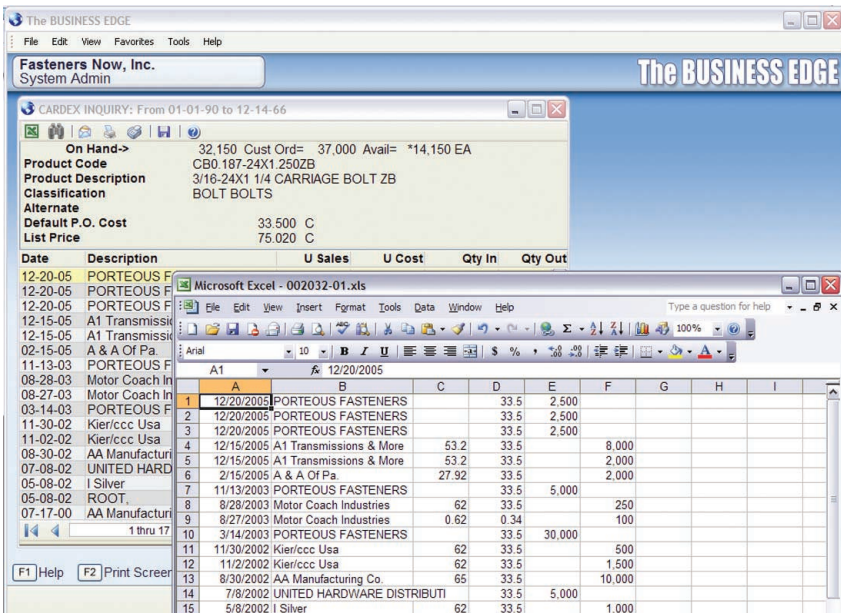


**Backed by the Industry's Most Dedicated Support Team**

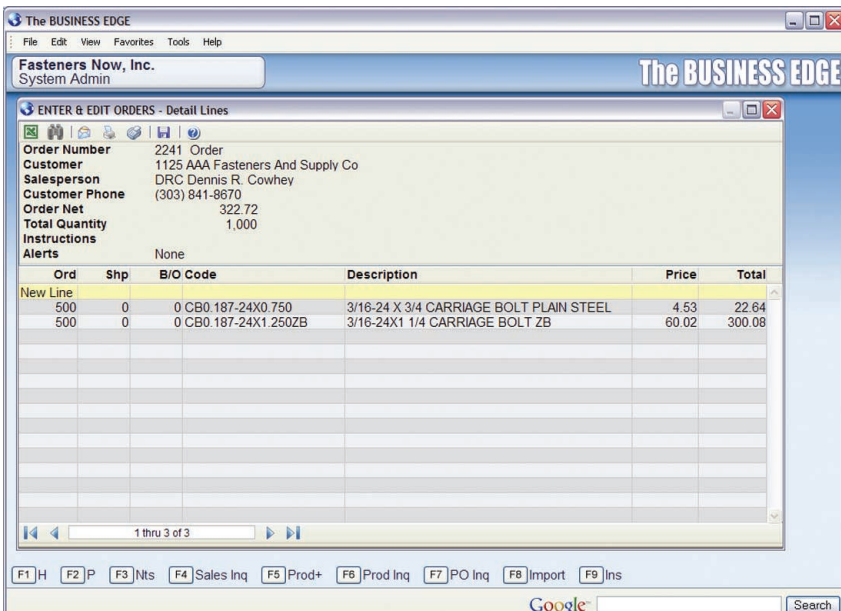
**Computer Insights Celebrates  
25 Years of Service**



**The BUSINESS EDGE** Customer Sales History helps Customer Service Representatives do a better job for Customers.



Virtually all the information in **The BUSINESS EDGE** can be sent to Excel with the click of a button. This makes handling Customer special requests a breeze.



**The BUSINESS EDGE** is designed with the needs of a Fastener Company in mind. Needed information is always at the users fingertips. Fewer call backs make Customers happier.

## Computer Insights Celebrates their 25th Anniversary



**From left to right: Diane M. Miller (General Manager), Dennis R. Cowhey (President) and Dennis E. Cowhey (Creative Director)**

Computer Insights, Inc. celebrates their 25th anniversary this year. They are the developers of The BUSINESS EDGE. This software package is specifically for the Fastener Industry. It is the only software solution that is designed exclusively for all types of fastener companies.

The company was started on June 4, 1981 by Dennis R. Cowhey, (Denny) President. It was originally formed to provide custom programming services for clients in the Chicago metropolitan area. Their clients were Distributors and light Manufacturers. In 1994, at the

suggestion of Dennis E. Cowhey (Dennis), Denny's son, they decided to develop a specific Vertical Market Software Solution and thus The BUSINESS EDGE was born.

Denny is responsible for introducing the product to the industry, while Dennis is the creative director of the software. He defines the overall design that is executed by the programming staff. During the first two years of development they continued to sell to strictly local clients. They successfully converted 24 of their existing "custom"

clients over to The BUSINESS EDGE. During that time they added staff, decided on the industry to serve and created their unique Online Training methods.

## Long term industry focus

In 1995 they added Diane Miller, General Manager, to their staff. Her responsibilities are to oversee day to day operations and supervise their online implementation and training. Diane had been General Manager for a \$50 Million Distributor; one of Computer Insights clients, for 12 years. That company was sold, so she became available and they snapped her up.

In 1996 they began selling The BUSINESS EDGE nationwide and in Canada. Now they have Fastener Distributor and Fastener Manufacturer clients all over North America.

During a recent interview, Dennis R. Cowhey, President, explained the need. "In the future, our clients are going to be forced to do more work, with fewer people, in less time, with greater accuracy. There is just no avoiding that. And they are going to have to do this with no Industry Standards, so they need flexibility above all."

## Fasteners are unique

Fasteners are a unique product category. As Class C Components they often account for only 2% to 3% of the end users purchases. As such, they are often an afterthought for the customer. In order to succeed, fastener companies must

anticipate their customers' needs. They must be able to respond to customer created "emergencies" with world class service. They can't afford not to. The fact is that they are selling a commodity product. They are at risk of losing their customer if they don't solve the problem. Every order counts.



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*"Everything related to successfully controlling the day to day functions of my company is right at my fingertips. From submitting a quote to running the end of day, The BUSINESS EDGE system makes running a company a smooth and precise process."*  
**Jeff Segall, Jenson Fasteners, Inc., Los Angeles, CA**

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*"The BUSINESS EDGE helps my business run better because it gives me control to run a multi-branch distribution business any where in the world that I have an internet connection."*

**Bill Browning, Allied Fasteners, Inc., McKinney, TX**

*"The BUSINESS EDGE is easy to use and learn. It allows us to give our customers the service they expect. The information about all aspects of selling and great customer service is right at their fingertips. The support staff are excellent and just a phone call away."*

**Joanne Kalb, Airhardware, Inc., La Crescenta, CA**

*"The BUSINESS EDGE helps my business run better because we can focus on running our company, not our software system."*

**Seth Anderson, Chrome Hardware Supply/Standard Bolt, Mesa, AZ**

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*"The BUSINESS EDGE has helped us to organize, implement and follow through on our goals much faster than we anticipated. It has helped us get "over the hump" and has proven to be a great investment!"*

**John S. Price, President, Chicago Industrial Fasteners, LLC, Aurora, IL**

*"The system has given us the tools to integrate our entire operation."*

**Tom Todd, Keystone Screw Corporation, Willow Grove, PA**

*"The BUSINESS EDGE helps my business run better because of the staff at Computer Insights. There are many benefits that we realize with your system (inventory control, easy order entry etc.) but it is people like Diane, Carole and Rachel that make it so user friendly."*

**Eileen Auten, Jeska Products, Inc., Stratford, CT**

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*"The BUSINESS EDGE makes our company better because it makes inventory management so simple and far less time consuming."*  
**Garett Pugh, Fastener Warehouse Ltd., Saskatoon, Saskatchewan, Canada**

*"The BUSINESS EDGE allows me to process customer orders faster and it has cut 20 hours per week off my purchasing time. Diane did a great job of training us. Carole and Rachel are always just a phone call away when we need help. We are completely satisfied."*

**John Sweeney, Beltway Industrial Supply, Inc., Upper Marlboro, MD**

Cowhey said, "Fasteners are often not a "big deal" to the end user until they are needed. However, they quickly become impatient if they can't get their answers in a single telephone call. That's why we have the answer to every question right at our clients' fingertips. We spent thousands of hours sitting with people servicing their Customers. We watched Customer Service Representatives taking orders, placing Purchase Orders and expediting shipments. We changed The BUSINESS EDGE over and over again until the screens exactly matched the questions that they are asked. Now our clients know

everything when their Customers call. There are no call backs, no wasted motion. With The BUSINESS EDGE one call truly does it all."

"Beyond that, our clients are selling thousands of products that are very similar, but not identical. Their system must help them get the right product every time. Detailed Customer history is at their fingertips so they often know more than their Customers do about what the Customers need. This creates Customer loyalty that cannot be created

## System matches requirements

any other way. This is a business where a \$50.00 order can quickly turn into a \$500.00 mistake. If you have ever air shipped a heavy product and personally delivered it to replace incorrectly shipped product you know what I mean. This is not only expensive; it can easily cost you a customer."

# The BUSINESS EDGE

## Pricing is a big key to success

"Pricing is another huge issue for Fastener Companies. Pricing in this Industry runs the gamut. It could be anything from List Price with Discounts including Volume Discounts, to Cost Plus Pricing with Volume Discounts to 'what the market will bear' Pricing. Some of

our clients use Commission Driven Pricing, similar to the methods used by large successful companies like Lawson, Bowman or Kimball Midwest and others. We

have provided amazing flexibility. The BUSINESS EDGE covers all of these pricing requirements and more. Many of the methods that we support are specific to the Fastener Industry. They are not even available in ordinary Distribution Systems."

*"The BUSINESS EDGE helps my business run better because of all the information that is at our finger tips, also the ease with which we are able to load this information into the system. The system provides many options using the information keys. The BUSINESS EDGE has made it easy and simple to operate. We also receive excellent backup from all the tech support personnel which also makes our business run very smoothly."*

**Cecil J. Couch, President Akron Fastening Systems International LLC. Akron, OH**

*"It is a complete software program that is also easy to use. The bells and whistles in this software are incredible."*

**Kevin Greschuk, KD Fasteners, Inc., Addison, IL**

*"The BUSINESS EDGE helps our business run better because having accurate inventory allows us to buy & sell from a desk without having to see or count product on a regular basis. Also, I can export almost any group of data I need and manipulate it in Excel or Access, thereby achieving the same results a paid programmer used to get."*

**Bob Baer, Abbott-Interfast, Inc., Wheeling, IL**

*"The BUSINESS EDGE helps my business run better because it can be easily tailored to fit my company. Through acquisition we recently tripled the size of our company and we did not need to change software. The pros at Computer Insights helped us add terminals and expand our capabilities to meet all of our customer needs. It was also easy to train our new employees. Everyone was up to speed in a matter of days."*

**Todd Adent, Connection Service Company, Benton Harbor, MI**

*"The BUSINESS EDGE helps my business run better because The BUSINESS EDGE team listens to what its customers want and responds with software changes that allow our special needs to be addressed in a timely fashion and efficient manner. Having The BUSINESS EDGE is like having your own programming department. As businesses grow and models change, this program grows with your company so that you do not have to worry that the next level of growth will require a different software package."*

**Robert Edelstein, Robnet, Inc., Baltimore, MD**

*"It coordinates all business activities, assuring efficient processing from purchase order scheduling, PO entry, product receipt, storage, identification, shipping and tracking. The BUSINESS EDGE is large enough to offer all of the strategic distribution tools required to compete in today's environment, yet small enough to react quickly to changes which will make the system uniquely yours."*

**Rick Lubker, Lubker Distribution, Inc., Westchester, PA**

## What do we call the part?

Cowhey said, "I know of no other product category that has more Alternate Part Numbers for a Part. I know of no product category that has as many Different Descriptions for internal use and selling use. I

know of no other product category that has as many Part Numbers that can be up to 39 characters long. I know of no other product category that can have as many Vendors for exactly the same Part.

Naturally, the Vendors all have their own Part Numbers just like the Customers do. It's like the Tower of Babel. All these issues are handled efficiently with The BUSINESS EDGE. They are not an afterthought. They are what we do."

## Automated Replenishment saves time

Most Distribution Systems have Replenishment Systems. The BUSINESS EDGE has an Automated Replenishment System that exactly matches the needs of a Fastener Company. The System knows that some products can be placed directly on Purchase Orders, while others need to go out for Secondary Processes or be sent out

on Requests for Quote. Purchase recommendations can be based on usage, current demand, min/max or any combination of those criteria.

If the client has multiple branches, the Automated Replenishment System can propose a Transfer. If the client is a Manufacturer, the system will prepare a Work Order and a Purchase Order for Raw Materials if needed. Purchase Orders and other documents are all created automatically with one click approvals and they can be printed, faxed or emailed directly from the Automated Replenishment Screen.

# The BUSINESS EDGE

## Lot control & traceability

"Lot Control, Traceability and handling Secondary Processes are often big issues for

Computer Insights clients. Many software programs attempt to handle these, but it is rare to find a system that has an efficient method of handling these issues. Many do not actually maintain traceability and often the Lot Control features are bolt on's and they are like "barnacles on a ship", they are there, but they aren't doing the ship any good."



Computer Insights is a different kind of Solutions Provider. They combine the latest cutting edge technology with Fastener Industry specialization and real old fashioned customer service. They are headquartered at 108 Third Street Bloomingdale, IL 60108 Phone 800-539-1233 [www.ci-inc.com](http://www.ci-inc.com).

## No "loose ends" with the documentConnection

Inbound Faxes, Scanned Drawings, Certifications, Delivery Receipts, Shipping

"I've been in the fastener business for 25 years and this is by far the best system I've ever used!! It reduces the need for numerous employees. It allows you to do more with less. All facets of business are streamlined allowing you to do your job much quicker without mistakes. That's the big key. If you can run your company quicker, with less people, and a limited amount of mistakes, it makes for a profitable business and that's the name of the game."

**Rick Johnson, RC Fastening Systems, Inc., Phoenix, AZ**

"The BUSINESS EDGE moved us into the 21st century. It is a complete package solution without just being an off the shelf package."

**George Hanny, Keystone Screw Corporation, Willow Grove, PA**

"The BUSINESS EDGE helps my business run better because I finally have control of my inventory, and a handle on my profitability. The software support is excellent."

**Mr. Mark Tenenbaum, Aall American Fasteners, Cinnaminson, NJ**

"The BUSINESS EDGE helps my business run better because it gives me & my employees the information needed to help assist our customers and vendors at our finger tips. I do not have to wait for reports to process to get the information I need. The BUSINESS EDGE helps store necessary information such as customer part numbers and specific pricing. The PPO System works great to help control your inventory, when having plating or re-work jobs completed. The Orders in Excess of Stock Report allows you to confirm you have placed PO's on items needed to complete your customers' orders, as well as help streamline the purchasing department. The training and customer service has been very quick and sufficient, and overall the system is easy to learn and maneuver around in."

**Ryan George, Texas Specialty Fasteners, Wylie, TX**

Confirmations, etc. are all fully integrated into The BUSINESS EDGE database. Documents are automatically attached to the Customer, Vendor, Product or Salesperson file and then they are available at the click of a button. No more lost faxes, no more missing drawings, no more question about what the Purchase Order said means better service with less effort.

# The BUSINESS EDGE

## UPS integration cuts costs

The system has complete integration with the UPS Worldship System. All shipping information is transmitted to the UPS Worldship System by simply scanning or keying in the Sales Order Number. The UPS Worldship System then updates The BUSINESS EDGE with

Tracking Numbers, Shipping Charges and other pertinent information. There is Internet Freight Tracking in The BUSINESS EDGE and UPS (and any other shipper who's Tracking Number has been entered) can be tracked for up to the minute information with a single button in The BUSINESS EDGE.

*"The BUSINESS EDGE system has allowed FPC Corporation to comfortably expand our business to customers requiring special needs. These customers were not in our reach with our previous software."*

**Pat Kamins, FPC Corp, Wauconda, IL**

*"It has been supported by the Computer Insights people thru a level of communication and service that we were promised during the sale and has truly been delivered to date! That's what our customers are looking for too! The right part at the right time at the right price....with service!"*

**Dave Faflik, On Time & Right, Pompano Beach, FL**

*"The BUSINESS EDGE helps my business run better because the staff is very responsive to our questions concerning operation of they system, and when problems do occur, they work quickly in response to our "gasp" for help."*

**Joyce Bender, MacDonald Industrial Supply Co., Albany, OR**

*"The BUSINESS EDGE helps my business run better because their software is flexible enough to respond to our complex needs."*

**Hiroki Hamakawa, SNK America, Inc., Elk Grove Village, IL**

*"We were a non-conventional conversion to say the least. Over the past 18 months following our installation, The BUSINESS EDGE and Dennis Cowhey have done what ever was needed to help us. The system has never been down or out of service."*

**Wade Snively, Ohio Tool & Fastener Company, Canton, OH**

*"In ten years I've never felt the need to look for a new system. It has been a great fit. It allows me to spend time on the business and selling side."*

**Tom Engoren, Seaway Supply Co., Melrose Park, IL**

The BUSINESS EDGE is designed with these needs in mind. It offers Computer Insights clients complete end to end integration of all the important functions of their business. The system covers everything from Quote and Order Entry, to Inventory Management, Warehouse Management, Purchasing with Automated Replenishment, to Vendor Managed Inventory at remote customer locations.

## End to End integration

The BUSINESS EDGE even has an optional Manufacturing System that is fully integrated with all of the other areas. It is the only system that is dedicated solely to the Fastener Industry that will handle everything from the manufacture to the end use of the product.

While The BUSINESS EDGE includes complete integration to the General Ledger, it is not just an accounting system; it is a true business process system that assists in every single aspect of running a Fastener Company.

## People are time starved

Cowhey said, "Our clients just don't have time to become computer experts. They have businesses to run. Yet they really need the power of a well organized and industry specific software system. That is where we

come in. We install the system. We convert data from their old system. We completely train all of their users.

The training is done online in two hour personalized sessions."

"They can make the transition from their old system with an absolute minimum of

disruption to their company. Most of our clients do not have any IT people on staff. We are their IT people. We manage their servers remotely, so all they have to be concerned about is their individual PC's and Windows Network. Those items can be easily handled in-house or with a local system integrator."

# The BUSINESS EDGE

## Manufacturers benefit too

The BUSINESS EDGE has an optional manufacturing system that allows Fastener Manufacturers to easily control their manufacturing processes. With fully integrated, easy to use reports, the system analyzes inventory and customer requirements to help determine what jobs need to be manufactured. On a product by product basis, the BUSINESS EDGE manages the different finishes of the same part to

decide what products need manufacturing and what products need to be sent out for finishing. In house finishing is seamlessly integrated into the work order for shop floor control.

With up to the minute reports, The BUSINESS EDGE produces easy to use scheduling scenarios that show each machine's schedule and also the entire schedule for a job. This allows the production manager to quickly identify constrained production areas and make changes to the schedule. Shipping estimates in Order Entry update

immediately as the production manager changes the production schedule. As part of the daily production recording, labor, setup and machine hours are easily recorded allowing comparisons to job cost estimates and previous production runs. No more having to round up all the figures at the end of the month – collection of the data is real-time and part of a daily routine.

Integrated inspection and Statistical Process Control charting allows machine operators to quickly enter inspection data to maintain for lot traceability. The BUSINESS EDGE quickly creates the SPC Chart for the operator to see if the process is still in control.

## Only the fastener industry

Computer Insights, Inc. can be reached at 108 Third Street, Bloomingdale, IL 60108.

Their telephone number is 800-539-1233 and their website is [www.ci-inc.com](http://www.ci-inc.com).



25 years of experience and intense industry focus ensure that The BUSINESS EDGE is the only system that can truly serve all types of Fastener Companies.

*"The BUSINESS EDGE helps my business run better because it's easy to use and flexible to our needs. I can't see us outgrowing The BUSINESS EDGE regardless of how large our business gets. Computer Insights is very quick to respond to any questions I have and will tailor various aspects of the software to meet our needs. By far, it's the easiest and most comprehensive distributor software package to work with on the market today."*

**Rick Flick, O'Brien Supply Co., Fairfield, OH**

*"The BUSINESS EDGE helps my business run better because Computer Insights is completely committed to the Fastener Industry. They continue to strive toward excellence in the development and maintenance of software that meets the high demands of this specialized industry. Our business has gained efficiency through the use of The BUSINESS EDGE. We were able to reduce staff and streamline our processes meaning more money to our bottom line. With The BUSINESS EDGE information is at our fingertips. Nothing is more than a few clicks away. The effectiveness of The BUSINESS EDGE software package has been the "edge" we needed to exceed our goals and increase customer satisfaction."*

**Gwen J. Vann, Vann & Company, LLC, Heiskell, TN**

*"The BUSINESS EDGE helps my business run better by streamlining the entire order process from start to finish. Starting with converting a quote to an order with one key stroke. Bar coding speeds the order fulfillment, The new UPS Worldship package virtually eliminates all shipping and freight billing errors."*

**Bill Weldon, Industrial Fastener & Supply, Inc., Lisle, IL**



# The BUSINESS EDGE

## Our team is here to help

FASTENER INDUSTRY, not just in the computer business. That means when you have questions, they are

Our training staff consists of industry professionals that each have years of experience in the answered in your language. You are not "talked down to" by some computer "geek".



**Dennis E. Cowhey**  
*Creative Director*

He has been with Computer Insights since its inception in 1981. Dennis has performed every task that exists in a solution provider's business. Prior to designing The BUSINESS EDGE, he authored a complete integrated custom system for a \$100,000,000 per year Steel Distributor and a complete integrated custom system for a \$25,000,000 Fastener Distributor.



**Diane M. Miller**  
*General Manager*

She has been with Computer Insights since 1995. She was formerly responsible for all Systems, Programming and General Administration at a \$50,000,000 per year Distributor, North Shore Supply, Inc. Diane has extensive Management, Systems and Training experience. She is responsible for coordinating the installation, implementation and training for Computer Insights clients. Diane has a BS from Roosevelt University in Computer Sciences (Dean's List). She is currently enrolled in their MBA Program.

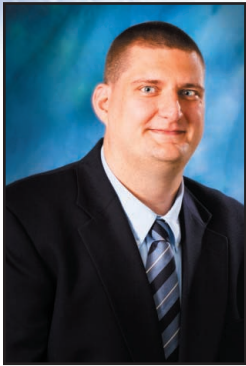


**Dennis R. Cowhey**  
*President*

Started Computer Insights in 1981. Denny served for many years on

the Illinois CPA Society Computer Information Systems Committee. He is a frequent author of articles for Industry Trade Magazines. Before starting Computer Insights, he served as Central District Manager for a division of Litton Industries (now part of Rockwell). That company offered Inventory Control Systems to Retailers. Prior to that, he was a Credit and Financial Analyst for National Credit Office division of Dun & Bradstreet, Inc. He received his education at Chicago City College and DePaul University.

# The BUSINESS EDGE



## Michael Van Name

Michael has spent the past 18 years in the Fastener Business. He has a BS in Management with a minor in Computer Science and an MBA from Lehigh University (Deans List).

He developed Software in conjunction with Computer Insights to handle shop floor control in a manufacturing environment. He has been

programming in The BUSINESS EDGE since 1999 and he joined Computer Insights in 2004.

## Mary Keper

Mary has a degree in Accounting and she has served in Accounting and Administrative positions for many years.

She worked for nine years at M-D Management Associates, Inc. There she was responsible for accounts payable, accounts receivable, and bank reconciliations including overseeing purchases and services for the firm. Most recently with Porte Brown, LLC where she performed a wide variety of Accounting and Administrative tasks.



There she was responsible for accounts payable, accounts receivable, and bank reconciliations including overseeing purchases and services for the firm. Most recently with Porte Brown, LLC where she performed a wide variety of Accounting and Administrative tasks.



## Lisa D. LaRue

Lisa has programmed in MS Visual Basic, Access, web design and implementation and C based languages since 1996. She has extensive experience with Distributor Software Application Programming.

## Robert DeLeon

With Computer Insights since 1997. UNIX, Linux and Windows expertise. Responsible for initial System Configuration and Quality Control and Prepares Systems for shipment. Participates extensively with clients during on-site installation.



## Gary J. Jenkins

With Computer Insights since 1983. Extensive expertise in UNIX, LINUX and Windows Operating

Systems and all Intel Based Hardware. He is a Microsoft Certified Systems Engineer.



## Valarie Knorr

Valarie is a Graduate of Bryant & Stratton College – Computer Science Major Started with Computer Insights in 1982 and stayed until 1986. Joined Reliable Packaging Company, a custom client of Computer Insights, and she performed Custom Software and Client Support tasks for Reliable Packaging, Inc. Rejoined Computer Insights in 1998.

## Carole Cozzi

Carole has been with Computer Insights since 2001. She has extensive experience implementing, training and supporting both Vertical and Horizontal Software Packages. Just before joining Computer Insights, she had complete responsibility at Allen Testproducts

for Central Region installation and training on Smart Management System designed exclusively for the automotive industry.



*Cutting Edge Software with Old Fashioned Service*



## Rachel L. Wiser

Rachel has a BS in Computer Information Systems from Devry University. She has extensive training in several programming languages including C++, C, COBOL, Visual Basic 6.0, Visual Basic.net,

HTML, Java, Javascript and PHP. She is also adept with Oracle, MySQL and Access Databases.

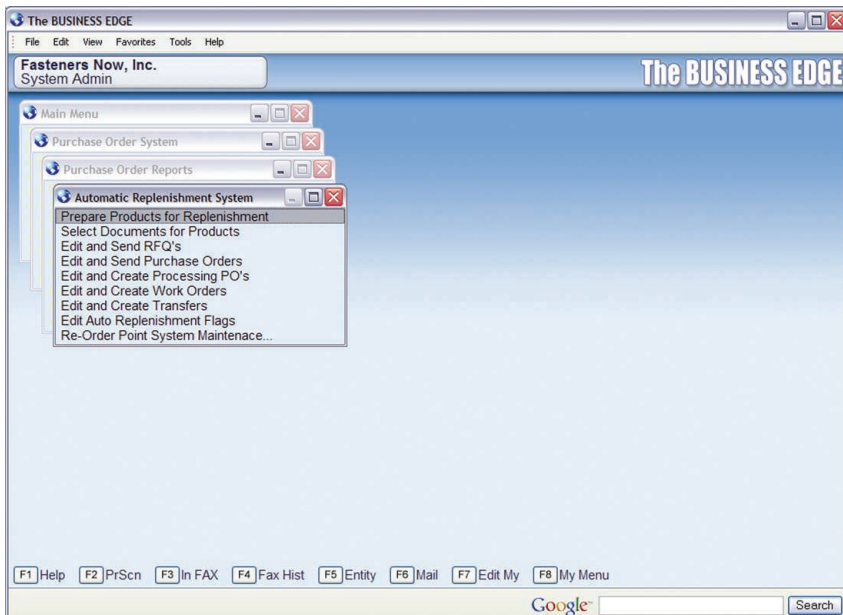


## James M. Paddack CPA

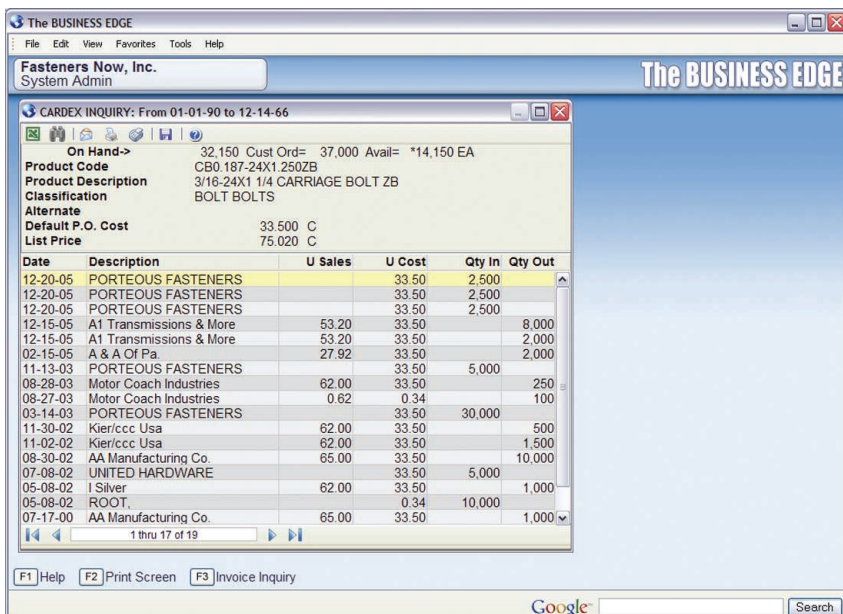
Jim received his Accounting degree from Michigan State University. He has worked for two large accounting firms and served as assistant Controller for a pharmaceutical company and Controller for a conglomerate. With Computer Insights since 1989. Responsible for Accounting Systems Integration and performs Consulting Services for Clients. He is also active in his own Accounting Firm, serving small to medium sized businesses with accounting and computer consulting services.



For more information please visit our website: [www.ci-inc.com](http://www.ci-inc.com)



The **BUSINESS EDGE** includes an Automatic Replenishment System that is designed for the needs of a Fastener Company. It examines the parts to see if they need to be sent out for Quote, Purchased, Processed at an outside Vendor or Produced. It looks at the Raw Material requirements for Finished Goods as well. There are no loose ends.



In addition to the many Inventory Reports and the Automatic Replenishment System, **The BUSINESS EDGE** includes a complete Cardex that shows the entire history of each part. There is also a Cardex that includes the entire Lot Traceability including traceability of component parts.

**Computer Insights Inc.**

108 South Third Street  
 Bloomingdale, IL 60108

(800) 539-1233

www.ci-inc.com

# The BUSINESS EDGE FEATURES

## ORDER ENTRY

- Customer Order Entry
- Checks Credit and Inventory Status
- Multi-Level Pricing – Contract Pricing
- Price Override per Line Item
- Automatically Produces Back Orders
- Calculates Order Profit and Commissions
- Integrated Lot and Location Control
- Multiple Units of Measure per Product
- Order Booking Reports
- Customer and Product Back Order Reports
- Blanket Order Scheduling System
- Automatically Generate PO's from Orders
- Automatically Converts Quotes to Orders
- Integrates Quotations, RMA's and Orders
- Point of Sale and Counter Sale System

## ACCOUNTS RECEIVABLE SYSTEM

- Invoice Data Flows through Order Entry
- Direct Invoice Entry
- Checks Credit and Inventory Status
- Credit Memo Processing
- Sales Journals – Multiple Sequences
- Invoice Printing – One, All, in Process, Alpha
- Cash Receipts Enter and Edit
- Cash Receipts Reports and Analysis
- Enter and Edit Customers, Salespersons, Terms, Customer Classifications, Tax Authorities
- Customer Lists, Labels, Inquiries, and Notes
- Customer Statements – Print, Fax & Inquiry
- Aged Receivable Reports and Analysis
- Sales Tax Reporting
- Customer Inquiries and Notes (CRM Lite)
- Salesperson Inquiries & Notes

## INVENTORY SYSTEM

- Enter, Edit, & List Inventory Products
- Product Classifications & Families
- Re-Order Point & Stocking Criteria Analysis
- Up to 39 Character Part Number
- 234 Character Description
- Multiple Units of Measure per Product
- Variable Decimals per UOM: Quantity, Cost and Price
- Tracking by Product – Location, Lot, Tag #
- Multiple Locations & Lot per Product
- Import Vendor Catalog Information
- Critical Inventory Reports & Analysis
- Inventory Balance Status Reports
- Physical Inventory System
- Fully Integrated into All Other Systems
- Product Master List Available
- Bill of Material – Multi-Level Processing
- Secondary Processing - Product Lot & Tag Traceable
- Product Inquiries, Reports, Labels
- Complete Cardex System Shows all Details
- Print Product Labels (Bar Code Available)

## PURCHASE ORDER SYSTEM

- Produces Purchase Orders
- Purchase Order Tracking Status Reports
- Purchase Order Back Order Generation
- PO Receipts – Invoice Matching
- PO Receipts – Sales Order Matching
- PO Receipts – Packing Slip Matching
- Vendor/Product History Reports
- Vendor Request for Quote
- Vendor & Purchase Order Inquiries & Notes
- Processing PO System

## ACCOUNTS PAYABLE SYSTEM

- Enter and Edit Accounts Payable Invoices
- Accounts Payable Check Processing
- Purchase Order Receipts – Invoice Matching
- Debit Memo System
- Multiple Account Posting
- Prior Period Posting
- Partial Payments on Invoice Posting
- Aged Payables Reports & Analysis
- Cash Requirements Reporting
- Check Reconciliation
- Manual Check Entry
- Enter and Edit Vendors and Vendor Terms
- Vendor Reports, Lists, Inquiries and Notes
- Custom Tailored Accounts Payable Checks

## GENERAL LEDGER SYSTEM

- Completely Integrated into All Other Systems
- Automatically Updated on a Real Time Basis
- Journal Entry System
- Multiple Period Processing
- Multiple Financial Statement Formats
- Multiple Company Processing
- Division/Cost Center Reporting
- Comparative Income Statements
- Comparative Balance Sheets
- Income Statement Spreadsheet
- Summary and Detailed Inquiries and Reports
- Export Financial Information to Excel

## SALES ANALYSIS SYSTEM

- All Reports Offer Multiple Period Reporting
- All Sales Analysis Data Exports to Excel
- Product Sales Analysis – by Product, Customer, Salesperson, Ranking
- Customer Sales Analysis by Customer, Product, Salesperson
- Salesperson Sales Analysis by Salesperson, Customer, Product

## QUOTE SYSTEM

- Enter and Edit Quotes
- Print, Fax or View Quotes
- Change Quotes to Orders
- Quote Reports and Analysis
- Customer, Product and Quote Inquiries

## \*RF WAREHOUSE MANAGEMENT

- Begin Tracking with Bar Codes Upon Receipt
- Real Time Tracking of All Inventory
- Tracks Part No., Lot, Location, Quantity...
- Tracks all Receipts, Movements, and Adjustments

## \*BIN STOCKING PROGRAM

- Improve Customer Loyalty
- Take Orders with Palm Pilots
- Integrated Bar Code Scanners
- Automatic Order Entry to System
- Maintain Customer Inventory Levels

## \*eCommerce B2B SYSTEM

- Complete Browser Interface
- Product Search
- Secure Login Inquiries
- Order Status
- Purchase History
- Pricing Inquiry
- Open Invoice Inquiry
- Inventory Balance Inquiry
- E-Mail Acknowledgements

## \*MANUFACTURING SYSTEM

- Completely Integrated into All Other Systems
- Jobs to be Manufactured Report Based on Customer Orders and Stock Levels
- Sales of Produced Products Based on Kits, Assemblies and Multiple Finishes
- Production Scheduling
- Job Priorities by Process
- Product Specifications
- Maintains Inspection Data
- SPC Charts Created Quickly
- Manufacturing Cost & Variance Reporting
- Track Open and Closed Corrective Actions
- Pareto Analysis of Problems
- Preventive Maintenance Schedules
- Machine Tool Life Tracking
- Device Calibration Entry and Status Tracking

## \*UPS WORLDSHIP INTEGRATION

- Export Shipments Directly to UPS
- Imports #' for One Button Web Tracking

## \*imageCenter DOCUMENT SYSTEM

- Browser Interface
- Receive and Distribute All Faxes On-Line
- Link Faxes to Customer, Order, Purchase Order, Processing Purchase Order, Vendor, product, lot ...
- Immediate document retrieval from Inquiries
- Scan and Save Packing Lists, Product Drawings, Certificates of Analysis, ...

## \*ABLE LABEL INTEGRATION

- Fully Integrated with Able Label
- Pictures of Product Directly on Label
- Multiple Label Colors and Sizes

\*optional