

# Epicor for Distribution

Enterprise-Wide ERP Solutions Made  
With Distributors, For Distributors

**EPICOR**

# Introduction

Are you finally ready to take that next step to integrate all your corporate functions with an ERP system? Or maybe you're struggling with legacy computer systems and software that just aren't cutting it anymore. Your IT costs seem never ending and your servers are aging and at the end of their lifespan. It's time to replace them (again). Your remote employees can't access the system and security is a growing concern. Plus, your systems don't talk to each other, and you can't get decent reporting to make informed business decisions. You want to address inefficiencies and disruptions in your business because you just know productivity could be better.



# We Know Distribution

## At Epicor, we understand your unique distribution challenges.

Our knowledge and experience in the distribution industry runs deep. We've been partnering with companies like yours to help solve distributor challenges for nearly 50 years. Plus, our ERP solutions were designed with distributors, for distributors like you. We go beyond standard enterprise ERPs to provide innovative, highly-focused industry productivity solutions that are made for— and essential to—your business.





# Why We're Different

**Every day, over 150,000 users rely on Epicor for Distribution solutions to power their business.**

Here's what makes us different from other ERP providers:

- Our intellectual property runs deep. Many of our employees have walked in your shoes – they know distribution.
- We're industry experts. We know your unique distribution needs and challenges.
- Our single, embedded platform is ready out of the box, so you realize the benefits day one.
- Our easy implementation process minimizes disruption to your business. In the last five years, 95 percent of Epicor implementations finished within budget.
- We're concerned about your future, and we offer solutions that will help to protect your business continuity and give you the agility to respond to threats and opportunities.



# Our Customers Dominate the Distribution Industry

We're proud that our customers represent the most prominent distribution companies:



*“We looked around the industry and wanted to invest in a system that reflected best practices, that wouldn’t require a ton of IT support, that gave IT managers time to do things that differentiated us and that kept our advantage in the market. Looking long-term at what we wanted to accomplish, Epicor Prophet 21 made a lot more sense.”*

Phillip Hall, Director of Information Services | Womack Machine Supply

*“We are not in the business of managing technology. We are in the business of distribution. We launched without complex and expensive customizations—and have done a lot with the out-of-the-box solution.”*

Scott Young, President | George E. Booth



*“One of the things holding us back was pricing. We’ve been able to make the pricing a much more standardized process using the Epicor Prophet 21 software.”*

Sam Snow, Executive Vice President | T.J. Snow Company

# Your Challenges Shape Our Solutions

We hear you. We're constantly listening to distributors just like you, to understand your daily challenges. We incorporate what we've learned into our solutions.

Here's What our Customers Tell Us:

**“We have big plans to grow, but we’ve already outgrown our current technology.”**

Growth is definitely in your plans. But if you add new products, new capabilities, new facilities and more employees – do you have the systems in place to easily scale your business?

Rest assured, we've helped countless distributors reimagine their future, taking their businesses to that next level quickly and easily. We do it by building a digital enterprise platform with the best of cloud capabilities—unlimited storage, industry-leading security protocols and anytime, anywhere access. As your business grows, you'll have an ERP system that is flexible and nimble, growing when and where you need it. Plus, Epicor solutions offer extensibility through the entire technology stack, allowing you to add your “secret sauce” to differentiate your company and tailor the appearance and logic to your needs.



***“We’ve grown from two branches to 23. We have no desire to do anything except continue to grow—add more business, add more branches—and technology is our biggest tool. Epicor Prophet 21 has enabled us to grow.”***

Will Dunn, Regional Vice President | Standard Supply

## “I can’t see what’s happening across my company.”

How can you make smart, data-driven decisions when you don’t have access to all your data? You can’t. At any one time, you may not have visibility to active service orders, cash flow, outstanding invoices, or your inventory.

We’ll give you visibility to all your data in a digestible format. Data that lets you see the big picture and the small details. Check the availability of inventory at multiple locations with the click of a button. Access sales in the pipeline and closed deals. Financials like COGS, AR/AP, and sales tax information are all in a centralized location and available in real time. Having a single source of truth means you can make those big decisions with confidence, knowing you have the right information to support them and forecast with precision.

*“Data is now more important than ever. We need every bit of data to funnel through our data analytics engine. Now, we’ve got a myriad of dashboards and sophisticated forecasting. That’s really important.”*

John Wiborg, CEO | Stellar Industries

## “My warehouse relies on paper and people. There’s got to be a better way.”

There’s so much going on in your warehouse—receiving and picking product, tracking inventory movement, cross-docking, scheduling deliveries, and replenishing inventory. If you’re managing any of these activities manually, you’re letting money walk out the door. An inefficient warehouse also increases the chances for costly human errors, potentially jeopardizing customer relationships.

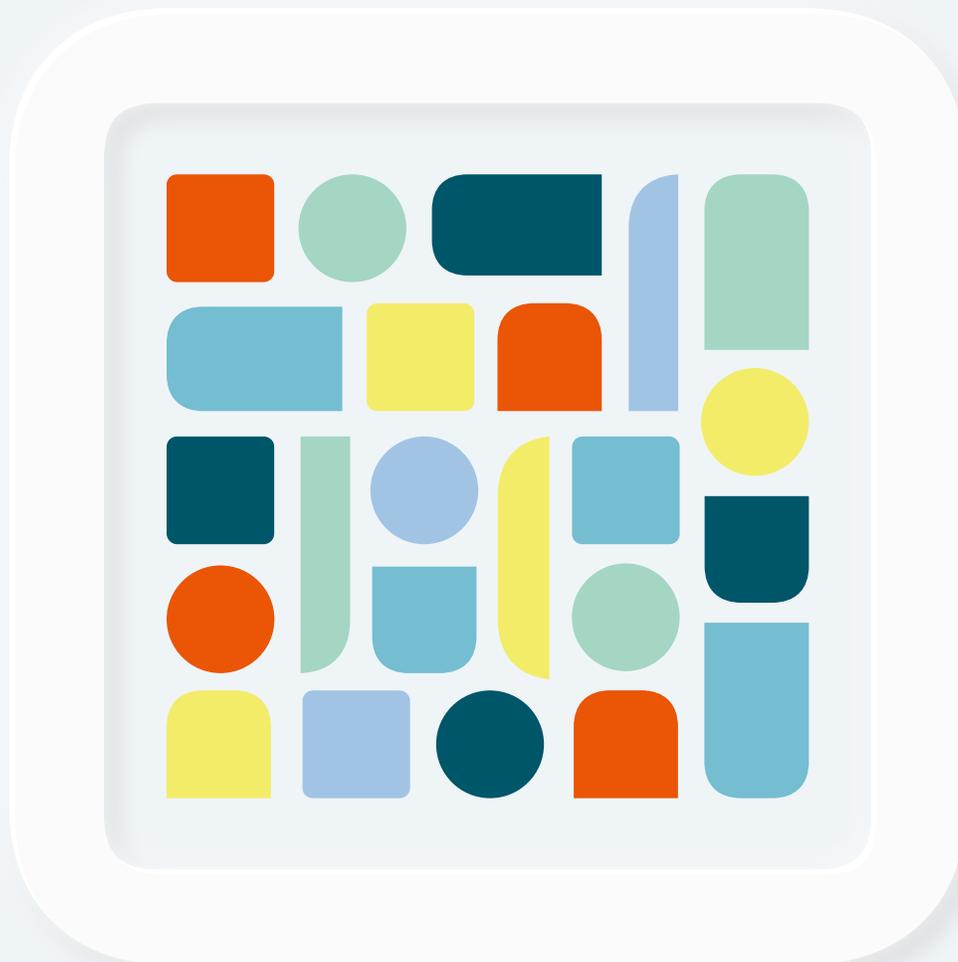
With Epicor for Distribution cloud-enabled warehouse solutions, we’ll automate everything that comes in and out of your warehouse and manage it within one centralized system, to help you:

- Identify and resolve inventory discrepancies
- Replenish stock automatically
- Optimize your warehouse square footage

You’ll quickly become less reactive, and more proactive, as you realize the benefits of streamlined processes, improved accuracy, and better customer service.

*“When we implemented Wireless Warehouse, our picking speeds and our efficiency just skyrocketed by 60%. That was a huge savings. Our quality went up and our customer satisfaction increased.”*

Beth Garrish, Vice President of Operations | Kippertool



## “Inventory—it’s my biggest headache. I never truly know what I have in stock.”

Inventory is one of your biggest investments. If you don’t know what you’ve got, you’ll have all sorts of expensive problems. You can’t calculate inventory value and turn rates. Forecasting and fulfillment become difficult. And you’re either over- or under-stocked, messing up your turn times and ultimately your cash flow.

We have a simple solution to quickly get your supply under control and end those inventory headaches. With real-time information, you’ll know exactly what you have in stock, allowing you to reduce excess supplies, pinpoint when it’s time to re-order, shorten turn times, and improve your cash flow. You’ll also integrate your inventory receipts and purchase orders to further streamline processes.

*“We can give our customers very accurate information and up-to-the-minute data. Our service representatives can answer questions in a matter of seconds. They’re not walking out to the warehouse or calling around to check stock.”*

Bob Traxler, President | Arizona Tile



## “My systems don’t talk to each other.”

You might have multiple systems that perform one specific function, in a number of locations. That’s a problem. You get conflicting data from various sources that are obsolete as soon as you download them. You can’t get a clear view of what’s happening across your organization.

With Epicor for Distribution solutions, we’ll centralize your systems, in all your locations, with a single, easy-to-use, real-time software solution. Everything you need will be in one system, giving you the ability to create efficiencies, scale as you grow, manage smartly, and save money.



*“Since we converted to Epicor Prophet 21 and integrated shipping, we have quadrupled sales, reduced shipping days from four to one, and vastly improved productivity. Epicor Prophet 21 has given us a foundation to thrive in this hyper-competitive environment.”*

Mary Porter, CEO | Emergent Safety Supply

## “Why should I care about being on the Cloud?”

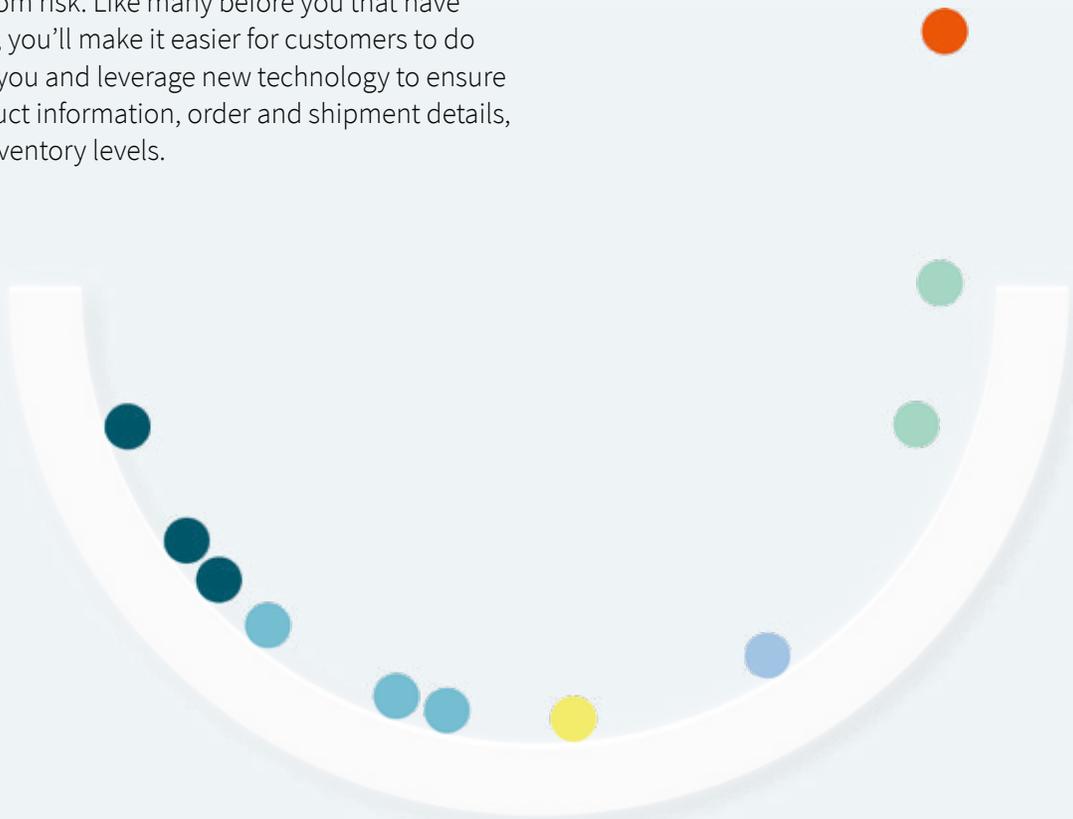
Digital transformation. Everyone’s talking about it, including your competitors in the distribution industry. Your customers have been asking for digital ways to do business with you. And you’ve heard that moving to the cloud would mitigate the risk of a costly ransomware attack or data breach. But it seems like such a huge step – and you have limited time, people, and resources to commit to a change.

Or maybe, some of your systems are already on the cloud but aren’t flexible and don’t connect well. You might need an end-to-end, web-enabled infrastructure with a modern technology stack that will give you improved agility, scalability, adaptability, and reliability.

With Epicor for Distribution solutions, we make migrating applications to the cloud easy. We can move your on-premises system to an agile, flexible, on-demand cloud infrastructure. We do it in stages and shift your static technology environment to an ecosystem that gives your business insights, keeps your customers happy, and shelters you from risk. Like many before you that have taken the leap, you’ll make it easier for customers to do business with you and leverage new technology to ensure accurate product information, order and shipment details, pricing, and inventory levels.

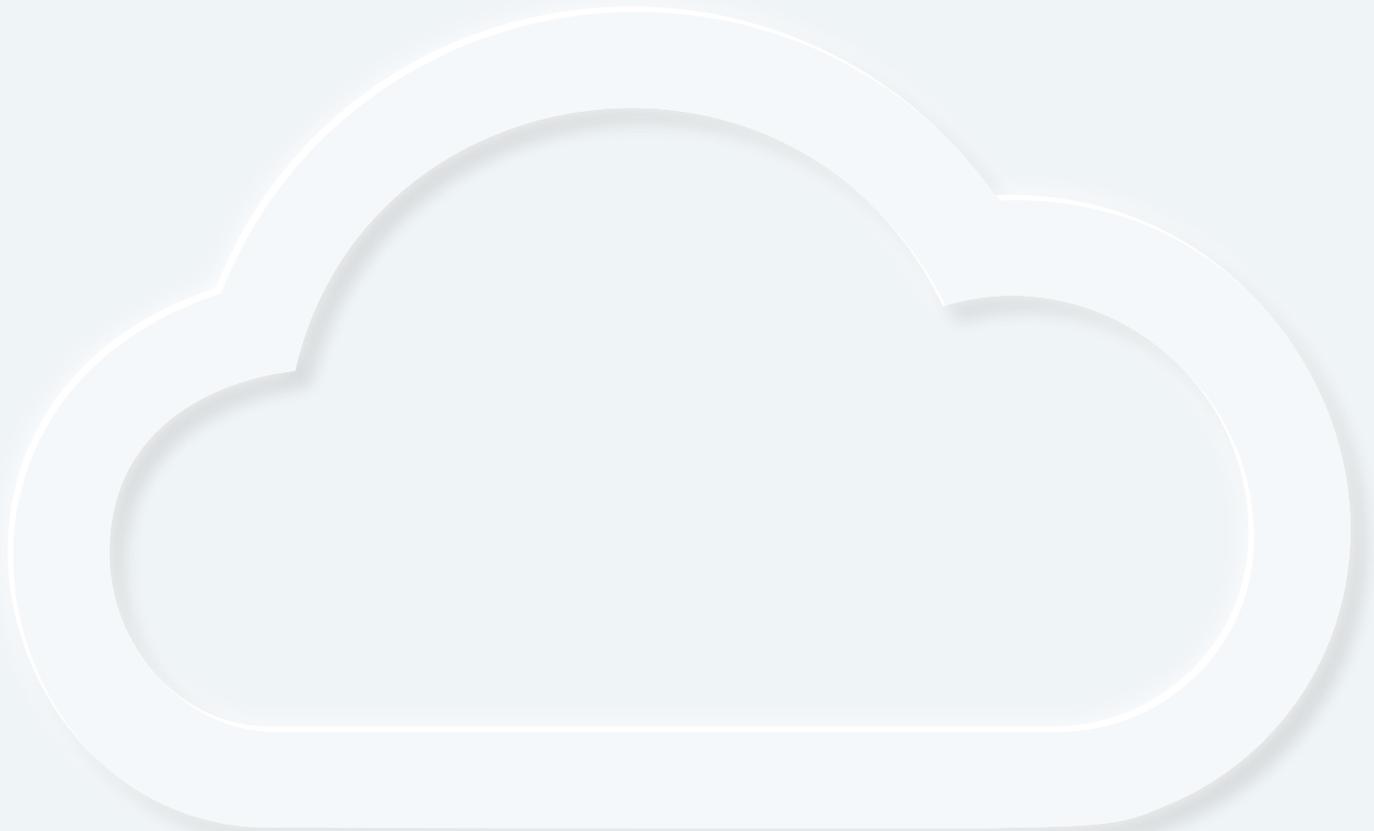
*“More and more customers are jumping online and buying. We need to get ahead of the click. We have to give people access to the tools they need to do their jobs right on the shop floor.”*

Matt Schron  
General Manager | Arizona Tile



*“We picked the cloud option with Epicor Prophet 21 because I was tired of rebooting servers every Monday and then having servers that were down. The cloud has speed and flexibility. When everyone worked at home, we didn’t miss a beat.”*

Lou Dellemonache, President and CEO | Advanced Controls and Distribution



# Whatever Your Business, We've Got You Covered

Solutions for the Unique Requirements of Specialist Industries



## Industrial

Improve kitting and assembly, track orders through production processes, add labor and material costs, and manage orders for third-party services. With vendor managed inventory or crib integration, you can manage your inventory at your customer's site.

17  
of the top  
40

Industrial  
and Construction  
Distributors  
use Epicor



## Fasteners

You handle pieces, pounds, kegs, and pallets—and manage products in various assembly stages. You'll maintain accuracy and meet certification requirements by tracking every cost involved. Our six decimal place costing/pricing will help you improve lot and vessel tracking, provide landed tracking, and manage inventory on water and secondary processing.

6  
of the top  
17

Fastener Distributors  
use Epicor



## Fluid Power

We'll help you handle complicated production orders and support your employees by simplifying hose assemblies with advanced recommendations and assembly decoders. Epicor Prophet 21 can also track internal routing and offsite secondary processing to improve inventory control, customer service, and efficiencies.

5  
of the top  
10

Fluid Power Distributors  
use Epicor



## Electrical

You'll improve counter sales with fast "Google-like" searching, inclusion of return and sell on the same order, and access to a larger database of products. You'll also enhance wire reel management and improve customer service with workflow triggers that allow employees to be proactive.

16  
of the top  
25

Electrical, Data and  
Security Distributors  
use Epicor



### Pipes, Valves, and Fittings

Your contractors are searching for the right pipe or fitting. We'll help you quickly handle complex pricing, optimize inventory, increase turns, and manage kits and assemblies.

2  
of the top  
5

Industrial Pipes, Valves and Fittings Distributors use Epicor



### HVAC

Your world changes hourly, daily, and with the seasons. Keep up with the ebbs and flows through expanded job-based and contract pricing, serial number tracking, managing seasonal inventory fluctuations, and rebate management.

3  
of the top  
5

HVAC Distributors use Epicor



### Plumbing

A showroom full of customers. Last-minute orders of PVC pipe. Repricing a lot for a contractor. Our made-for-plumbing solution helps you manage everything from front counter sales to back-office transactions seamlessly.

4  
of the top  
5

Plumbing Distributors use Epicor



### Tile

We make it easy to manage vendors, homeowners, contractors, architects, and specifiers. You can track samples, dye lots, accessory items, and slabs of stone moving through your warehouse in real-time with advanced tools for accuracy and tracking.

15%  
of the top  
25%

Tile and Flooring Distributors use Epicor

## Other Specialist Industries



Building Materials



Consumer Goods



Paper and Packaging



Construction Supplies



Janitorial



Medical Supply



Irrigation



Metal Services Center



Petroleum



Safety Supply



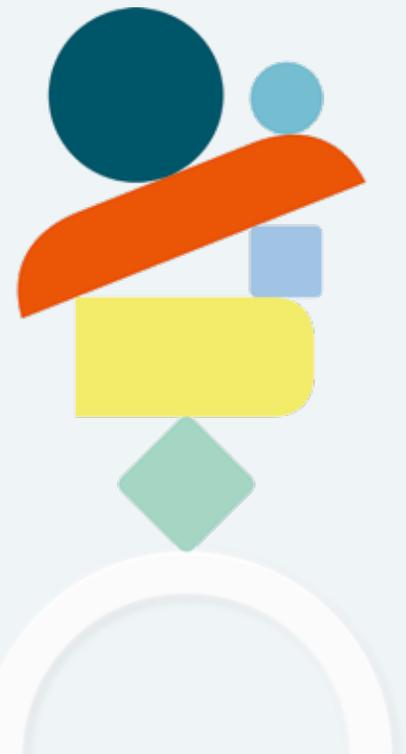
Welding



# Epicor Prophet 21

**Epicor Prophet 21 is the number one cloud ERP built for today's distributors.**

- Purpose-built, allowing you to drive growth, modernize your workflows, and build deeper customer connections
- Cloud-based for increased speed and security
- Web-enabled, so you can use it on any browser, on any device, anywhere in the world
- Configurable, allowing integration with other business applications



**Manufacturing Capabilities**—Track assemblies and production orders from start to finish.

**Service and Maintenance**—Track service orders, contracts, preventive maintenance schedules, and warranties, while monitoring service technicians' schedules and open service orders.

**Rentals Management**—Efficiently offer product rentals without needing standalone, disconnected software applications.

**Epicor Virtual Agent**—Get access to important system data via natural language processing (NLP) that recognizes requests such as approving orders, updating contact information, and creating a new quote.

*“We’ve been very fortunate to experience consistent double-digit growth. We believe that the Epicor Prophet 21 Epicor Commerce Connect software is an integral part of that growth because it’s our digital face to the world.”*

James Davis, President | Industrial Specialties Manufacturing

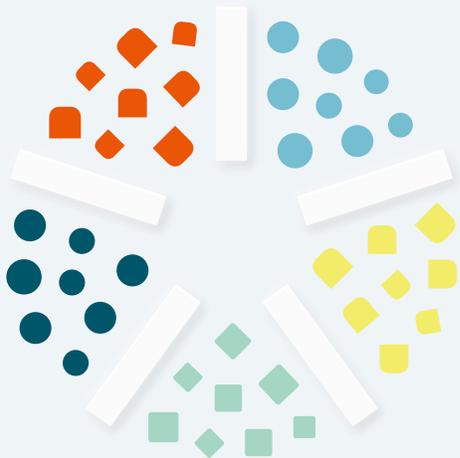
# Epicor Eclipse

**Eclipse is a powerful business management system—the software of choice for growing distributors across a variety of industries.**

Eclipse can support your company's growth with deep, industry-rich functionality that will set you apart in ways that other solutions simply cannot match. No matter the size or diversity of your supply chain, Eclipse can get you to the next level and beyond. Our long heritage of customer-focused development has evolved to meet the needs of distributors in these core industries:

- Electrical
- HVAC
- Plumbing
- Pipes, valves, and fittings

Epicor has extensive experience developing solutions for some of the leading distributors in these industries, and is a member, or a preferred provider, to over 40 industry associations and marketing/buying groups such as A-D, IMARK, Equity-EDN, ASA, WIT, HARDI, and Blue Hawk.

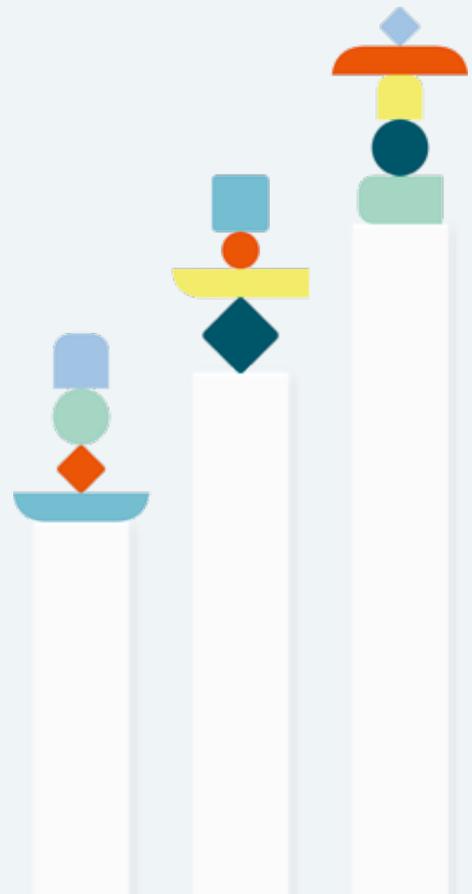


In addition to the core functions in all Epicor for Distribution software, Eclipse also includes:

**Job Management**—This real-time, web-based application allows you to manage all aspects of a job—including bidding, bill of materials management, submittal status tracking, releases and change orders, customer billing, and vendor invoice reconciliation.

**Proof of Delivery**—Provides your drivers with a secure way to view daily route information, maps, and driving instructions from a smart phone.

**Mobile Showroom**—Empowers a showroom salesperson to "work the floor" with a tablet device that enables easy capture and maintenance of bids for customers.



*“We looked at numerous ERP systems, but they would have required a great deal of customization to meet our needs. Eclipse immediately handled our business right out of the box. We now have one system that works equally well for everyone and is poised to seamlessly blend new acquisitions and stores with our existing companies.”*

Christine Tine, Chief Information Officer | MORSCO

Find out more about how Epicor for Distribution can help your business soar.

Contact us:

[distribution@epicor.com](mailto:distribution@epicor.com)

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

## EPICOR

We're here for the hard-working businesses that keep the world turning. They're the companies that make, move, and sell the things we all need. They trust Epicor to help them do business better. Their industries are our industries, and we understand them better than anyone. By working hand-in-hand with our customers, we get to know their business almost as well as they do. Our innovative solution sets are carefully curated to fit their needs and built to respond flexibly to their fast-changing reality. We accelerate every customer's ambitions, whether to grow and transform, or to simply become more productive and effective. That's what makes us the essential partners for the world's most essential businesses.

Contact Us Today: [info@epicor.com](mailto:info@epicor.com) | [www.epicor.com](http://www.epicor.com)

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