

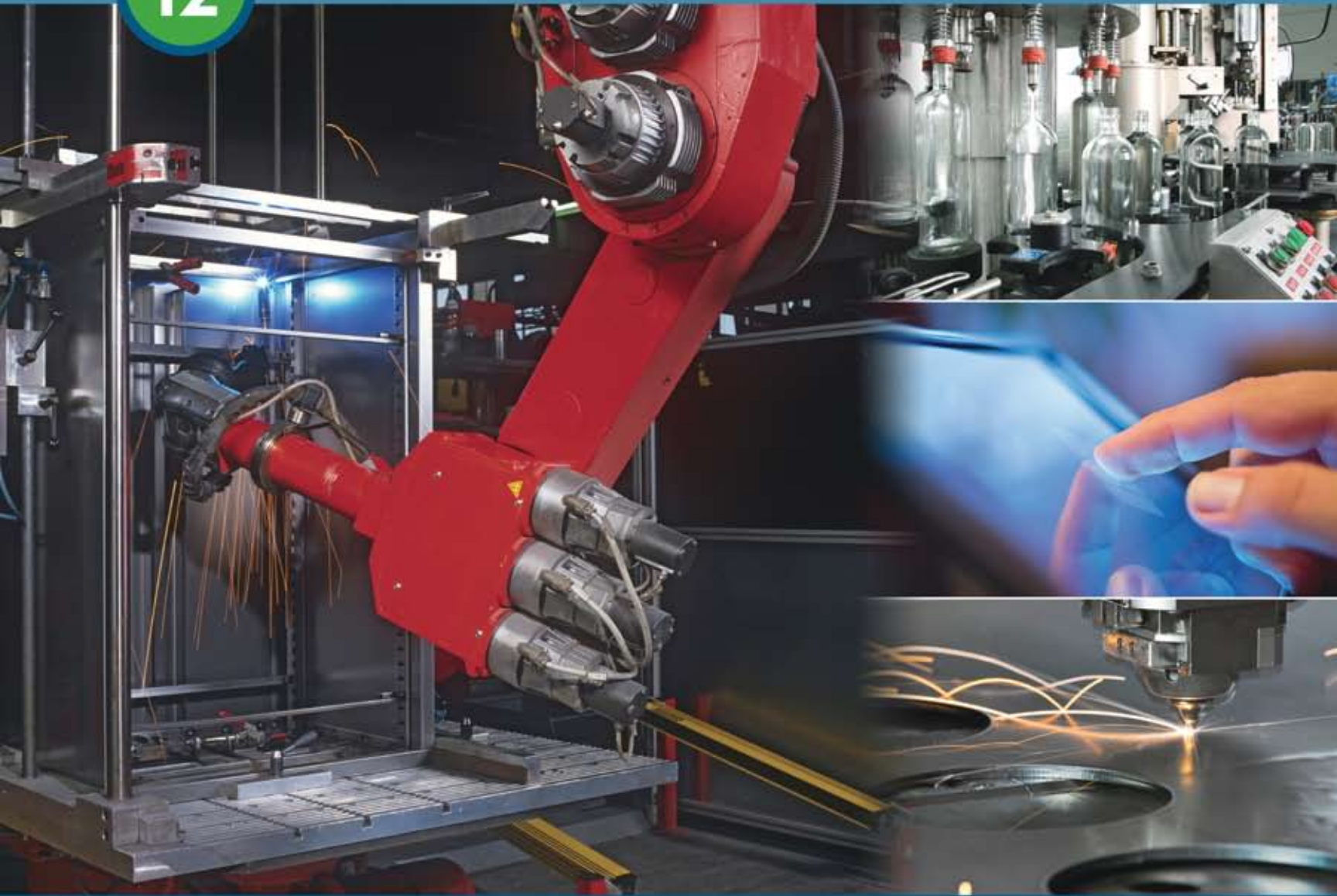


BROWN SMITH WALLACE CONSULTING GROUP

MANUFACTURING SOFTWARE GUIDE

12

6TH EDITION



BROWN
SMITH
WALLACE
A MEASURABLE DIFFERENCE™

We make it easy to **select & compare**
Manufacturing Software



START HERE

www.software4manufacturers.com

PRONTO-Xi

ENTERPRISE MANAGEMENT SYSTEM

Manufacturing

“We have dramatically improved month-end processing times, and now have true real-time distribution information and accurate order-date driven batch back-order releasing,”

Wes Mark,
IT Manager, Dixon Group

PRONTO-Xi provides real-time visibility from business intelligence and financials to manufacturing and distribution.

About Pronto Software

Pronto® Software is an international provider of fully integrated Enterprise Management Systems. With more than 30 years of experience, Pronto Software enables over 1,500 customers worldwide to maximise productivity, streamline their supply chains and deliver superior customer service.



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Please Note:

The software vendors have provided the information for the printed and online guides. Brown Smith Wallace Consulting Group personnel have obtained demonstrations of many of the listed features. However, The Brown Smith Wallace Consulting Group makes no representation or warranty related to specific functions or as to the suitability of these software systems for a specific business or application.

Introduction

Evaluate ... Compare ... Analyze ...

The Manufacturing Software Guide is specifically developed for the unique needs of the manufacturing community. This 6th edition is designed to assist you, the Manufacturer, evaluate, compare and analyze software to determine which products fit your operation.

The Printed Guide ...

This printed Guide is distributed at no cost through distribution centric trade associations and educational institutions with distribution programs. We appreciate the continued support of these associations and institutions.

The printed Guide contains only a subset of the complete features list. This brief introduction can give you an understanding of the vendors and their product features to allow you to build a list of applications to include in your search.

Reading this Guide ...

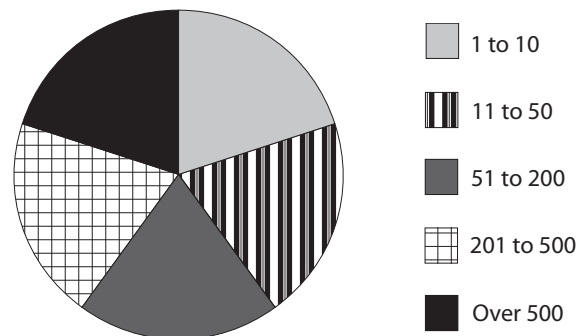
Each product listing includes a high level summary of some of the features. Read on to understand each section.

Technology

This section gives you the basic fundamentals of operating system, database, presentation method and delivery method.

Customer Base

Use this pie graph to help determine how you fit compared to the other companies that use the software.



Entry Price Point

The pricing for software can be complex and subject to negotiation. This is the entry point for the simplest configuration of the software and basic services to implement it. Use this only as a starting point: your actual costs will be higher.

Sales Channel

Learn how and where the software is sold.

The Online Guide ...

The online guide at www.software4manufacturers.com includes more extensive information about each vendor, the applications and their functionality to assist you in your research project. Utilize the Evaluation Center to compare more than 1,500 functions and features side-by-side. We hope to help you find the best solution to meet your needs.

Endorsing Organizations

American Supply Association

www.asa.net



Association for High Technology Distribution

www.ahtd.org



Aviation Distributors and Manufacturers

www.adma.org



Bearing Specialists Association

www.bsahome.org



Bicycle Product Suppliers Association

www.bpsa.org



Business Solutions Association

www.businesssolutionsassociation.com



Canadian Institute of Plumbing & Heating

www.ciph.com



Cleaning Equipment Trade Association

www.ceta.org



Door and Hardware Institute

www.dhi.org



Electronic Components Industry Association

www.eciaonline.org



Equipment Marketing and Distribution Association

www.EMDA.net



Eastern Michigan University Industrial Distribution Program

www.emich.edu



Financial and Security Products Association

www.fspa1.com



The FPDA Motion and Control Network

www.fpda.org



Heating, Air-conditioning & Refrigeration Distributors International

www.hardinet.org



Heating, Refrigeration and Air Conditioning Institute of Canada

www.hrai.ca



International Sealing Distribution Association

www.isd.org



Industrial Supply Association

www.isapartners.org



International Glove Association

www.iga-online.org



ISSA – The Worldwide Cleaning Industry Association

www.issa.com



International Truck Parts Association

www.itpa.com



National Association of Electrical Distributors

www.naed.org



The Association for Hose and Accessories Distribution

www.nahad.org



National Association of Independent Lighting Distributors

www.naild.org



National Association of Sign Supply Distributors

www.nassd.org



North American Building Material Distribution Association

www.nbmada.org



National Fastener Distributors Association

www.nfda-fastener.org



North American Horticultural Supply Association

www.nahsa.org



National Marine Distributors Association

www.nmdaonline.com



NPTA Alliance

www.gonpta.com



Outdoor Power Equipment and Engine Service Association

www.opees.com



Pacific-West Fastener Association

www.pac-west.org



Pet Industry Distributors Association

www.pida.org



Power Transmission Distributors Association

www.ptda.org



Professional Beauty Association

www.probeauty.org



Purdue University

www.purdue.edu



Security Hardware Distributors Association

www.shda.org



Specialty Tools & Fasteners Distributors Association

www.stafda.org



Texas A&M University Global Supply Chain Laboratory

http://id.tamu.edu



Waste Equipment Technology Association

www.wastec.org



Water and Sewer Distributors of America

www.wasda.com



Wholesale Florist and Florist Supplier Association

www.wffsa.org



Woodworking Machinery Industry Association

www.wmia.org



To provide this guide as a benefit to your members, please call (314) 983-1393 or email snelson@bswllc.com.

Software Features Matrix

	Acumatica	Demand Management	Epicor Manufacturing	IBIS	IFS	Infor	Lawson	NetSuite	Pronto Software	VAI (Vormittag Associates, Inc.)
Year Company Founded	2006	1985	1984	1989	1983	2002	1984	1998	1976	1978
Year First Version Released	2011	1985		1999	1983	1986	1984	1999	1987	1990
Current version number as of January 1, 2011	3.0	11.2 DSX	Epicor 9.05	2012	7.5	Varies	M3 10.1	2010.2	Rel 700.2	5.0.3
Release date of current version (Month - Year)	6/2011	2/2011	3/2010	8/2011	6/2011	12/2011	1/2010	October	5/2011	12/2010
System Overview / Manufacturing Environment										
Assemble to order	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Configure to order	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Engineer to order	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Repetitive	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Make to order	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Make to stock	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mixed mode	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Job shop	✓	✓	✓	✓		✓	✓	✓	✓	✓
Process-batch	✓	✓		✓	✓	✓	✓		✓	✓
Process-continuous	✓	✓		✓		✓	✓			✓
Flow		✓		✓		✓	✓			
Bills of Materials / Routings										
Unlimited number of structural levels	✓	✓	✓	✓	✓	✓	✓	✓		✓
Maintain effective dates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Define reference designators, dimensions, drawings	✓	✓	✓	✓	✓	✓	✓		✓	✓
Operation Control										
Real-time access to operation information	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Support for these types of tasks: Labor	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Machine	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Subcontracted	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Production Scheduling										
Ability to view all jobs, operations and resources	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Graphical representation	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Analysis of resource load vs. capacity	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Interactive rescheduling capability	✓	✓	✓	✓	✓	✓	✓		✓	✓
"Drag and drop" rescheduling capability	✓	✓	✓	✓	✓	✓	✓		✓	✓
Visual display of shop load	✓	✓	✓	✓	✓	✓	✓		✓	✓
Automatic constraint-based scheduling of a job	✓	✓	✓	✓	✓	✓	✓		✓	✓
Automatic constraint-based re-scheduling of all jobs	✓	✓	✓	✓	✓	✓	✓		✓	
Ability to set filter criteria	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Configurable time buckets	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

Software Features Matrix

	Acumatica	Demand Management	Epicor Manufacturing	IBIS	IFS	Infor	Lawson	NetSuite	Pronto Software	VAI (Vormittag Associates, Inc.)
Demand Planning										
Product family can be defined	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Integrates with order management	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Integrates with supply chain planning	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Inventory Management										
Allows separate: Ship on date	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Ship to customer date	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Receipt date due by line item	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Purchases orders can be delivered via: Fax	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
email	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
XML	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
EDI	✓	✓	✓	✓	✓	✓	✓	3	✓	✓
Physical Inventory and Cycle Counting										
Supports use of portable bar code readers	✓		✓	✓	✓, 3	✓	✓	✓	✓	✓
RF handheld unit can make inventory adjustments online with full tracking to the general ledger	✓		✓	✓	✓	✓	✓, P	✓	✓	✓
Inventory Shipping										
System can generate: Shipping manifest	✓		✓	✓	✓	✓	✓	✓	✓	✓
UPS label	✓		✓	✓	✓	✓	✓	✓	✓	✓
Bar coded box label	✓		✓	✓	✓	✓	✓	✓	✓	✓
Bill of lading	✓		✓	✓	✓	✓	✓	3	✓	✓
System allows interface with major shipping carriers	✓		✓	✓	✓	✓	✓	✓	✓	✓
Vendor Managed Inventories										
Supplies the following consigned inventory info: Automated capture and transmission of usage from customer's site via scanning, RF, etc.	✓		✓	✓	✓	✓	✓	✓		✓
Generates a warehouse transfer to move stock	✓		✓	✓	✓	✓	✓	✓	✓	✓
Generates a sales order for the goods consumed	✓		✓	✓	✓	✓	✓	✓	✓	✓
Data Definition										
Access to historical demand detail	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Access to EDI transactions	✓	✓	✓	✓	✓	✓	✓	✓, P	✓	✓
Manual adjustment capability	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Data import from spreadsheet	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Data import from third party product	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

Key: 3 = third party, P = partnership

Software Features Matrix

	Acumatica	Demand Management	Epicor Manufacturing	IBIS	IFS	Infor	Lawson	NetSuite	Pronto Software	VAI (Vormittag Associates, Inc.)
Forecast Development and Evaluation										
Forecasting methods: Exponential smoothing	✓, M	✓	✓	✓	✓	✓	✓	✓, P	✓	✓
Seasonality	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Multiple regression	✓, M		✓	✓	✓	✓	✓	✓, P	✓	
Model fitting methods			✓	✓	✓	✓		✓, P		✓
Ability to identify best-fit model		✓	✓	✓	✓	✓	✓	✓, P	✓	✓
Ability to simulate what-if scenarios		✓	✓	✓	✓	✓	✓	✓, P	✓	✓
Events, Promotions and Life-Cycle Planning										
Apply events (promotions, new products, competitor activities) to product forecasts seasonality	✓	✓	✓	✓	✓	✓	✓	✓	2013 Release	✓
Evaluate effectiveness and profitability of promotions	✓	✓	✓	✓	✓	✓	✓	✓	2013 Release	✓
Develops life cycle profiles and applies to new products/track performance		✓	✓	✓	✓	✓	✓	✓	2013 Release	✓
Supply Chain Planning/Integration										
Import sales history, shipments, billings by SKU/product	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Integrate with inventory and enterprise planning	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Customer Information										
Maintains comprehensive customer information	✓		✓	✓	✓	✓	✓	✓	✓	✓
Maintains sales history online	✓		✓	✓	✓	✓	✓	✓	✓	✓
Maintains multiple bill-to addresses	✓		✓	✓	✓	✓	✓	✓	✓	✓
Maintains multiple ship-to addresses	✓		✓	✓	✓	✓	✓	✓	✓	✓
Maintains ordering and shipping defaults	✓		✓	✓	✓	✓	✓	✓	✓	✓
Order Management										
Order tracking inquiry through the fulfillment cycle	✓		✓	✓	✓	✓	✓	✓	✓	✓
Real-time checks of inventory on hand and future supply	✓		✓	✓	✓	✓	✓	✓	✓	✓
Change or cancel lines using mass select and change	✓		✓	✓	✓	✓	✓	✓	✓	✓
Able to cancel orders after picking but before shipping	✓		✓	✓	✓	✓	✓	✓	✓	✓
eBusiness Capabilities										
Transact eBusiness using: EDI	✓	✓	✓	✓	✓	✓	✓	✓, P	✓	✓
XML	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Collaborate with trading partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Product Reservation and Scheduling										
Check available to promise throughout supply chain	✓	✓	✓	✓	✓	✓	✓		✓	✓
Automatically reserve on-hand inventory	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Source order lines automatically	✓		✓	✓	✓	✓	✓			✓

Key: M = manual, P = partnership

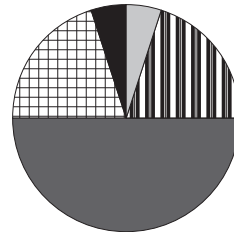
Acumatica

Product: Manufacturing and Financial Suite



Acumatica

Customer Base



- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500

www.acumatica.com
Contact: Douglas Johnson

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(888) 228-8300 | (703) 637-9160 FAX
sales@acumatica.com

Technology

OS: Windows Server or Windows Azure

DB: MS SQL or SQL Azure

Presentation: Web Browser

Delivery: On-Premise, Hosted, or SaaS (On-Demand)

Sales

Entry Price Point: \$15,000 On-Premise or \$1,000 per month SaaS for unlimited users

Sales Channel: 100% Resellers Worldwide

Web-based Manufacturing Software, deployed On-Premise, Hosted, or as SaaS

Acumatica is a modern Web-based manufacturing solution that allows unlimited users to access real-time data using only a Web-browser. Users can work from home, the office, a shop floor, warehouse, or other location to access dashboards, reports, and screens that are customized for their particular needs.

The **Acumatica Manufacturing Suite** includes BOM/Routing, Production Management, and Materials Resource Planning. All modules are integrated so your financials, inventory, purchasing, sales orders, quotes, production orders, customers, vendors, invoices, and reports are centrally managed and updated in real-time.

Shop Floor Flexibility

Acumatica Manufacturing supports many types of manufacturing processes including:

- Make to stock
- Make to order
- Configure to order
- Assemble to order
- Engineer to order
- Batch
- Repetitive

Modules and Features

Bill of Material / Routing

The BOM module creates production specifications and is the framework for the planning functionality throughout the system.

Production Management

From components to finished goods, the Production Management module gives your organization the ability to control the entire production process and minimize job costs.

Material Requirements Planning (MRP)

The MRP module is a powerful planning tool that enables your organization to satisfy customer requirements while maintaining optimal inventory levels.

Additional Modules

- Scheduling
- Product Configurator
- Quoting and Estimating

Key Benefits

- Manage sales, ordering, inventory, warehousing, capacity planning, production, shipping, fulfillment, and accounting from a single, integrated solution.
- Acumatica includes reports to help you determine job costs and job profitability. Easy to use reporting tools allow you to customize existing reports or design your own. Non-technical users can create graphical dashboards to monitor key performance indicators.
- Dynamically allocates supply to demand to satisfy your customer's needs.
- Provides a broad range of flexible and customizable analytics and reporting options.
- Creates real-time visibility and communication into supply chain management.
- Sales activities, Master Production Schedules (MPS), and forecasts can be viewed in one centralized location.

Demand Management, Inc.

Product: Demand Solutions; Supply & Demand Planning Software



Demand Solutions®

www.demandsolutions.com
Contact: Bill Harrison, President

Demand Solutions
1 Cityplace Drive | St. Louis, MO 63141
(800) 886-3737 | (314) 991-7111 FAX
info@demandsolutions.com

For companies that deal in the production or distribution of real goods, the single biggest factor they **can** control is the supply chain. With the right tools, optimization processes can be put into place to offset the challenges facing companies today, such as variable demand, long lead times, global supply networks, and real-world production or supply chain constraints. Additionally, in the current challenging economic times, an efficient and effective supply chain may very well be a corporate imperative.

For over 25 years, Demand Solutions has focused on one thing—Supply Chain Planning solutions. By selling market-leading solutions and backing them up with unmatched service and support, Demand Solutions has built a customer base that is the envy of the industry in more than 75 countries. No other firm can boast the almost universal success enjoyed by Demand Solutions' customers.

Demand Solutions offers feature-rich Supply Chain Planning solutions that are easy to use, quick to deploy, and deliver a dramatic return on investment (ROI).

Benefits:

- Easy to install
- Enables collaboration
- Manages new product introductions
- No more silos of data on departmental spreadsheets
- Supports global implementations

About Demand Solutions

- \$49 million revenue
- Global product, global support

Demand Solutions is a Microsoft Gold-Certified Partner and is Certified for Microsoft Dynamics AX and Microsoft Dynamics NAV, with a tested interface to GP.

Create the forecasting and planning experience you want with DSX

DSX is Demand Solutions latest product offering and the next evolution in supply chain planning. Built from the ground up on the latest Microsoft technology stack, DSX provides a combination of ease of use and analytic sophistication. DSX allows you to forecast for any time unit—weeks, months, or quarters—for any item in one database.

Customer Base

Not Provided

Technology

OS: Windows XP, Vista, Windows 7 DB: MS SQL Server
Presentation: WPF/WCF Delivery: OnPremise

Release Information

Current version number: 11.2 and DSX
Release date of current version: February 1, 2011
Expected release date of next upgrade: 2012

Demand Solutions provides the process disciplines and tools for managers to garner support from senior executives, participation from the field, and feedback from customers and suppliers. Because it has been designed for ease of use, decision makers can conduct "what if" analysis directly with the data in real-time; the software doesn't require an IT team to produce results.

Our customers experience measurable results such as:

- Reduced inventory
- Increased customer satisfaction
- Increased inventory turns
- ROI in weeks or months, not years

Product Overview:

- Forecast Management
- Requirements Planning
- Sales and Operations Planning
- Collaboration
- Retail Planning
- Advanced Planning and Scheduling

The Demand Solutions product suite transforms complexity into clarity. The proven, sophisticated supply chain software is a fraction of the cost of most comparable solutions providing a smooth transition from spreadsheet management to robust reporting and tracking. And, while incredibly feature-rich, our software is quick to install and easy to use.

The Demand Solutions product suite makes it easier to predict future demand and make informed decisions to optimize inventory turns, customer service levels and profitability. Demand Solutions is a complete time-phased, multi-tiered planning and replenishment system for monthly, weekly or daily planning cycles, and a proven platform for S&OP as well as POS programs. Demand Solutions helps manufacturers, wholesalers and distributors exchange information for inventory and proactively manage demand rather than operate in reactive mode.

With DSX, users can create global, public, and private workspaces with limitless options and navigate those workspaces with Microsoft's familiar ribbon technology. The DSX suite lets you conduct "what if" scenarios with sandbox technology with the ability to seamlessly move simulations to a production environment.

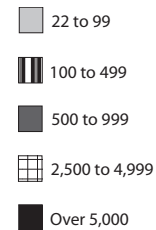
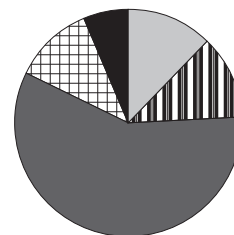


Epicor Software Corporation®

Product: Epicor Manufacturing

EPICOR®

Employee Base



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(800) 999-6995 | (949) 585-4091 FAX
info@epicor.com

Technology

OS: Windows, Unix, Linux
DB: MS SQL Server, Progress
Presentation: Microsoft SmartClient and Web Client
Delivery: OnPremise, Web-based, Hosted, SaaS

Sales

Entry Price Point: \$35,000 for 5 users
Sales Channel: Direct and resellers Worldwide

Epicor Manufacturing is a tightly integrated enterprise resource planning (ERP) software solution for identifying and planning the extended enterprise resources you need to capture, produce, ship and account for customer orders. A distributed, common database provides the ability to access the right information, from the right source, at the right time, empowering all users through the supply chain to make valid, informed decisions. Industry leading technology makes it possible for manufacturers of all sizes, and their trading partners, to derive the benefits of real-time collaboration from Epicor Manufacturing.

Epicor Manufacturing is distinguished by its increasingly broad focus on planning and managing all resources, both within and across location and company boundaries. This expanded scope is most strongly felt in the areas of customer relationship management (CRM), supply chain management (SCM), product lifecycle management (PLM), quality performance management (QPM) and business performance management (BPM) to name only a few. Manufacturers of all sizes have recognized the value of an integrated suite rather than trying to piece disparate solutions together.

Manufacturing Knowledge

Epicor Manufacturing is designed to support the various manufacturing processes including discrete, make-to-order (MTO), engineer-to-order (ETO), configure-to-order (CTO), mixed-mode and make-to-stock environments. Epicor continues a 25-year plus tradition of providing industry leading solutions for rapidly expanding emerging manufacturers alongside mid-sized companies and subsidiaries of large multinationals. Epicor Manufacturing is scalable and modular with rich feature sets; which allow us to support your company's growth with rapid implementation and easy expansion no matter the size and complexity of your manufacturing process.

Supply Chain Performance

Epicor Manufacturing offers a full range of supply chain management and distribution capabilities built within a single business platform. It provides the right tools to efficiently assemble, ship and deliver so that your customers receive the goods they want, when they want them. It enables manufacturers to truly execute at peak performance.

Industry Expertise

As a multidimensional solution, Epicor Manufacturing is uniquely positioned to manage the requirements of multiple industries with a single solution, including Industrial Machinery, Automotive, Aerospace and Defense, Medical Device, Electronics and Electrical Equipment, Fabricated Metals, Furniture and Fixtures, Rubber and Plastics, Job Shops, and more. Epicor has experience across many manufacturing industries and has developed solutions to fit the unique requirements for supplying these industries with robust functionality, including:

- Centralized customer relationship management
- Project management
- Efficient sales and service management
- Rules-based product configuration
- Real-time production management
- Quality and compliance management
- Extensive product data management including product lifecycle management (PLM)
- Embedded advanced planning and scheduling (APS)
- Extensive materials management including cradle-to-grave serial and lot control
- Support for lean initiatives
- Comprehensive supply chain management
- Global financial management for improved transparency and accountability
- Portals, dashboards, business process management and enterprise search to support business performance management initiatives
- Global deployment

Lean Initiatives

With increased global competition and customer influence for product flexibility and more frequent orders, businesses are widening the scope and focus of lean principles to focus not only on manufacturing processes, but to encompass all processes that contribute to the bottom line. Epicor is uniquely positioned with fully integrated modules and features such as customer relationship management, supplier relationship management, work orderless "Kanban" control on the shop floor, enterprise portals, and Epicor *True SOA*™ architecture to drive reduction of waste in internal processes and ultimately enhance profitability.

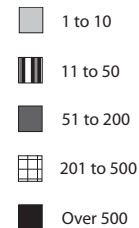
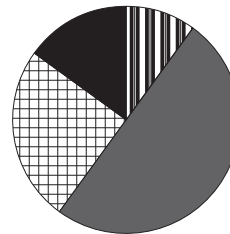
I.B.I.S., Inc.

Product: Advanced Manufacturing Software built on Microsoft Dynamics® AX



I.B.I.S. Inc.
The options you want. The results you need.

Customer Base



www.ibisinc.com
www.advancedmanufacturingsoftware.com
Contact: Lee House
30 Technology Pkwy S., Ste. 400 | Norcross, GA 30092
(770) 368-4000 | (770) 368-1186 FAX
lhouse@ibisinc.com

Technology

OS: Windows 2003 or 2008, XP, Vista, Windows 7
DB: MS SQL Server
Presentation: GUI/Internet Browser
Delivery: OnPremise and Hosted

Sales

Entry Price Point: Contact I.B.I.S.
Sales Channel: Direct

To achieve success in the Manufacturing industry, you must manage forecasting, inventory control, warehouse operations, customer inquiries and sales orders. In addition, a business must manage the software used to handle your billing and financials. Bottom-line, a business requires your utmost coordination and concentration at all times.

As you struggle to handle everything you need to for your Manufacturing business, the world keeps turning, and things keep progressing. Your competition is growing and the cost of raw materials is always increasing.

You need to talk to I.B.I.S.

Advanced Manufacturing Software by I.B.I.S., built on Microsoft Dynamics® AX 2012, delivers unparalleled functionality out-of-the-box, with rapid deployment and reliability at a lower total cost of ownership, without requiring costly customizations to fit the needs of Equipment Manufacturers, Automotive & Aerospace Manufacturers and High Tech & Electronics Manufacturers with facilities in the United States and globally.

Our Manufacturing solution is built on Microsoft Dynamics® AX and comprehensively addresses:

- Sales Estimating/Quoting
- Capacity Planning
- Materials Planning
- Forecasting
- Warehouse Management System (WMS)
- Product Engineering
- Project Management
- Visual Project Planning
- Asset Service Management/Field Service Management
- Enterprise Asset Management (EAM)
- Customer Relationship Management
- Financial Management
- Human Resources Management (HR)

We help Manufacturers like you:

- **Improve customer experience**
- **Enhance the visibility into your business**
- **Manage change for your business**
- **Increase your velocity**
- **Compete globally**
- **Improve your LEAN Manufacturing processes**
- **Manage your control and compliance regulations**
- **Maintain a lower Total Cost of Ownership**
- **Integrate all your Business Processes**

Why partner with I.B.I.S.?

- I.B.I.S. has **Manufacturing depth and breadth of expertise** that is matched by few if any.
- **I.B.I.S. can make the complex simple.** This connotes a depth of experience, expertise, and professionalism.
- **I.B.I.S. delivers the first time.** I.B.I.S. can be handed a project with total confidence, and deliver the result needed.

By understanding the importance of our clients' businesses and successfully bridging the technology and business gap for over 22 years, we have earned an AMR Industry Certification for Microsoft Dynamics in the Discrete Manufacturing Industry. We have gone above and beyond the average solution provider by making a substantial investment in developing industry specific solutions to meet the challenges facing you today. **Contact us at info@ibisinc.com to find out how I.B.I.S. can lower your risk in implementing a new manufacturing software solution through our experience and expertise.**

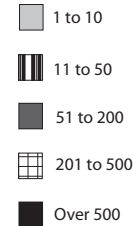
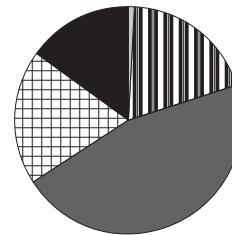


IFS

Product: IFS Applications



Customer Base



www.IFSWORLD.com
Contact: IFS

300 Park Boulevard, Ste. 555 | Itasca, IL 60143

(888) 437-4968
request@ifsworld.com

Technology

OS: AIX, HP-UX, Solaris, Linux, Windows

DB: Oracle

Presentation: GUI

Delivery: OnPremise, Software Plus Service

Sales

Entry Price Point: \$350,000 for 50 users

Sales Channel: Direct and Resellers

IFS' manufacturing components can provide a simple, highly automated flow for taking care of repetitive tasks together with advanced management-by-exception functionality, simultaneously handling more complex processes, for example, engineer-to-order manufacturing. This powerful, multifaceted solution supports planning, execution, control and analysis in most types of manufacturing, in all phases of the manufacturing process, and for all employees in the organization.

"To Order" Manufacturing Solutions

Manufacturing processes vary greatly between different industries depending on the type of goods being produced and there are a number of manufacturing methods to consider. Our "To Order" Manufacturing solutions empower you to take complete control of your production, whether it is a Configure-to-Order, Engineer-to-Order or Make-to-Order solution.

Configure-to-Order

IFS/Configure-to-Order simplifies the production of configured products. It allows you, or your customer, to select a base product and then configure all the variable parameters associated with that product. A hierarchical structure allows you to define configured products that consist of other configured products on many levels. The system calculates when the finished product will be ready, based on manufacturing rules and current production schedules.

Engineer-to-Order

The Engineer-to-Order solution integrates projects and product structures in a way that makes customer-specific design easier to handle. The ordered product structures can be a combination of standard products and project-specific structures. Procurement is initiated by the project plan, and every change can be registered, ensuring optimal flexibility, control and cost-effectiveness in the delivery project.

Make | Assemble-to-Order

Would you like to be able to produce exactly what your customers want, exactly when they want it? Directly link customer orders to supply orders? In doing so, you could reduce your inventories, minimize lead times and lower your cost of production. With IFS/Make-to-Order (IFS/MTO) and IFS/Assemble-to-Order (IFS/ATO) you can do all this and more.

Product Lifecycle Management (PLM)

To be able to respond to the fickle demands of an increasingly disparate marketplace, enterprises need to be agile. The future belongs to the swift and flexible. IFS Applications™ for PLM is designed with these fundamental insights in mind.

Key features:

- Program and Project Management
- Product Data Management (PDM)
- Document Management
- Case and Change Management
- CAD Integration
- Sourcing and Procurement
- Manufacturing Engineering
- Mixed-Mode Manufacturing
- Product Support/Call Center
- Field and Depot Service Management
- Configuration/Fleet Management
- Maintenance, Repair and Overhaul (MRO)

IFS Architecture & Technology—building for change

IFS Applications combines the benefits of service-oriented architecture and components to give your business the agility it needs to stay one step ahead of the competition.

SOA + components = maximum agility

Because IFS Service-Oriented Component Architecture is an open design based on industry standards, other applications and point solutions can easily access information and trigger functionality in IFS Applications. This makes it much easier to integrate IFS Applications with other enterprise software packages.

About IFS

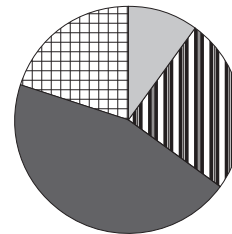
IFS, the global enterprise applications company, provides solutions that enable companies to respond quickly to market changes, allowing resources to be used in a more agile way to achieve better business performance, leaner operations and competitive advantage. IFS pioneered component-based ERP software with IFS Applications.

Infor™

Product: Infor10 ERP Business (SyteLine)

INFOR™

Annual Revenue Size



- <\$10 million
- \$10 to \$49 million
- \$50 to \$99 million
- >\$100 million

www.infor.com/product_summary/erp/sl/

641 Avenue of the Americas, 4th Floor
New York, NY 10011

(800) 260-2640
solutions@infor.com

Technology

OS: Windows Server

DB: MS SQL

Presentation: Graphical

Delivery: OnPremise, Hosted, or SaaS (subscription)

Sales

Entry Price Point: Contact Infor Account Executive

Sales Channel: Direct and resellers Worldwide

In the manufacturing world, delivering on time and on budget is essential to your customers. If your orders increase and you can't keep up with production, you may lose money, and your customers will be dissatisfied. With Infor10 ERP Business (SyteLine), you'll be able to comfortably deal with changes and stay productive in the office, so you'll stay productive on the shop floor and meet the demands of your customers.

With ERP Business, you will:

- **Make it your own**—Everybody's business is unique. You shouldn't have to adapt your business processes to match the way your ERP software works. When it comes to your ERP solution, you need to be able to **make it your own** by fine-tuning on the fly and creating a tool that solves your day-to-day business challenges, quickly and efficiently.
- **Get back to work**—When an unexpected order parachutes into your production floor, can you easily adjust your current schedule and meet your new demands? You've got to make those adjustments and **get back to work** so you can deliver all your orders on time, without interruption.

- **Be confident**—You're getting a solution built by people who have walked in your shoes, experienced people who know what it takes, know what to do, and know manufacturing. So you can be confident that you have the right tools and right team for the job.

Your number one priority is the promise you made to your customers—delivering on time. To do this, you need to **stay productive** both on the shop floor and at your desk.

With ERP Business, you get:

- **Advanced planning and scheduling (APS).**
- **Materials and inventory management.**
- **Customer management.**
- **Application event system.**
- **Role-based information.**
- **Better user experiences.**
- **Infor24 deployment options.**
- **Infor Barcode.**

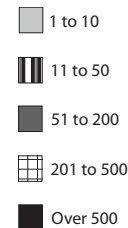
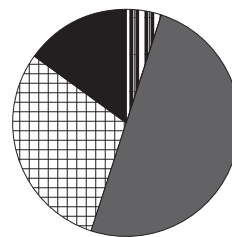
The bottom line? You'll be able to keep your promises to customers, and make better decisions, faster.

Lawson, an Infor affiliate

Product: Lawson Manufacturing

LAWSON™

Customer Base



www.lawson.com
Contact: Lawson

380 St. Peter Street | St. Paul, MN 55102

(800) 477-1357
infous@lawson.com

Technology

OS: IBM i5/OS, Windows, Solaris (Unix), AIX

DB: MS SQL Server, IBM DB2, Oracle

Presentation: GUI

Delivery: OnPremise, Hosted, OnDemand Single Tenant

Sales

Entry Price Point: Contact Vendor

Sales Channel: Direct in North America

Lawson Manufacturing is a business software solution designed and configured to support the needs of companies like yours in the manufacturing sector. This solution helps you maintain high customer service levels in demanding multi-channel, multi-inventory environments. It provides the ability to manage high data volumes and supports value added services while helping to mitigate the constant pressures on operating margins.

Better Vision, Better Margins With Lawson Manufacturing

As a manufacturer, you are unquestionably in a position to unlock profits through smart IT investments. The Lawson Manufacturing solution allows you to manage the complexity of your business. You have the visibility and access to data and information that means the difference between meeting performance expectations and exceeding them. Lawson Manufacturing gives you a platform for consolidation, growth, and revenue-generating innovation.

What makes Lawson different?

- Manufacturing Industry-focused with the ERP market's lowest total cost of ownership and the best value per dollar invested.
- One solution for the entire organization; financials, supply chain planning, trading, supply chain execution and more.
- Strong equipment asset management capabilities.
- Effective management of even the most complex supply chains.
- Flexible and scalable for future growth and business expansion.

Some of our Manufacturing customers describing the benefits of Lawson M3:

"WM3 has helped us achieve many goals, including increasing flexibility in our manufacturing processes and reducing stock, as well enhancing our communications and services for customers."

Les Patterson, General Manager, Dux Hot Water

"We're working much smarter, and are more productive and efficient, which can only lead to more sales and improved profitability."

Niclas During, Manager of Marketing and Communication, Sandvik Hard Materials

"We can now exchange data at lightning speed between, for instance, the sales department and production planning, so that the sales staff can give customers precise information on when they will get their new floor delivered."

Kenneth Enevold, Group Financial Manager (CFO) at Junckers Industrier A/S

"With Advanced Production Planner, we've dramatically reduced stock levels by USD 2 million and have improved delivery times by 30 percent."

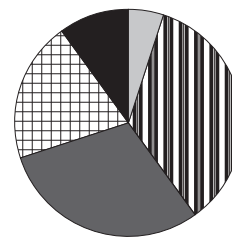
Lars-Erik Joensson, Planning and Production, Trelleborg

NetSuite, Inc.

Product: NetSuite Manufacturing Edition



Customer Base



- 1 to 10
- 11 to 50
- 51 to 200
- 201 to 500
- Over 500

www.netsuite.com
Contact: Robert Israch
2955 Campus Drive | San Mateo, CA 94403
(650) 627-1000 | (650) 627-1068 FAX
sales@netsuite.com

Technology

OS: supports any since cloud based
DB: supports any since cloud based
Presentation: Browser-based over the Internet
Delivery: Subscription-based Software-as-a-Service (SaaS)

Sales

Entry Price Point: \$499/month base fee, \$99 per user/per month
Sales Channel: Direct and Channel Resellers around the world

NetSuite offers:

- One Integrated Web-Based System, including Accounting/ERP, Inventory, CRM, and eCommerce
- Built-in, real-time dashboards
- 24/7 anytime, anywhere access
- Partner relationship management

NetSuite features include:

Accounting

- General ledger
- Accounts receivable, accounts payable
- Advanced financials—revenue recognition
- Budgeting
- Multi-currency

Inventory, Order Fulfillment

- Inventory management
- Order management and fulfillment
- Drop shipment/special order
- Integrated UPS online® tools or FedEx® shipping
- Purchasing
- Standard, customizable reports

Customer Relationship Management (CRM)

- Sales force automation
- Marketing automation
- Customer support and service
- Incentive management
- Offline sales client

eCommerce

- Database-driven web store
- Front- and back-office integration
- Affiliate marketing
- Customer acquisition
- Customer, partner self-service
- Website and web analytics

Employee Management and Productivity

- Role-based dashboards
- Group calendaring and collaboration
- Employee records
- Expense reporting, purchase requisitions

NetSuite Manufacturing Edition

NetSuite is the #1 web-based business software application, giving manufacturing and distribution companies one complete system to run their entire business, from Accounting/ERP to Inventory to CRM to eCommerce. In developing the NetSuite Manufacturing Edition, NetSuite has leveraged experience and lessons learned from thousands of manufacturing customers, complemented with a best practice professional service implementation methodology and our NS-BOS customization platform.

With NetSuite's back-office capabilities, you can manage financials, order processing, inventory, fulfillment, purchasing and more. With NetSuite's front-office functionality, you have complete CRM (customer relationship management) and eCommerce and both are linked seamlessly to one another and with back-office inventory management, fulfillment and accounting processes.

NetSuite's Manufacturing capabilities include:

- Global multi-plant, multi-site management
- Production engineering with ECC
- Demand planning/forecasting
- Materials requirements planning (MRP)
- Project-based management and costing
- Subcontract management
- Costing
- Shop Floor integration

NetSuite gives growing and mid-sized manufacturing businesses a competitive edge:

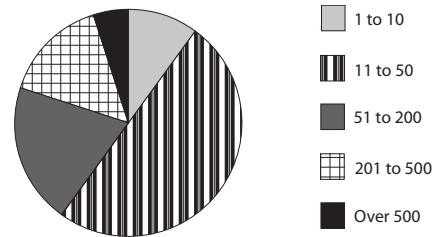
- Improve decision making with real-time metrics and role-based dashboards.
- Improve productivity by automating manual processes across your entire business.
- Ensure accountability and compliance with robust, auditable accounting.
- Eliminate IT costs and hassles associated with integration and through maintaining and upgrading traditional client-server software applications.
- Graduate from simple desktop accounting packages or from standalone bookkeeping to powerful accounting/ERP that is seamlessly integrated with CRM and eCommerce.
- Customize and extend NetSuite easily to meet your exact needs.

Pronto Software

Product: ProntoXi Manufacturing



Customer Base



www.pronto.net
Contact: Terry Leister

590 Madison Avenue, 18th Floor
New York City, NY 10022

(1) (888) 94PRONTO | (1) (888) 947-7668
terry.leister@pronto-software.com

Technology

OS: Unix, Linux, Windows
DB: IBM Informix, Oracle, MS SQL Server
Presentation: Windows
Delivery: OnPremise, Hosted, SaaS

Sales

Entry Price Point: Contact Reseller for licensing options
Sales Channel: Direct and Resellers globally

PRONTO SOFTWARE

Pronto Software provides businesses with a broad portfolio of software and services. Our integrated business solutions help our customers manage their growing enterprise—supporting their goals of maximizing productivity, streamlining supply chains and delivering superior customer service.

As one of the top global Enterprise Resource Planning (ERP) software companies, Pronto has an unwavering focus and passion for delivering value to our customers. By listening to our customers, and to what their business needs, we have been able to create a smarter ERP solution that provides more access to more information when needed. It gives instant business insights and helps uncover ways for companies to reduce costs and increase profits. Our philosophy is simple: we service each customer as if they were our only customer. We strive to provide our customers with tangible benefits to help them excel in their business.

TAKE YOUR BUSINESS TO THE NEXT LEVEL

With decades of expertise, Pronto Software delivers comprehensive—and cost-effective—business solutions backed by outstanding service and support.

MANAGE BUSINESS GROWTH

Pronto enables you to take control of key operational and financial performance indicators—helping you to manage growth. Our scalable and robust ProntoXi system will increase your agility and sustain your success.

EXTENDED OPERATIONAL VISIBILITY

Pronto's ERP solution, ProntoXi, offers broad business application and deep functionality. A fully integrated system, ProntoXi will save you time and money with a consistent stream of information throughout your business.

Our latest product, ProntoXi Dimensions, is the next generation ERP solution offering a seamless integration of the ProntoXi ERP transaction engine with IBM Cognos 10 Business Intelligence.

It enables you to see different dimensions of your business, helping you achieve better business performance and gain insight for better decision making. With dashboard tools being offered out-of-the-box, ProntoXi allows greater sharing of business intelligence—so everyone from

management to frontline staff can work smarter.

Our solution helps you retain visibility over your extended enterprise—including field sales and technical staff—and closely manage your entire supply chain.

OPTIMIZED MANUFACTURING

Easy to use and implement, ProntoXi Manufacturing delivers a high degree of efficiency to your manufacturing operations.

ProntoXi Manufacturing supports a wide range of industries and effectively manages most manufacturing processes including high volume production, lean manufacturing environments, and mass customization.

LEAN MANUFACTURING

A comprehensive range of flexible tools supports modern lean manufacturing methods—including traditional shopfloor control, planning and work order processes—as well as order-less production. ProntoXi Manufacturing can be configured for traditional paper-based environments using work orders to coordinate the planning, execution and feedback of production results—or in a paperless environment, automatically backflushing raw materials.

MANUFACTURING CONTROL

ProntoXi Product Configurator offers extraordinarily rich functionality to support and streamline manufacturing processes for Make-, Assemble-, and Engineer-to-Order industries. With the Configurator, sales orders drive the generation of Bill of Materials (BOMs), simplifying BOM maintenance and inventory management, resulting in lower administrative costs.

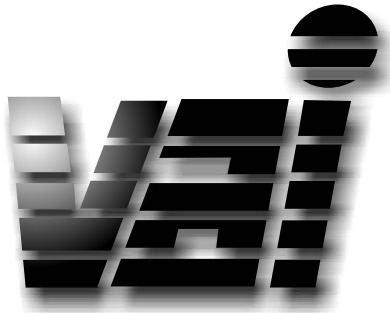
Pronto's manufacturing scheduling tool is an electronic whiteboard scheduler offering visibility of workload versus available capacity—allowing you to manually or systematically manage, sequence and optimize work.

MANUFACTURING CLARITY

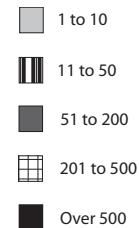
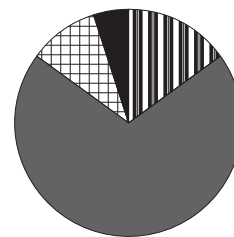
ProntoXi seamlessly integrates your entire supply chain from sales to operations, distribution to finance, providing an accurate view of the critical elements in your manufacturing operation. Materials availability, production results and financial performance are just keystrokes away, and are updated as manufacturing transactions are processed.

VAI (Vormittag Associates, Inc.)

Product: VAI S2K Enterprise for Manufacturing



Customer Base



www.vai.net
Contact: Maggie Kelleher
120 Comac Street | Ronkonkoma, NY 11779
(631) 588-9500 | (631) 588-9771 FAX
mkelleher@vai.net

Technology

OS: IBM i
DB: DB2 for i
Presentation: Rich GUI Client Browser
Delivery: OnPremise, Hosted, Cloud, SaaS

Sales

Entry Price Point: Contact Vendor
Sales Channel: Direct and Resellers Worldwide

Manufacturers are facing increased pressure from domestic and international competition. With VAI's S2K Enterprise for Manufacturing, you can effectively compete and grow your business in this rapidly changing economic environment. S2K Enterprise for Manufacturing is easy to use, cost effective and can deliver a real return on investment.

Whether your business is a process or discrete manufacturer, make to stock or make to order, our software solution will help you manage all your operations with superior responsiveness and performance.

VAI's S2K Enterprise for Manufacturing is production scheduling software, MRP software, process manufacturing software—and more—tightly integrated into one solution. S2K's suite of manufacturing applications link forecasting, manufacturing orders, MRP, CRP, shop floor control, and quality control functions. We combine S2K's production scheduling and MRP software with S2K Distribution software to manage all your process manufacturing operations with superior responsiveness and performance.

In today's market, global growth is expanding. Manufacturers are facing increased competition along with demands for more productivity. Improving operations and work processes are vital to meet your current and future growth objectives.

If you face these challenges:

- Increased errors and missed shipments
- Need of quality improvements
- Inaccurate forecast data
- Scheduling and planning difficulties
- Improve supplier/customer communications
- Poor management of plant resources

Then VAI's S2K for Manufacturing can turn these challenges into solutions.

Consider the Benefits of End-to-End Integration:

- Extensive reporting capabilities
- Customization capabilities
- Scalability
- Security to protect your most valuable information assets
- Reduced operating expenses through optimal planning and resource management
- Improved inventory control and material management
- Increased customer satisfaction
- Improved partner and supplier relationships

Key features include:

- Extensive reporting capabilities that enable you to get the most from your data
- Customization capabilities to meet your unique business requirements
- Scalability through features and functionality that grow and expand with your business
- Security to protect your most valuable information assets
- A wide range of services to support you every step of the way

For more information about how VAI can help you meet your business objectives and long-term growth strategy, please contact us at mkelleher@vai.net.

Brown Smith Wallace Consulting Group Free Consultation Offer

This worksheet will allow Brown Smith Wallace Consulting Group to help you get started quickly. It is also a valuable document to have before contacting any software vendor. We can use the data to qualify you as a prospect for each vendor. It is in everyone's best interest not to waste time if there is no fit. This form may be found and completed online at www.software4manufacturers.com or can be faxed to (314) 983-1329. Our team will then set-up your complimentary 30-minute teleconference appointment.

Name _____ Title _____
Address _____ City, State, Zip _____
Phone _____ email _____

Company Background

Company Name _____ Year Founded _____ Annual Sales (\$) _____
Number of Branches _____ Do you have an eCommerce initiative? _____
Number of Full-time Information Professionals _____ Number of Employees With System Access _____

Project Timeline

When would you like to start? _____ When would you like to go live? _____

Current System Information

Software System _____ Last Updated _____ Hardware Platform _____ Last updated _____

What do you like most about your current system? _____

What do you like least about your current system? _____

System Selection

What are your goals for new software? _____

Describe the capabilities your company wants in a new system: _____

Other: _____

System Sizing Information—Order Processing

Number of Sales Branches _____ Number of Ship-to Addresses _____ Number of Invoices Processed Weekly _____

Average Number of Line Items Per Order _____ Average Number of Line Items Per Back Order _____

System Sizing Information—Inventory Control

Number of Warehouses _____ Number of Inventory Items (SKUs) _____ Average Number of Items Per Branch Warehouse _____

System Sizing Information—Purchasing

Number of Vendors _____ Number of Purchase Orders Monthly _____ Number of Line Items Per Purchase Order _____

System Sizing Information—General Ledger

Number of Companies _____ Number of Divisions _____ Number of Departments _____ Number of Accounts _____



***Think You Know ERP?* Think Again.**

The new Infor ERP: personal, flexible, and adaptable—for the way you work.

It may be the backbone to your manufacturing business, but can your ERP system keep pace with the ever-changing demands on your company? Can it support innovation?

ERP doesn't have to be complex, expensive, and inflexible to do this.

Think about an ERP system that gives you the power, flexibility, and adaptability you need to stay ahead of the competition and focus on serving your customers.

Think Infor—and get an ERP system that works the way you want to work—not the other way around.

Learn more at: www.thinkyounowerp.com

INFOR™

www.infor.com

Tools to Help You Avoid a Six-Figure Mistake

RESEARCH > EVALUATE > ANALYZE > COMPARE
Choose the Correct Software Package the First Time

The Distribution, Manufacturing, Industrial Distribution, Industrial Supply, and Contractor Supply Guides help you understand the features and functions of software packages that meet your specific needs. Company product summaries and matrixes supply you with information to compare choices side by side. You can find additional resources and request a copy of these items on our website.

