



ACUMEN  
GROUP

Distribution Efficiency. Delivered.



## *Acumen Group keeps you a step ahead with state-of-the-art distribution software.*

### Why Acumen Group?

Acumen Group is a world-class wholesale distribution software consulting firm. Our mission is to provide the distribution marketplace with comprehensive business solutions. We support the right product via a seamless process by the best people. Employing the most knowledgeable associates, we offer the greatest hands on experience of any consulting firm in the distribution marketplace. We have worked with hundreds of distributors like you to implement best practices in inventory management, logistics, warehouse management, and credit and collection while introducing a new single software solution. Our clients have as much confidence in our team as we do because our dedication to their success resonates throughout our entire organization.

**Right Product.** We offer Infor's SX.enterprise (SX.e) as our ERP solution. SX.e is made up of a suite of applications designed to automate the mission critical functions within the supply chain. It includes financial, logistic, inventory, sales management, and business-critical applications that enable more efficient and productive communication and information flow among suppliers, customers, and vendors.

SX.e is a single solution that will meet all of your company's requirements. However, while the software you select is a valuable contributor to your future success, it is only a tool; it is only a small part of the total solution. During the buying process, the packages begin to resemble each other, complicating the process.

What is critical during this process? The same two things that differentiate Acumen Group—

**The Best People and a Focused Process.** Each Acumen associate not only has a long history working within distribution, but Acumen itself has been associated with NxTrend/Infor for almost 20 years. As such, we have a strong, tenured relationship with Infor (formerly NxTrend).

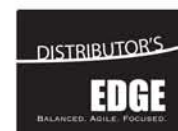
We understand selecting a new computer system and

technology partner is a challenge. The critical decisions you make in the coming weeks has the potential to substantially drive your business for the next 10 years or more. The evaluation process that you choose will determine the degree to which the project succeeds, so we will spend the necessary time to discuss and review your business needs, software, and our proposed implementation process because we are committed to helping you succeed.

Focusing on system utilization, business value, process improvement, and bottom line results, Acumen achieves success through the implementation of superior tools and up-to-date technology. During this transition period, we face a prime opportunity to review and update your business processes, policies, and procedures, which will lead to increased productivity and profitability within your organization.

Continually working to increase our value, Acumen co-founded Distributor's EDGE (DE), an organization of distribution professionals who serve Infor's SX.e customer base, in 2007. Regionally based across North America, DE affiliates proudly serve greater than 300 distribution companies with single or multi-branch locations in over 30 states and 5 countries. Through DE, Acumen publishes On the EDGE, a distribution centric newsletter, hosts industry expert Grant Howard's complimentary and educational Jammin' with Grant sessions, and provides additional industry news, insight, and resources, including white papers. Additionally, Acumen's affiliation with DE offers you access to many more distributors just like you.

We have the **right product**, the **right process**, and the **right people** to ensure a successful partnership. Acumen is committed to our long-term partnership and the success of this project and your business.



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## SX.enterprise Overview

SX.enterprise is made up of a suite of applications, including financial, logistic, inventory, order, and sales management, designed to automate all mission critical functions within the supply chain. Therefore, SX.e enables your company to run more efficiently, improving business practices and increasing profits. These applications will enable you to boost sales by improving your ability to serve existing customers and by helping you to identify and penetrate new markets. Simultaneously, SX.enterprise helps you reduce costs through improved purchasing, inventory management, and warehouse transfer management. In addition, these applications will facilitate more efficient and productive communication and information flow among suppliers, customers, and vendors.

*“SX.e has everything we were looking for as a distributor.”*

**Barry Wright, Systems Administrator, TEC Electric**

SX.enterprise enables your company to run more efficiently:

- ♦ **Complete.** Addresses a range of everyday operational and business needs.
- ♦ **Scalable.** Fits businesses of many sizes, from 20 users to thousands, so it will grow with you, protecting your software investment.
- ♦ **Connected.** E-commerce ready, providing on-line ordering capability and full-featured account and order review status for your vendors and customers.
- ♦ **Compatible.** Ready to use Electronic Document Interchange (EDI) and Vendor Managed Inventory (VMI).
- ♦ **Advanced.** Operates equally well on Windows Server, LINUX, and UNIX open system platforms.
- ♦ **Customizable.** Designed and supportable modification feature/functionality.
- ♦ **Evolving.** Offers continuous improvement and enhancement based on emerging industry trends, technological advancements, and regular input from Infor’s large customer base.

## SX.enterprise Applications

*With Infor’s SX.enterprise, your company has the capabilities necessary for complete supply chain coverage.*

SX.e includes the following applications:

- ♦ Supply Chain Management
  - ♦ Advanced Order Controls
  - ♦ Buyer’s Control Center
  - ♦ Integrated Barcode
  - ♦ Inventory Control
  - ♦ Kit Production
  - ♦ Purchase Order
  - ♦ Service Warranty
  - ♦ Warehouse Management
  - ♦ Value Add
  - ♦ Vendor Managed Inventory
- ♦ Supplier Relationship Management
  - ♦ eBuy Center
  - ♦ Supplier Link
- ♦ Enterprise Performance Management
  - ♦ Analytics
  - ♦ Event Manager
  - ♦ Personalized Dashboards
  - ♦ Report Manager
  - ♦ Job Manager
  - ♦ Point of Sale
  - ♦ Sales Order Management
  - ♦ Sales Tracking
- ♦ Financial Management
  - ♦ Accounts Payable
  - ♦ Accounts Receivable
  - ♦ General Ledger
- ♦ eCommerce
  - ♦ eStorefront
  - ♦ Infor Mobility
- ♦ Customer Relationship Management
  - ♦ Customer Relationship Management
  - ♦ Contact and Activity Manager





## Business Consulting and Project Management

Acumen has focused on the wholesale distribution industry, providing business technology solutions and implementing best practices, since its inception. Our knowledge of the distribution industry is unparalleled; we have the experience and technical capability to handle every aspect of your project. We provide high quality, innovative, and cost effective solutions for every area of your operation, including:

- ◆ Customer Service
- ◆ Inventory Management and Purchasing
- ◆ Order Processing
- ◆ Logistics
- ◆ Warehouse Operations
- ◆ Internet/Intranet Access and Development

*We understand the challenges and commitment required when implementing a new computer system.*

While installing a new business solution can be a challenging task, this transition period from the old to the new presents an ideal opportunity to review and update your business processes, policies, and procedures. Even minor changes can result in increased productivity and profitability for your organization.

To help you manage your implementation, Acumen provides a wide range of services including experienced business consulting, project management, and on-site assistance.

The implementation of a new business solution typically involves multiple levels within a company. In order to maintain focus, a single person, Acumen's Business Consultant/Project Manager (BC), will coordinate all activities, providing leadership and direction to ensure a smooth transition. Critical to the process, Acumen's BC has years of actual distribution and software implementation experience. Plus, Acumen's BC is continually educated on the latest products and best practices.

*"Acumen did more than implement our new distribution system. They listened to our needs and taught us how to efficiently get information from our new system that allows us to make more knowledgeable decisions."*

Lynne Corwin, Vice President, Phillips Plywood

Acumen's BC is responsible for the following tasks:

- ◆ Conducting business surveys of the client's organization
- ◆ Organizing an implementation team
- ◆ Identifying tasks that need to be performed
- ◆ Providing formal classroom education and training
- ◆ Developing specifications for custom programming, if needed
- ◆ Coordinating additional resources as needed

Understanding the value of longterm relationships, our BCs stand ready to assist you in surpassing your goals.

## Technical Services

Acumen's Technical Services Group includes individuals with extensive knowledge in computer hardware, operating systems, system integration, Local Area Networks (LANS), Wide Area Networks (WANS), and various other application programs. This group has multiple responsibilities, which include conducting site surveys, staging hardware prior to delivery at client's site, installing systems, and assisting with required system maintenance activities.

Acumen's experienced Technical Services staff will ensure that server and communication networks are properly configured, installed, and running at optimum performance. The Technical Services Group also helps customers prepare for emergencies by establishing proper disaster recovery plans, procedures, and back-up scenarios. To accomplish these tasks, Acumen offers a full spectrum of technical services, including:

**Initial Design and Planning.** Acumen will meet with you and design a network specific to your business requirements and budget. All equipment can first be delivered to Acumen's offices so it is properly configured, software loaded, and tested. Only after passing Acumen's rigorous tests will equipment be delivered to your site.

**Cabling.** Acumen can help you plan the most cost effective network design. Our trained technicians can implement these plans at each of your sites.





## Technical Services

**System Installation and Upgrades.** Regardless of the hardware selected (Unix or Windows), Acumen will be on-site to ensure that the system is properly installed. When upgrades are needed, Acumen technicians will help explain the impact and benefit of using new hardware, software, and firmware technologies. They'll assist you in achieving a greater return on investment, seeing to it that your system can adapt and expand to meet future needs.

**Network Administration.** Acumen will help you to establish "best practice" procedures to maintain maximum uptime to your system's network.

**Back-up Procedures.** During initial configuration and installation, Acumen will develop full system back-up scripts and procedures.

**Maintenance and Support.** Acumen stresses preventative maintenance, including proper service plans and scheduled system tune-ups.

**Business Continuity and Disaster Recovery.** Acumen's experienced staff will help you develop a disaster recovery plan, recommending procedures that will help reduce or eliminate downtime, and they are also experienced in working with your staff to reduce business interruption in the event that disaster does strike.

**System Reviews.** To maintain a competitive edge with your technology investment, Acumen continually supports you with scheduled visits to review overall system performance and discuss possible enhancements and new emerging technologies.

**Data/Voice Communications.** Acumen provides its customers with a full range of voice and data communication products and services, including network design, installation, and maintenance. Our experts will analyze your specific communication requirements and recommend the right equipment to address these needs.

**Network Designs.** Include data and voice for both domestic and international business requirements. We install routers/bridges, cabling, Ethernet switching, modems, voice/data multiplexes, dsu/csu, channel banks, and network management systems. In addition, Acumen can introduce you to new technologies in Voice Compression Technologies that allow for dramatic cost savings while preserving high tonal quality.

**Internet Technologies.** To excel in today's fast paced and increasingly competitive environment, companies need instant and efficient access to the Internet. Acumen offers a broad range of products to help companies communicate via the World Wide Web.

## Return on Investment and Acumen Group Clients

*Acumen's objective is to help our clients add a minimum 1% ROI of net sales. For example, for a \$20 million company at 1%, that would be \$200,000. For a \$40 million company at 1%, that would be \$400,000.*

In Acumen's experience with implementing SX.enterprise, our clients realize a substantial ROI in the following areas:

- ◆ Reduction in purchasing costs
- ◆ Decrease in inventory requirements
- ◆ Automate mission critical functions in the supply chain (pricing updates)
- ◆ Properly measure inventory return on investment
- ◆ Increase in sales fill rate
- ◆ Management by exception
- ◆ Increase in sales profitability per order
- ◆ Better utilization of warehouse space
- ◆ Proper surplus and dead stock programs

- ◆ Proper handling of back orders
- ◆ Stronger financial control

If you would like to speak with our clients about using SX.e and partnering with Acumen, let us know. Below, find some of the clients we are proud to have helped benefit from SX.e:

- ◆ Western Water Works
- ◆ Phillips Plywood
- ◆ Coaster Company of America
- ◆ White River Hardwood
- ◆ Glazers Oklahoma
- ◆ TEC Electric

*"In the early 90s, we faced a difficult economic situation, but we still invested and implemented the SX.enterprise system. We had 22 people with \$5 million in revenue. At our peak, we had 52 people and \$52 million in revenue. Do the math."*

**Bruce Himes, CFO, Western Water Works**

