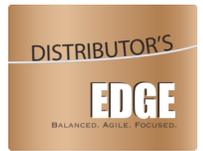


Automotive Linecard



Distributor's EDGE
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Distributor's EDGE Key Statistics

- Lowest Total Cost of Ownership
- 20+ Years of Distribution Experience
- Single Source Supplier
- Flexibility to Handle Both Your Equipment Tracking and Order Fulfillment
- 17% of **Automotive Distributors** Run Solutions Available to Distributor's EDGE

About Distributor's EDGE

Distributor's EDGE delivers integrated best-in-class solutions that address the essential challenges that automotive distributors face in all areas of their businesses such as **financials, supply chain planning, relationship management, demand management, ERP, warehouse management, business intelligence** and **Ecommerce**. Our mission is to provide the distribution marketplace with comprehensive business solutions. We have worked with hundreds of distributors just like you to implement best practices in customer service, inventory management, logistics, warehouse management and fiscal consistency.

We are a stable, reliable company with three decades of experience helping the distribution industry solve its essential challenges. These platform-independent solutions prove their value every day, helping SX.enterprise users reduce operation costs, increase cash flow, improve margins, drive revenue and gain competitive differentiation in the marketplace.

- **Customer Service** - All vendors are now publishing multiple vendor contracts based on locations, customers, products, end-user type and volumes. With Distributor's EDGE, we empower your CSRs to give their customers the best pricing and capture best rebate, using our dynamic price/rebate algorithms while looking across your entire organization to maximize your EOQs. All of your CSR Staff members will be able to quickly answer questions like these: Has the next release from my blanket order shipped? Can you send me a copy of the shipping documents? Do we have all the compliance documents?
- **Distributor's EDGE Supply Chain Scorecard** - Our customers achieve a sustainable competitive advantage. It provides a common framework to drive process efficiencies throughout the channel, improve channel performance and reduce costs for all parties involved, including end-users. You will be able to segregate your inventory from free and consignment stock and allow your customers to see stocking levels and make last minute changes prior to shipment.
- **SX.e Forecasting & Planning** – Automotive distributors today work with large volumes and small margins. It is critical these distributors have the ability to review their current requirements and run “what if” scenarios against those forecast models. Whether you are forecasting hard good items, products by weight or tallies, SX.enterprise can handle your complicated supply chain. Having dynamic forecasting functionality will enable you to adjust to this ever-changing market place. Forecasting the old way (HITS) will leave you and your company behind all the rest. Being able to collaborate with your suppliers is a must. Sharing your real-time volumes will allow you to achieve that next level of pricing. Our partnership ensures you will be able to see supplier performance. Thus, you will be able to identify the right partner and achieve the best service levels.



SX.enterprise Distribution Users

The SX.enterprise solution is driving the flow of more than \$100 billion of goods and services through the North American supply chain. There's a reason for that-- comprehensive solutions focused solely on solving the industry's challenges. Distributor's EDGE is helping thousands of distributors optimize their operations and reduce costs.



"Distributor's EDGE did more than implement our distribution software system. They understood 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