Production
Attendee's Top 3 Interests in Demonstration (What do they want covered?)

1. Tools to track inventory at different stages?
   Are you referring to production stages or committed/picked/backordered/on order/shipped...etc. Item for demo, following business process review.
2. Can our QC team in China update the status of different POs by SKU and quantity (length) in real time? (We currently track on a static weekly spreadsheet)
   Yes
3. Can ASN's be created for containers that are loaded in China?
   Yes. In addition, our Distribution solution includes an "Overseas Trade" Module. It tracks vessels, associated dates and true landed costs.

Logistics
Attendee's Top 3 Interests in Demonstration (What do they want covered?)

1. Tools to visualize/forecast backorder fulfillment
   The purchase module, in the core product, is very extensive and will provide you with visibility and automation for effectively forecasting and planning. Item for follow-up demo
2. Tools to better track, quantify and forecast lead times
   Puchasing to be shown in future demo. Extensive Module in the core product called Buyer's Control Center – tracks all product related purchasing information by product/by vendor with all associated costs/lead-times/special buy criteria, etc.
3. Tools/Reports to quickly and systematically identify re-order candidates through rate of sale/months of supply metrics
   Included in core purchasing module. To be shown in additional demo

Customer Service/Order Entry
Attendee's Top 3 Interests in Demonstration (What do they want covered?)

1. Explain how system differentiates (designed) between order entry and production/filling (roles are collapsed in current system)
   A standard order allocates product. It can trigger a work-order which is then used to produce/assemble/or add-value to a product. All are available with the system.
2. Walk through order entry; when an item is backordered, tools to quickly determine when stock is expected and order allocation
   Completed in previous demo. Our automation and visibility to back-order management/fulfillment and cross-docking is extensive.
3. Tools/Reports to flag orders with future ship dates that are now due
   Completed in previous demo. Will show further - flag look ups and "event" triggers.
4. Tools/Reports to flag backorders that are now fillable when new stock is received
   Completed in previous demo. Will show further - core includes ability to cross-dock.
5. When customer calls for status on order; screens to identify what stage the order is in; how integrated with UPS/Fed Ex tracking info
   Will show screens in next demo. Shipping solution allows for rate-shopping, immediate rate updates, and automation of tracking information. It is based on the shipper relationships you have established – i.e. - UPS/FedEx/USPS etc.
6. Can pricing be customized at the customer level? Process and controls.

Inherent in SX.e is an extensive pricing matrix…It manages numerous pricing schemas going far beyond the customer level…even granular to an exact product for a specific customer, ship to, etc.

7. Ability to put notes on customer accounts and ease of access during order entry process
   Very easy and robust

8. Additonal item: Ability to manage inventory in different locations; fill different line items from different locations
   The solution we are recommending is a true "distribution" application. Our core system manages all aspects of a distribution operation. At the heart of the system is inventory control. It is very simple to enter/fill an order/see inventory from other warehouses, surplus inventory in those locations and expected inventory in production, on PO's, etc….

Sales
Attendee's Top 3 Interests in Demonstration (What do they want covered?)

1. Ability to easily generate reports by Top Selling Items by region, by sales rep, by customer
   Yes, there are hundreds of canned reports you can run within the core. Additionally, we have multiple tiers of Ad-Hoc and Excel-based Report Writers that are integrated with SX.e. Options are available no matter the technical level of the user.

2. Ability to assign different attributes to SKUs (like all red/blue/green shades) and run reports to see trends; how many fields can we self-define?
   Yes, you can assign attributes to SKUs. There are 9 user-defined fields in all files – header/body/footer/item/vendor/customer/etc. There are more available.

3. Ability to give Sales Reps controlled visibility into system so they can run reports, give status to customers, enter some orders, etc.
   Yes, sales reps can run their own reports or view reports run for them, as well as check status on orders, and enter orders. Security is given by the administrator. Integrated Field sales apps are available as well, for smart devices.

Accounting
Attendee's Top 3 Interests in Demonstration (What do they want covered?)

1. Invoicing process and integration with shipping
   Follow-up demo; shipping is integrated. an add-on module would be required.

2. Ability to close a line item short on either a Sales Order or Purchase Order. How easy/difficult?
   Yes, simple task. Are you trying to eliminate backorders or do customers call and   ask to take off one item of a list of items they ordered?

3. Ease of calculating/tracking landed costs (including duty)
   Overseas Trade handles all the costs, tracking, transactions. Included in core product.

4. Process for generating monthly/periodic financials – controls on who is allowed to run
   You decide the security preferences. You can have an event setup for a report to automatically run, or run a report on the fly. Accounting will be automated and GL updated in real time. Our customers do not have extensive month end processes with the system. With point in time accounting you can run a report for any period of time right now and everything will be up to date. What takes a day will take a couple hours.

Finance
Attendee's Top 3 Interests in Demonstration (What do they want covered?)

1. Ability to create budgets and run actuals vs. budgets for the P&L on a regular basis
   Yes, you can create budgets and actuals vs. budget for your P&L at any time. This is a "point-in-time accounting system. Reports can be automated or run upon demand.
2. Credit manager tools – hold status, and collection rules and reports
   Yes, you have the ability to place a credit hold, trigger events if a customer is on hold, and set rules and reports to monitor/manage your customers orders.
3. Ease of exporting to Excel for more advanced reporting/analysis
   Very easy. Demonstrated ease of exporting and importing.

IT
Attendee's Top 3 Interests in Demonstration (What do they want covered?)

1. Hardware requirements to run system
   Evaluation of existing hardware necessary to complete list of required hardware
   Servers will be new, but we will access what hardware can be used for reuse
2. Suggested level of technical support (do we need a dedicated IT expert to keep system running?
   No, you do not need a dedicated IT expert. We can act as your IT department, or you can have someone in house, or another third-party that manages your computers/printer etc. This is a decision based on the specific customer. We have customers with no IT expert and customers with a 10+ person IT department. Support/ Service Contracts allow for all variations.