



Epicor
Distribution
Overview



Epicor ERP eliminates complexity, making ERP easier to use, more collaborative, and more responsive.

Epicor Distribution

Driving performance in the supply chain

Epicor understands that as your customers demand more product options, heightened quality, and shortened lead times, it can be increasingly difficult to drive business performance that maximizes profit. Delivering on these expectations with flawless execution and minimal business interruption defines your success and the success of the intricately woven supply chain that supports it.

Epicor understands this delicate balance and has developed an end-to-end solution with the right tools to efficiently procure, assemble, ship, and deliver the goods your customers want, when they want them. It's one thing to understand the supply chain management (SCM) needs of your organization, but executing at peak performance requires embedding the supply chain processes within an effective and efficient enterprise solution.

Epicor Distribution offers you a full range of order management, supply chain, and warehousing capabilities, built within a single business platform, based on industry-leading Web services execution. Epicor Distribution is complemented by a full suite of enterprise capabilities including customer relationship management (CRM), supplier relationship management (SRM), financial management, distribution requirements planning (DRP), and assembly. Epicor Distribution benchmarks performance analysis and supports the needs of the agile distributor through flexible business process management (BPM) and visual workflow tools. Combined, you have the one-two punch needed to compete in today's increasingly global marketplace.

Distribution Expertise

Epicor Distribution is designed to address the various distribution processes encountered in today's ever changing, dynamic supply chain. Epicor has been providing industry leading solutions for emerging distributors, midsize companies, and subsidiaries of large multinationals for more than 40 years. Scalable and modular, with rich feature sets, Epicor Distribution can support your company's growth with rapid implementation and easy expansion, no matter the size or diversity of your supply chain.

Epicor Distribution is uniquely positioned to manage the requirements of multiple industries within a single solution including Consumer Goods, Pharmaceuticals, Chemicals and Allied Products, Industrial Machinery, Wholesales/Industrial, Automotive, Aerospace and Defense, Medical Device, Electronics and High Tech, HVAC, Furniture and Fixtures, Rubber and Plastics, and more. Epicor has experience working across major industries and has developed solutions to fit the unique requirements for supplying to these industries with robust functionality including:

- ▶ Centralized customer relationship management
- ▶ Efficient multichannel sales order processing
- ▶ Advanced demand and replenishment planning
- ▶ Streamlined fulfillment process for reservation or allocation of inventories with queue and task management of all transactions
- ▶ Full support of kitted items including engineered assembly requirements
- ▶ Multiple unit of measurement tracking throughout
- ▶ Extensive landed cost capabilities and container tracking
- ▶ Company, site, warehouse, and bin level visibility and management of inventory
- ▶ Extensive inventory management including cradle-to-grave serial and lot control, and item cross-reference
- ▶ Flexible cycle counting and physical inventory
- ▶ Numerous costing methods supported, including average, last, FIFO, lot, and standard costing
- ▶ Full support of radio frequency (RF) wireless data collection and barcode scanning for 40+ warehouse transactions, directed and/or user initiated
- ▶ Comprehensive supply chain management, including demand-driven purchase and kitting suggestions
- ▶ Optimized shipping encompasses carrier integration with FedEx®, UPS®, DHL, USPS®, LTL
- ▶ Supports drop ship and cross-docking functionality
- ▶ Accurate and agile finance and accounting
- ▶ Customer and supplier portals, dashboards, business process management (BPM), and enterprise search to support enterprise performance management initiatives
- ▶ Support for global trade standards, country of origin, and RoHS compliance
- ▶ Global, multicompany, multisite, multiwarehouse deployment
- ▶ Customer and supplier managed inventories
- ▶ eCommerce integration
- ▶ Event-driven, highly configurable barcode print routines are embedded throughout the warehouse operations enabling standard and 2D label generation and RFID tag output
- ▶ Integration to material handling and equipment (conveyors, scales, etc.)

Epicor Distribution is a powerful yet easy to use distribution solution available to distributors worldwide. It's comprehensive, loaded with innovative tools to synchronize supply, and utilizes demand and fulfillment as a means to reach new, industry-leading levels of business performance.



Business Anywhere: Global Solutions, Local Expertise

You face intense competition—from booming multinationals to aggressive, nimble, smaller companies down the street. The Epicor solutions are tailored to meet the unique needs of companies across a broad range of industries and sectors including distribution, hospitality, manufacturing, retail, and services. We have offices around the world gathering requirements, developing applications, implementing software, and helping companies deploy best practices to compete and comply in their markets.

Epicor provides a consistent, repeatable single-solution approach that integrates your corporate ERP with your divisions and operating locations. The world-class capabilities of Epicor applications enable the local, regional or centralized deployment of standard processes within a consistent, pervasive security framework. This ensures that operational information produced locally, from forecast to financials, cascades upwards into a single consolidated view of global activities that accurately reflects your organization's performance.

Financial Management

- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Credit and Collections
- Fixed Asset Management
- Advanced Allocations
- Consolidations and Elimination
- Tax Connect
- Advanced Financial Reporting
- Financial Planning

Customer Relationship Management

- Contact Management
- Lead and Opportunity Management
- Case Management
- Mobile CRM
- Marketing Management
- Customer Connect

Human Capital Management

- Core HR
- Payroll (US)*
- Recruitment
- Reporting & Analytics
- Talent Management
- Direct Access
- Mobile HCM

Sales Management

- Estimate and Quote Management
- Order Management
- EDI/Demand Management
- Point of Sale
- eCommerce
- Mobile Sales Assist

Service Management

- Field Service
- Contract Management
- Maintenance Management

Enterprise Performance Management

- Planning and Forecasting
- Operational Data Store and Data Warehousing
- Scorecards and KPIs
- Role Based Content
- Trackers and Dashboards
- Mobile Business Intelligence
- Business Activity Queries
- Enterprise Search
- Social Enterprise

*Available in the US only - please check with your Epicor office for local solutions.

Supply Chain Management

- Purchase Management
- Distribution Requirements Planning
- Inventory Management
- Shipping and Receiving
- Transfer Management
- Warehouse Management
- Advanced Material Management
- Advanced Demand Forecasting
- Supplier Relationship Management
- Supplier Connect

Kitting and Assembly

- Work Order Management
- Quality Assurance
- Advanced Quality Management

Planning and Scheduling

- Forecasting and Scheduling
- Material Requirements Planning
- Resource Management

Project Management

- Project Planning
- Resource Management
- Time Management
- Expense Management
- Project Billing
- Mobile Time
- Mobile Expense

Product Data Management

- Bill of Materials
- Routings
- Revision Control
- Product Costing
- Product Lifecycle Management
- Product Configuration

Governance, Risk, and Compliance

- Risk Management
- Security Management
- Corporate Governance
- Global Trade Compliance
- Environmental and Energy Management

Global Business Management

- Multicompany Management
- Multicurrency Management
- Global Multisite Management
- Multilingual Data Management
- Master Data Management
- Country Specific Functionality

Continuous Innovation

Epicor has been a consistent leader and innovator for global enterprise resource planning (ERP) for distributors, with solutions built entirely on a true service-oriented architecture. Using this approach, “services” are self-contained, platform independent, pieces of business logic that can be dynamically located, invoked and used to configure and reconfigure processes, and improve integration of applications.

The Epicor agile architecture enables distributors to remain nimble and be better able to adapt when business needs change.

Immediately Productive And Simply Easy to Use

The rise of consumer technologies, easy-to-use apps, and social networks has created a new imperative for business applications. Traditional ERP can be notoriously complex to implement, use, and maintain; Epicor ERP is different. We focus on continuously eliminating complexities, and providing innovative solutions that encourage the use of ERP—from intuitive navigation to configurable dashboards—to empower every user to create their own “My ERP.” We embed capabilities that make it simple for users—particularly infrequent users—to access information in real time, spurring innovation. To augment the inherent usability of Epicor ERP, we deliver embedded help, embedded training courses, and our comprehensive Epicor University curriculum.

Collaboration Inspires Innovation

The principles of ERP are founded on the benefits of working together. Embedded within Epicor ERP, Epicor Social Enterprise (ESE) supports the fundamental shift in the way organizations collaborate, both internally and externally. Depending on circumstances, examples might include collaborating around a project, a customer incident, a quality issue, a procurement challenge, or a planning event. ESE changes your relationship with ERP, enabling everyone to securely engage within your businesses and leverage ERP to make more informed decisions and foster innovative ideas.

Responsive ERP That’s as Mobile as You Are

The days of coming to the office, logging into an ERP system, then leaving it all behind at the end of the day are long gone. Work has moved beyond a PC in a cubicle or office: to the customer site, on the plant floor or in the warehouse, in the field or on a supplier visit. In today’s always-connected world, users demand access 24/7, with a consistent experience that flows between devices. Support for touch and gestures and the ability to fully interact with business systems—beyond simply drilling into analytics—is becoming the new normal.

End-user demands for greater control over the user experience are increasing. Individuals expect to be able to manipulate screens and dashboards in a manner that is relevant to a particular role, task, or point in time.

Epicor recognizes the challenges these competing demands can have, and the implications for ERP to ensure enthusiastic adoption throughout the organization. We focus on ensuring that our business architecture and business solutions enable you to stay ahead of the curve, and your users are fully productive however they choose to interact with Epicor ERP.

Freedom of Choice

As your business grows and changes, you need a solution that can grow and change with you. As a single solution able to be deployed on premise, hosted, or in the cloud, Epicor ERP provides extensive deployment flexibility. For example, if your business has limited IT resources you may opt to initially deploy the solution in a hosted model or in the cloud. As your business changes you may subsequently opt to redeploy Epicor ERP on premises. Epicor is one of the few vendors to have architected a full multitenant software as a service (SaaS) and on-premise version out of a single product and is the only vendor who has deployed it to customers.¹

¹ Magic Quadrant for Single-Instance ERP for Product-Centric Companies, Gartner Inc., September 11, 2013





Focus on Distributors

Epicor Distribution is built for enterprising distributors who strive to meet the challenge to be productive in an increasingly competitive business climate where meeting customer expectations requires agility and flawless execution to maximize margins. Innovative technologies from Epicor pave the way for today's businesses to streamline business processes internally while supporting complex supply chain connectivity initiatives that offer competitive advantage with greater visibility and performance driving integration.

Whether your business is emerging, midsized, or a subsidiary of a Global 1000 company, Epicor has comprehensive experience providing solutions for these businesses, coupled with a focus on meeting the complex traceability requirements for key industries and geographies, which minimizes the risk of adoption for your company.



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