

# Epicor Vision Distribution Management Solution

Help drive increased business efficiency, profitability, and competitiveness with the Epicor® Vision® solution

Aftermarket parts distributors face an unusual challenge: moving products up and down a supply chain whose tiers operate with varying objectives and expectations. Epicor Vision software connects every part of your enterprise, linking your distribution centers, company-owned parts stores, independent jobbers, program buying groups, and service shop operations. Flexible setup options, role-based feature access, and a rich visual presentation let you tailor your Vision system to meet your unique goals at each level of your enterprise.

From one screen, Vision software lets you access inventory at all locations, quickly fill customer orders, and place special orders. You can set up consistent pricing structures to earn the highest possible margins and create effective customer loyalty programs. Vision software creates low-margin order alerts and credit checks, prompting you to follow up on exception orders. Expand your sales and provide exceptional service at every level of your business with online sourcing and trading.

Vision's intuitive user interface is simple to learn and built on a robust foundation with software relational database and reporting tools. Its open environment lets you take advantage of products such as the Epicor suite of eCatalog databases; Epicor Parts Network, the largest online parts trading solution; and Epicor Vision Analytics.

Vision uses the Epicor PartExpert® eCatalog, featuring the industry's most extensive replacement parts data set in conjunction with the industry-leading Epicor LaserCat® 3 interface, which helps accelerate transaction speed and increase accuracy in parts-selling environments, enabling fast, focused lookups by counter professionals.

The Epicor Vision Analytics performance management tool is integrated to provide greater visibility into your business. This powerful analytics tool helps you customize reporting to suit your needs and to make better, timelier decisions.

## Key Features

### Serve customers faster with active visual displays

- Create quotes, orders, and returns from one screen
- Drilldown for complete customer order history with one click
- Handle multiple orders at the same time
- Enable customers to look up invoices, credits, and statements online with Epicor WebDocs
- Check inventory levels instantly—store-to-store, WD-to-store and store-to-WD



## Benefits

Provide fast, efficient service in every customer transaction

Uncover emerging trends to drive proactive business decisions

Use powerful modeling tools to optimize inventory performance

- Process core returns, check core bank, and prompt users with prorated warranty calculations
- Create new customers on-the-fly at POS

### Follow-up workflow supports business practices

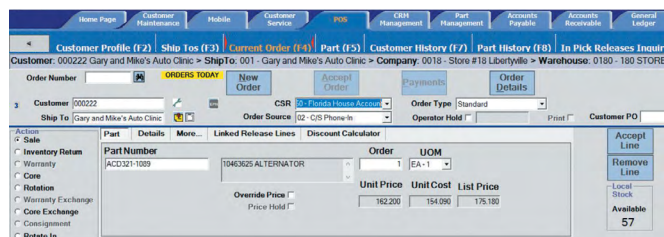
- Route price margin alerts and credit holds to managers for quick handling
- Schedule manufacturer sales visits and measure outside sales activity
- Surface downward customer buying trends and take action
- Target your newest and best customers for special handling
- Track customer deliveries with Epicor Dispatch and Delivery Management System

### Maintain optimal stock levels on all parts

- Manage stock, non-stock, special, temporary, discontinued, and superseded items
- Buy and sell in different units of measure
- Use forecasting models to handle slow movers, seasonality, and velocity
- Create transfers and purchase orders directly from your sales orders
- Identify excess and obsolete inventory and automatically queue returns
- Get quick barcode cycle counts or full physical inventory
- Place distributor parts and fee warehouse orders and direct bill from vendor to customer

### Enable high-yield, low-headcount warehouse operations

- Get real-time access to inventory information using JMO indago, a powerful warehouse management system
- Use integrated barcode pick verification, receiving, cycle count, and transfer tracking
- Track stock from bins, to pallets, to overstock locations



- Print and scan barcode labels
- Track employee time, measure pick and put-away, and set performance incentives

### Easily manage your own pricing at all enterprise levels

- Create multiple, unlimited price plans based on load, discount, or GP factors
- Set contract and promotional pricing
- Manage customer discounts by manufacturer, line, velocity, or part
- Trigger alerts by customer for low-margin sales
- Analyze customer usage/metrics and comparative sales reports

### Powerful suite of accounting applications

- Improve bottom-line performance by optimizing processes and resources across locations
- Native AR, AP, and GL in Vision
- Transaction level GL drill-down

### Simple integration with third-party applications and trading partners

- Choose Unix or Windows server environment
- ODBC/JDBC compliant
- Import and export to spreadsheets or .csv format
- EPN Seller, EPN Buyer, GCommerce VIC and Corcentric IPO support
- X.12 EDI support
- Vision client runs on Windows PC, thin client and tablets

## EPICOR

We're here for the hard-working businesses that keep the world turning. They're the companies who make, deliver, and sell the things we all need. They trust Epicor to help them do business better. Their industries are our industries, and we understand them better than anyone. By working hand-in-hand with our customers, we get to know their business almost as well as they do. Our innovative solution sets are carefully curated to fit their needs, and built to respond flexibly to their fast-changing reality. We accelerate every customer's ambitions, whether to grow and transform, or simply become more productive and effective. That's what makes us the essential partners for the world's most essential businesses.

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