DISTRIBUTION

The Next Generation of Business Management Software

TRAVERSE®

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Your industry is continuously moving and changing. Competition is fierce. You can't afford to stand still. Today's distributors need to offer an expansive blend of products and satisfy the complex requirements of suppliers and customers.

TRAVERSE Distribution applications allow you to penetrate new markets, gain and maintain customer loyalty, and improve your ability to serve your existing customers. This suite of distribution applications will help you make informed buying and selling decisions, improve customer service, save money, and ensure future profitability. TRAVERSE is designed to make your distribution company more efficient and more productive, regardless of the size and scope of your channel.

Integrated with TRAVERSE accounting solutions, your distribution needs are covered with these applications:

- Inventory
- Sales Order
- Purchase Order
- Bill of Materials/Kitting
- Distribution Requirements Planning (DRP)
- Warehouse Management
- CRM
- Landed Cost
- Multicurrency
- Mobile Order

" *Our mission is to help our customers become more successful by delivering products and services that exceed expectations, to focus on excellence, to provide individual consideration, and to create both personal and professional opportunities for all who touch Open Systems*
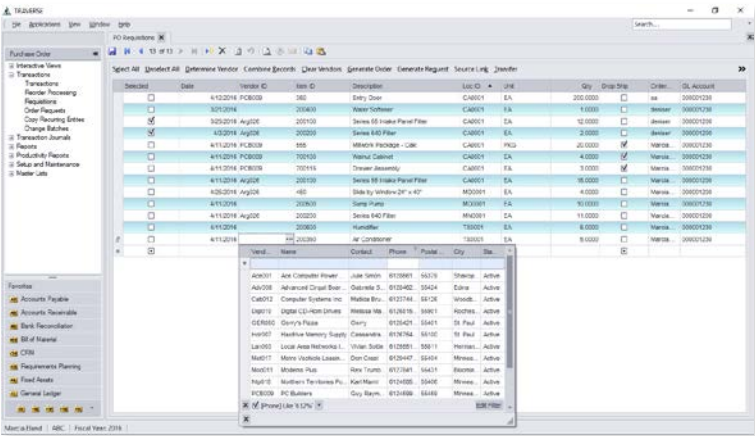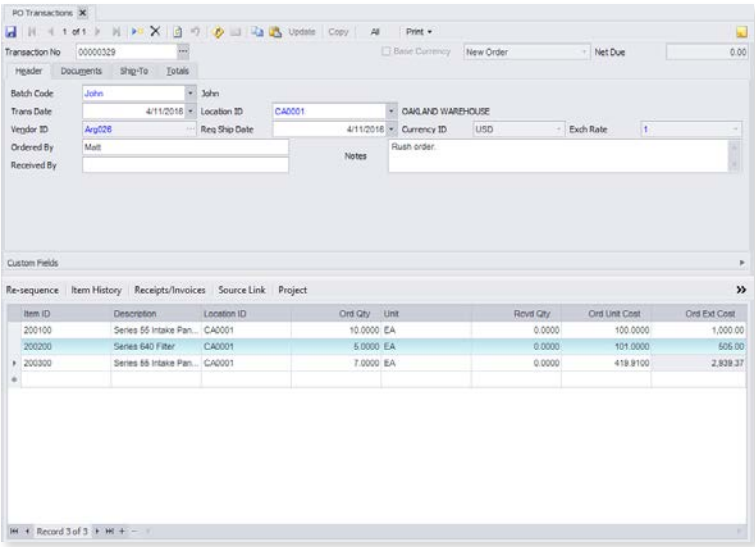
OPEN
SYSTEMS INC.

TRAVERSE Distribution solutions from Open Systems, Inc. improve efficiency and productivity regardless of the size & scope of your channel.

DISTRIBUTION

Order entry and Purchasing

Keeping a watchful eye on the goods and services your company receives can be just as crucial to your business as those you sell. TRAVERSE Purchase Order gives you the power to take charge of purchase order processing from the moment you decide to buy through the time the order is fully received and invoiced. You'll be able to detect shortages and incorrect invoices so that you only pay for the items you've received. You can specify, confirm, and track every detail of an order you place with a vendor and you can indicate how you would like your goods shipped.
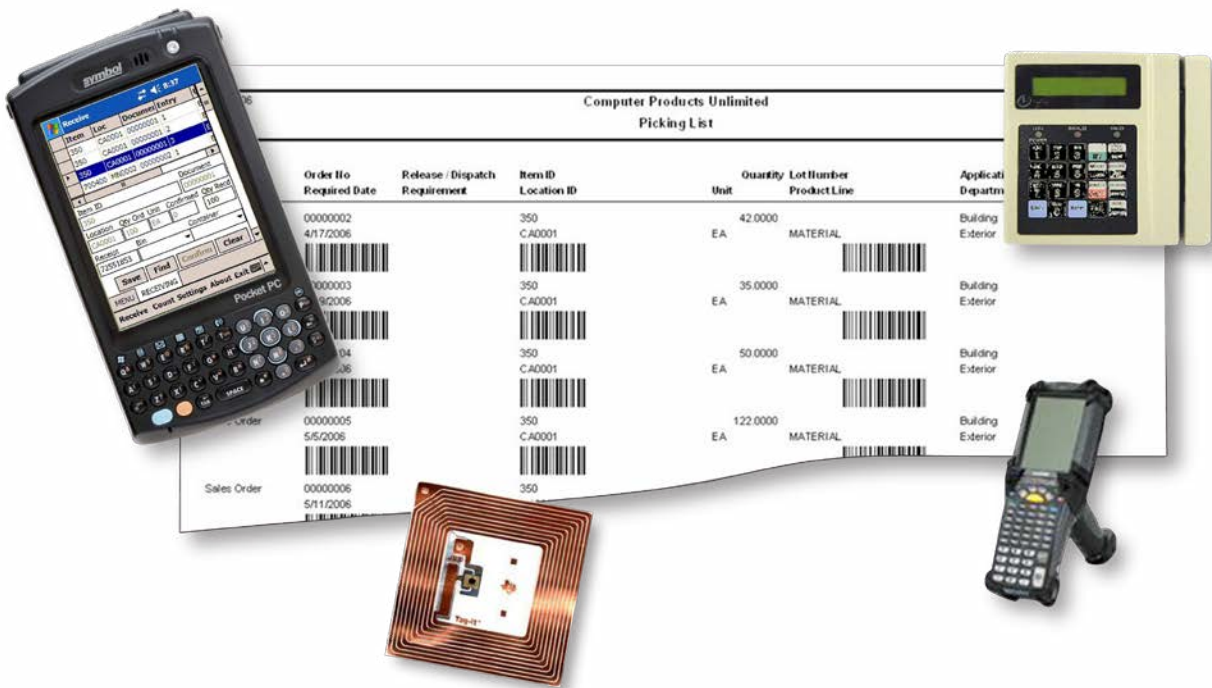

Find the most efficient way to restore an inventory item or satisfy a particular demand and then generate a live purchase order with just a click.

Automation

The information provided by the system is only as good as the data that is entered into it. The TRAVERSE Distribution suite is optimized for integrated data retrieval, whether it be from time clocks, hand held data collection devices or other sources.

All routing and source documents have an option to include bar codes for key information, and the system has user-configurable labels and RFID tag functions. These documents can be used with data input devices to ensure data entry accuracy.

TRAVERSE Warehouse Management includes software that can be loaded onto data collection devices that use the Pocket PC or Windows Mobile operating system, providing real-time, wireless updates from the dock, warehouse, or production floor to your TRAVERSE database. Functionality includes receiving, issuing product to and from the production floor, order fulfillment, physical inventory, and more.

Inventory

- Updates occur real-time.
- Multiple locations.
- Valuation based on LIFO, FIFO, Standard or Average cost
- Unlimited units of measure with conversion factors.
- Full inventory and cycle counts.
- Automated suggestion of alternates for out of stock items.
- Keyword lookup.
- Lot number and serial number tracking.
- User-defined fields.
- Reporting by sales category and product line.
- Attach pictures and long descriptions to any item.
- Full analysis reporting including Safety and Overstock, Slow/Fast Moving and trend Analysis reports.
- Custom define labels, optionally with bar codes.
- Import function for physical counts.
- Complete material requisition system.
- User-defined font and color control for visual queues.

Warehouse Management

- View inventory item quantities for locations, bins and containers.
- Print a report of item quantities to help you determine how best to satisfy item demand.
- Flexibility to search for orders when you don't have all the information (for example, you know only the quantity shipped but not the item ID).
- Drill through to view several layers of item detail at one time.
- Identify sources of item demand, track down overages or loss, and view related movement activity.
- View orders released by another user and workstation ID.
- Export released order information to a text file when using handheld devices and import the file into the device for picking inventory items.
- Export contact information within CRM to a text file; use the file to import contact information into other spreadsheet, word processing, or address software.
- Get more accurate accounting by assigning the costs of transit to either the source or destination location when transferring items between locations.
- Enter adjustments to inventory item quantities due to loss, breakage, or accidental overshipments.
- Locate and track item movement within the warehouse; move a single item from one spot to another or move all items in entire bins or containers.

Sales Order

- Enter transactions at any point in the life-cycle: Quote, New Order or Invoice.
- Quickly convert quotes to order's and order to invoices without duplicate entry.
- Unlimited number of line items on a transaction.
- Individual ship dates by line item.
- Sophisticated pricing models including Price ID, quantity breaks, customer levels, price structures, specific customer pricing and promotions.
- One-click access to product availability lookup.
- Price calculator allows you to determine best available price and offer verbal quotes before entering a transaction.
- Single or split commissions payable on shipped orders or paid invoices.
- User-configurable order lookup includes lookup by order number, date, customer's name, PO number, customer phone number and item sold.
- Link to shipper such as UPS and FedEx for online order tracking.
- Automated interface to Accounts Receivable.
- Optional link to directly create purchase requisitions from transactions.
- Optional browser-based and mobile device (wireless) order entry systems.
- Unlimited taxing authorities, each with up to five tax levels and nine tax classifications.

Purchase Order

- Automated requisition system using user-configurable parameters including EOQ, Min/Max and forecast based on trends.
- Optional direct feed from sales transactions to requisition system.
- Vendor selection based on lowest cost, best response or default values.
- Requested ship dates by line item.
- Supports multiple receipts and invoicing for each line of an order.
- Flexible order inquiry finds new, in-process or completed orders from one function.
- Recurring orders for blanket contracts.
- Multiple ship-to locations.
- Supports lot number and serial tracking.
- Batch or online purchase order generation.
- Automated interface to Accounts Payable for invoice settlement.
- Scheduled delivery reporting.
- Attach comments to vendors or orders.
- Optional inventory accrual allows product to be received and sold before the receipt of the vendor's invoice.

Bill of Materials/Kitting

- Compare anticipated costs with actual costs associated with similar assemblies.

- Maintain accurate inventory quantities for your assemblies or raw materials

- Relieve materials and receive finished goods in one process.

- Build non-serialized assemblies that contain either serialized or non-serialized components and materials.

- Change components for a group of select items with the global replacement of items.

- Set up kits with unique inventory numbers and include an unlimited number of components, each with its own item number.

- Separately track the costs of the components but assign the price to the kit.

- Enter builds before, during or after the fact.

- Easily develop kits for sale and, if necessary, adjust the content of each kit at order entry time.

- View a bill of materials in an Explorer-style inquiry

Mobile Order

- Effectively capture customer's orders anytime, anywhere with a mobile PDA device.

- Data is shared with TRAVERSE accounting applications, decreasing order-entry time and eliminating double entry.

- Focus more time on selling products and less time on entering orders.

- Quickly scan items onto an order using TRAVERSE bar codes.

- Use a tradeshow wireless option to connect devices to a laptop for data retrieval.

- Download data from TRAVERSE directly to your stand-alone device.

- Add orders for existing customers or add new customers.

- Quickly add customers and ship-to addresses on the fly.

- Automatic verification of existing customer's credit limits.

- Allows prepaid orders.

- Enter and print credit memos, invoices and shipped orders.

CRM

- Seamless control of your marketing programs.

- Online analysis of marketing program effectiveness.

- Qualify sales opportunities that will bring maximum revenue.

- Real-time integration to other TRAVERSE applications for access to ERP data such as open invoices, sales history, etc.

- Maintain unlimited contact names, methods, and user-defined fields for contacts and contact names.

- Define campaign types such as print, direct mail, radio, etc.

- Analyze your campaigns by optionally assigning values and campaign references.

- Integration to MS Outlook and PDAs for contacts and tasks.

- Unlimited document and file attachments.

Multicurrency

- Develop and maintain productive relationships with international customers and vendors while handling transactions in any number of currencies.

- Define as many currencies and rates as you wish.

- View entire customer and vendor accounts in a foreign currency.

- Define an unlimited number of currencies; add or delete them anytime.

- Post and record unrealized gains and losses for sales and purchases.

TRAVERSE APPLICATIONS

Accounting

- General Ledger
- Accounts Payable
- Accounts Receivable
- Payroll
- Banking
- Bank Reconciliation
- Fixed Assets

Distribution

- Inventory
- Bill of Materials/Kitting
- Purchase Order
- Sales Order
- Warehouse Management
- Requirements Planning

Manufacturing

- Bill of Materials
- Production
- Requirements Planning
- Routing and Resources

Reporting

- Interactive Views
- Info-Alert
- Enhanced Payroll Tax Reporting
- Digital Dashboard

Featured Verticals

- Project Costing
- Point of Sale
- Not for Profit
- CRM
- Service Director
- Electronic Data Interchange
- Multicurrency

Portal Applications

- Customer Inquiry Portal
- Customer Order Entry Portal
- CRM Portal
- Dashboard Portal
- Sales Rep Portal
- Project Costing Portal
- Service Director Portal
- Payroll Portal
- Executive Portal
- Financial Portal
- PO Approval Portal

OPEN SYSTEMS INC.

Since 1976, Open Systems has thousands of satisfied customers to thank for the success of our Accounting, ERP, Manufacturing, Distribution, and Not-forProfit award-winning solutions. Our reputation for quality, excellence, and a strong commitment to our customers is unrivaled.

"TRAVERSE gives us timely information on what we have on hand. As a result, the timeliness of orders and inventory accuracy has really improved. We know this level of accuracy didn't exist before TRAVERSE. We're able to capture a good number of errors that have slipped through the cracks in the past, and it's given us a level of accuracy that just wasn't possible before."

Craig Smith, IT Specialist, Flint Trading, Thomasville, NC

"There are many reasons that our client, McCoy Tree Surgery, chose TRAVERSE: features, flexibility, scalability, source code, Microsoft technology, support, and training to name a few. We believe, however, that the top reason McCoy chose TRAVERSE over other software packages is Open Systems' commitment to their products. We believe that the software has to fit the business. TRAVERSE was such a good fit for McCoy – we really didn't have to convince them."

Anne Kerr, Tesla Systems, Inc., Lake Forest, CA

"I love the drill-down financial statements because it makes finding data easy, especially at month-end. I can find a specific number within seconds – it's that user-friendly!"

Tyler Miner, Vice President, Redlands Plumbing, Heating and Air Conditioning, Redland, CA

"I can use aliases in TRAVERSE to make my own formulas and codes. That flexibility is really, really important. I can create a system that will allow me to reference and find things so easily."

Kay Newell, Owner, Sunlan Lighting, Inc., Portland, OR

"This whole solution is such a robust system compared to what we had. Everything about it has helped us. Month end processes and financial reports are so much easier and faster. "

Debra Stevens, Controller, Gentry Air, Inc., Greensboro, NC

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