

Epicor Brochure

Fastener Distributors

Introduction

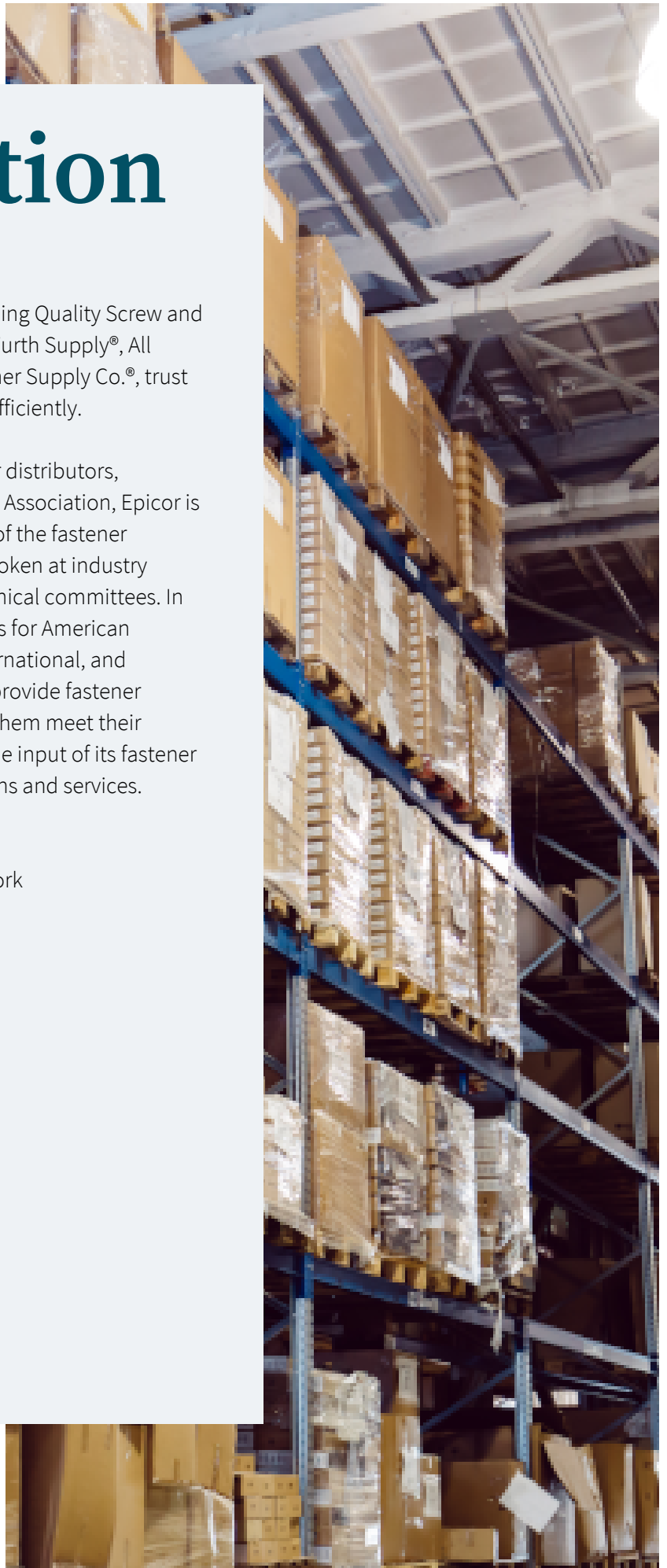
Fastener Distributors

Today's leading fastener distributors, including Quality Screw and Nut, Tower Fasteners®, Tropic Fasteners®, Wurth Supply®, All Fasteners®, Falcon Metals®, and Field Fastener Supply Co.®, trust Epicor solutions to manage their business efficiently.

A member of many associations for fastener distributors, including the National Fastener Distributors Association, Epicor is dedicated to serving the technology needs of the fastener industry. Epicor technology experts have spoken at industry conferences and have served on many technical committees. In addition, Epicor experts have written articles for American Fastener Journal, Fastener Technology International, and Distributor's Link. Because Epicor seeks to provide fastener distributors with the best solutions to help them meet their business goals, Epicor regularly seeks out the input of its fastener customers in the development of its solutions and services.

Functionality

- Secondary processing: plating and rework
- Lot/bin integration and control
- Landed tracking
- Manage inventory on water
- Varying units of measure
- Unlimited item details
- Order history and previous requests
- Vendor-Managed Inventory (VMI)
- Rebate management
- Vessel and container tracking
- Contract management
- Wireless warehouse management
- Lot traceability
- Revision tracking
- Assembly and manufacturing
- Service repairs and maintenance
- Web storefront





In Your Industry

Fasteners are literally the nuts and bolts of the durable goods industry. And, as a fastener distributor, your business processes are unique to the hard goods marketplace.

You need an enterprise software solution that helps you meet the specific challenges you face on a day-to-day basis. Your software solution must be flexible enough to handle numerous units of measure, from pieces to pounds and kegs to pallets, yet stable enough to manage thousands upon thousands of part numbers—each with several different but important details. You must depend on your enterprise software solution to handle a variety of multistage processes, like plating and rework, and to record detailed certification tests and requirements.

A Comprehensive Solution

Epicor gives you the tools you need to meet these daily challenges. The Epicor enterprise software solutions will help you increase sales, improve

customer service, and reduce operating costs, all while better managing your daily processes and streamlining operations.

Packed with functionality designed to address the requirements of your distinctive business needs, core features include order and inventory management, purchasing, pricing, financial management, customer relationship management, business reporting and analysis, e-business, and warehouse automation.

Additionally, as a fastener distributor, the features you benefit from include the ability to easily manage all of the costs involved in importing product, from duties to shipping to taxes. Exceptional lot/bin integration and control capabilities help you keep track of where your inventory came from, where it is, and where it's going. You can use Vendor Managed Inventory tools to manage your customers' inventory—or your inventory at your customers' location—a value-added functionality that is growing increasingly common and expected in the industry.

As a fastener distributor, you need a technology provider who understands your needs. You must also choose a business partner with wide-ranging industry expertise and a vision to help guide you into the future.

You get both with Epicor. When you partner with Epicor, you can expect only the best in technology solutions and professional services, as well as the industry-specific functionality you need to drive your business. Epicor understands the fasteners industry and can help make your business better.

Secondary Processing: Plating and Rework

Fastener distributors pride themselves on the fact that they can provide their customers with anything they need, and regularly send stock items out of the warehouse to be reworked to customers' requests.



Designed for distributors who process material after it is received from the vendor but before it is sent to the customer, this Epicor tracks multistage, secondary processes like plating and rework. For example, if you send five quarter kegs of quarter-inch hex cap screws out of the warehouse for zinc plating, the solution will track purchase orders, costing, and quantities for the lot of screws, as well as the period of time the inventory is off your premises, allowing for better inventory control. The solution will start tracking these processes automatically, upon receipt of material. However, you also have the option of starting secondary processes manually.

Manage the inventory you send for secondary processing with a Work in Progress account, which helps track inventory for financial and evaluation purposes so you always know how much is in stock, how much is available, and to whom it is allocated. Additionally, the solution accounts for unexpected costs and losses in your processes—such as shrinkage or damage—ensuring that you always stay profitable.

Lot/Bin Integration and Control

Exceptional lot/bin integration and control capabilities help you keep track of where your inventory came from, where it is, and where it is going.

Landed Tracking

Increasingly, distributors must import fasteners to battle rising domestic costs and stay competitive. However, when you

import product, you might only pay one-fifth of a cent for each piece, but 5 cents in taxes, insurance, and brokers' fees. If you do not manage these costs accurately, you could lose money—and the competitive. Automatically track every cost involved in importing product, from foreign and domestic port charges to freight costs, helping to keep you profitable and help ensure accurate costing so you can stay competitive.

Manage Inventory on Water

Distributors know it is vital to closely track inventory levels in the warehouse, but many do not realize it is equally important to know what is on the water, on its way to your warehouse. Since most distributors own imported inventory as soon as it leaves its foreign port, they must always know where that inventory is and when they will receive it, for a variety of financial, legal, and planning purposes.

Your Epicor solution lets you manage stock while it is on the water by allowing you to receive stock into your inventory without actually putting it in your stockroom. Once the inventory arrives on shore, your customer service representatives see that the inventory is available for sale. Never lose touch with your valuable inventory even when it is thousands of miles away.

Varying Units of Measure

Unlike many other sectors of the hard goods industry, fastener distributors have no true standard units of measure. You might buy

anchors, bolts, and rivets from your vendor by the pallet; stock them by the quarter keg, and then sell them by the piece.

Item measurements are flexible and user-defined, and you can assign each SKU an unlimited number of units of measure. This helps you to efficiently manage and better understand inventory levels—all while communicating more effectively with your vendors and customers.

Item Details

Your customers want as much information about a product as possible the first time they call, including such details as a fastener's pitch diameter, its thread length, its availability, and most importantly, they want to know how much one—or 100,000—will cost.

Store an unlimited number of specific details with each SKU so your sales representatives will be better equipped to help customers right from the Order Entry module. This will improve customer service and increase sales.

Order History and Previous Requests

How often do you deal with customers who ask for the same item they purchased a year ago, and when you

ask for more specific information, they only remember that it was a Hex Cap Screw that they bought some time in November?

With your Epicor solution, you can search through a customer's complete sales history using self-determined criteria. You can narrow your sales history search by date range or keywords— i.e., "1/4 Hex Cap"—and in a few simple steps, add that item to the customer's current order. This saves time and eliminates trips to the file cabinet to thumb through customer invoices.

Vendor-Managed Inventory (VMI)

Although one out-of-stock nut or bolt can shut down a production line, most of your customers do not want to worry about c-class items, so they count on you to manage their inventories—and help ensure that they always have what they need to operate at maximum efficiency.

Manage any customer's inventory, either through consignment—when you keep your stock in their warehouses; or through bin management—when you regularly replenish SKUs at their locations. You can schedule blanket releases, track what inventory is with which customer, and monitor usage trends to determine how much stock you need to carry to satisfy needs.

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.

Contact Us Today: info@epicor.com | www.epicor.com

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