

## CORE APPLICATION

### ORDER ENTRY

- Order History “template” for ease of entering orders right on customer order screen
- Exclusive Order Entry information box puts profit and purchase history right on the screen for you
- Multiple Pricing Schemes
  - a. Contract Pricing
  - b. Price Lists
  - c. Formulas
  - d. Sales Pricing
  - e. Chain Store Pricing
  - f. Price Keys
- Multiple Unit of Measuring Ordering
- Broken Case Capability
- Order Types for Tracking Order Disposition
- Counter Sales (Cash) Option
- Access to All Relevant Information about Customer using “Hot Keys” Queries
- Concurrent Multiple-User Access to all Order Functions
- Streamlined Catch Weight Distribution with Weight Deviation Checks
- Customer Remote Order Entry Option Available
- Split Case capability with Auto Up Change
- Fuel Surcharge Options
- Minimum Order Charge
- Shipping Verification Report for increased order shipping accuracy

### PICKING ORDERS

- Multiple Pick Ticket Formats (5)
- With or Without Catch Weight Input Lines
- Sorted by Route / Stop and Route Printed on Ticket
- Picking location on the pick tickets directs warehouse movement
- Cutting Tickets Available for Processors (automatically printed with Pick Tickets)
- Shell tags available for Seafood Distributors
- Pick by Order or Route Picking (Batch Picking) Option
- Custom Specifications and Pick Ticket if required

### INVOICES

- Multiple Formats (6)
- Cash (Counter Invoice) Option
- Invoice Printed with or Without Catch Weights
- On Demand or Batch Invoicing
- Invoices Sorted by Route (Batch Option)
- Quote Using Invoice Format
- Fax or E-mail with Food Communication Suite

### REPORTING

- Back Order Reporting
- Open Order Reporting
- Customer Reorder Sheets (for Salesman / Customer Automatic Ordering) \*Multiple Options Available\*
- Price / Weight Exception Reports
- Quotes
- Item Reorder Report Based on Open Orders for Nightly Vendor Order Assistance
- Complete Historical Invoice Lookup with Reprint Invoice Option

## CORE APPLICATION

### INVENTORY

### PROCESSING

- Inventory Tracking by LB, Case and Each
- Full Catch Weight Capability
- Auto Conversion from One Unit of Measure to Another
- 12 Month Sales History by Weight / Gross Profit / Sales / Cost
- "Instant Audit" of All Inventory Transactions to Ensure Data Integrity
- Multiple Cost Structure Selectable by User
- Comprehensive Physical Inventory tools
- Complete Transaction Audit Trail for Reconciling Inventory

### REPORTING

- Stock Status Report
- Reorder Report
- Max / Min Report
- Date Last Sold
- Inventory Valuation
- Price List Generation
- Physical Inventory Take Report

### ACCOUNTS RECEIVABLE

- Statements (User Defined Aging Periods)
- Supports batch input with Deposit Tickets
- Age Analysis
- Dunning Report
- Territory Sales
- Commission Accounting
- Customer Year-to-Date Sales (w/ 12 Month Breakdown)
- Payment History
- Auto or Manual Application of Cash Option with fast Cash Receipts feature
- Chain Store Cash Application
- Average Days to Pay Continuously Calculated
- Hot Keys Displays All Customer Accounts Receivable Data

### SALES ANALYSIS

- Over 200 reports available by:
  - Customer
  - Salesman
  - Item
- All Reports User-Defined by Date, Range and Detail / Summary
  - % Sales Customer Ranking
  - % GP by Customer Ranking
  - GP \$ and GP % Reports
  - Territory Analysis
  - Date Last Sold Report

### **ACCOUNTS PAYABLE**

- Voucher buildup method
- Auto Expense distribution (multiple)
- Payment Due Reporting
- Aged Payables
- Auto Check-Writing
- Check reconciliation
- Vendor Analysis Reporting
- Laser Check Option
- Direct Check Capability

### **GENERAL LEDGER**

- G/L Calendar feature allows multiple open periods
- Can start new month without “closing” old month
- Flexible 8-digit G/L number
- Transaction Analysis by: Account, Journal Type, Also reported by month, year, user-defined date range
- Budget Capability
- Flexible Financial Report-writing for a variety of user-defined reports
- Departmental Reporting
- Batch # assigned for detailed retrieval of data
- Complete integration with all modules

## **PURCHASE MANAGEMENT**

- Purchase History template for quick Purchase Order Completion (Usage and Cost History included)
- Expanded Cost Fields with User-Definable Labels
- User-Definable “Pad” to Reflect True Salesperson’s Cost
- Receive Items by Vendor for Invoice Match
- Multi-Vendor Purchasing Allowed by Item
- Freight Field Updated with Per Case / LB Freight Expense for Received Inventory
- Purchase History “Hot Key” with Multiple Query Options
- 18 Week Sales History Store by Item
- Below Reorder Level Inventory Report
- Purchase Cost with Different UOM than Billing Unit Allowed
- Allows multiple vendor purchases (primary with unlimited secondary’s)
- Freight separated from product cost
- Auto Purchase Order generation (on screen)
- Reorder Reporting - Suggested Order by Vendor using Exponential Demand Forecast Algorithm
- Up to 99 weeks of sales data used for reordering
- Detailed Usage Reports with demand forecast built in
- Receive Items / Invoice are separated
- Open Purchase Order Reports by: Item, Vendor, or Expected Delivery Date
- Complete A/P integration
- Broker or Vendor Purchase Order formats
- Minimum order by \$, cases, or pounds interactively tracked while Purchase Order being created
- Vendor Item ID can be Printed on Purchase Order
- Electronic Purchase Order with the Food Fax Module or the Food Mail Module

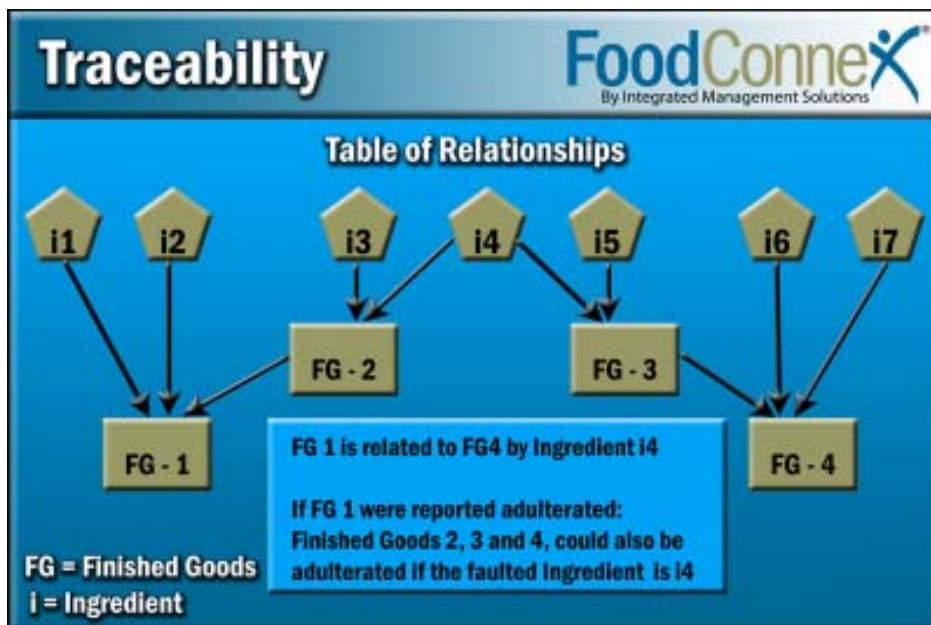
## Laptop Remote Order Entry

- Full Featured Order Entry System using Windows Graphical Interface (GUI)
- Completely integrated into Food Connex Back Office Order Entry System
- Current Inventory Availability, Customer Receivables, Order History, and Purchasing Data all available at salesman's fingertips
- Completely stand alone Lap Top system. Does not require any connection to host system for operation
- Compatible with Food Connex Graphical Order Entry on main system
- Built in reporting for Customer Statements and distribution of Short Report for salesman's customer
- Contact notes feature integrated into Food Connex host system
- Auto synchronization to host system using internet, modem, or direct network connection for upload of orders to main system
  - Host system automatically updates Customer, Inventory, and Invoice information when synchronization is performed
- Standard Lap Top hardware available in open market which reduces hardware investment for end users.

## Traceability for Bill of Materials Manufacturing

Provides Ingredient and Finished Good traceability via Lot Control Numbers through the manufacturing process with “One-Up/One-Down” reporting of vendor and customer information

- Automatically assigns Lot Control Numbers to incoming goods based on purchase order information and generates bar coded product identification labels.
- Utilizes bar-coded labels to enable fast and error free data collection on ingredients used during the manufacturing process.
- Provides immediate access to key Traceability Information for Recall, Quality Control, FIFO Costing, and Stock Status Information
- Run Reports on Ingredients or Finished Goods by:
  - Sell By Date
  - Production Date
  - Lot Control Number
- Instantly view Sales Detail showing:
  - Quantities Sold
  - Dates Shipped
  - Invoice Information
  - Customer Contact Information
- Handles an unlimited number of recipes and provides reporting on:
  - Actual ingredient usage and deviation from recipe
  - True Production Cost based on FIFO inventory model



## FOOD COMMUNICATION SUITE

Fast, efficient, and cost-effective communication with your clients and colleagues is a critical success factor for your business. Our Food Communication Suite gives you the tools you need to empower your business through the use of Food Mail and Food Fax. Food Mail and Food Fax are two separate modules, that when purchased together, combine to create our sharp and efficient Food Communication Module that will help you reach your customers and succeed in today's high demand world. Both modules come with Enhanced Laser Forms. With the purchase of the Food Communication Suite customers can Fax, E-mail, or Laser automatically based on their preference.

### Food Fax

- Integration of Food Connex Data with Electronic Forms (Unform) and Fax Server Technology (VSI-FAX)
- Custom Price Lists can be sent in weekly cycles selectable by customer
  - Price Lists can optionally update contract pricing for One-Step price creation
  - View last Price List sent in Customer Inquiry and Order History inquiry
  - Custom electronic Price Book creation with column choices, 12 font choices and custom headers and text
  - All Price Lists are Storable by Format and Data for User-Controlled Recall and Update
- 3 Fax Numbers and Contacts per Customer
- Fax Status Log and Comprehensive Event Log Accessible by User
- Free Form Fax for General Faxing Capability to Non-Database Individuals
- Faxing of Invoices, Statements, Order Acknowledgements, Customer Re-Order Sheets, Customer Price Books, Purchase Orders
- Off Peak Hour Scheduled Faxing for Reduced Phone Expense and minimize system slow down
- Laser Output of All Faxable Forms
- Faxing of Purchase Orders if Purchase Management is installed

### Food Mail

- Completely integrated e-mail solution interfaced into Microsoft Outlook
- Separate e-mail directory that allows all reports to be e-mailed to anybody, anywhere, with a simple click
- Price Lists supported by E-mail if Food Fax is purchased
- Uses any DSL or cable modem connection
- All reports can be e-mailed in Acrobat PDF format



### Enhanced Laser Forms

- Provides the printing of invoices and statements on a laser without printed forms
- Supports multiple copy printing of the invoice that many food guys need
- Forms include your company logo and look just like pre-printed forms
- Saves \$\$\$ vs. the cost of pre-printed forms
- Comes with the Food Communications Suite, at no extra cost, and with either Food Fax or Food Mail

## S.W.A.M.I

**SWAMI** (Scan Weigh And Measure Instantly), like the name says, aids in the automatic shipping of your products. SWAMI not only gives you an accurate reading, it's also quick, dependable, and able to stand your harsh working environment. Instantly weigh the item or scan the item and all relevant information is inputted into the **Food Connex** system. Don't write any weights, **SWAMI** does that for you! Don't enter any weights into **Food Connex**, **SWAMI** does that for you! Don't worry about an invoice, **SWAMI** and **Food Connex** work together to do it all for you.

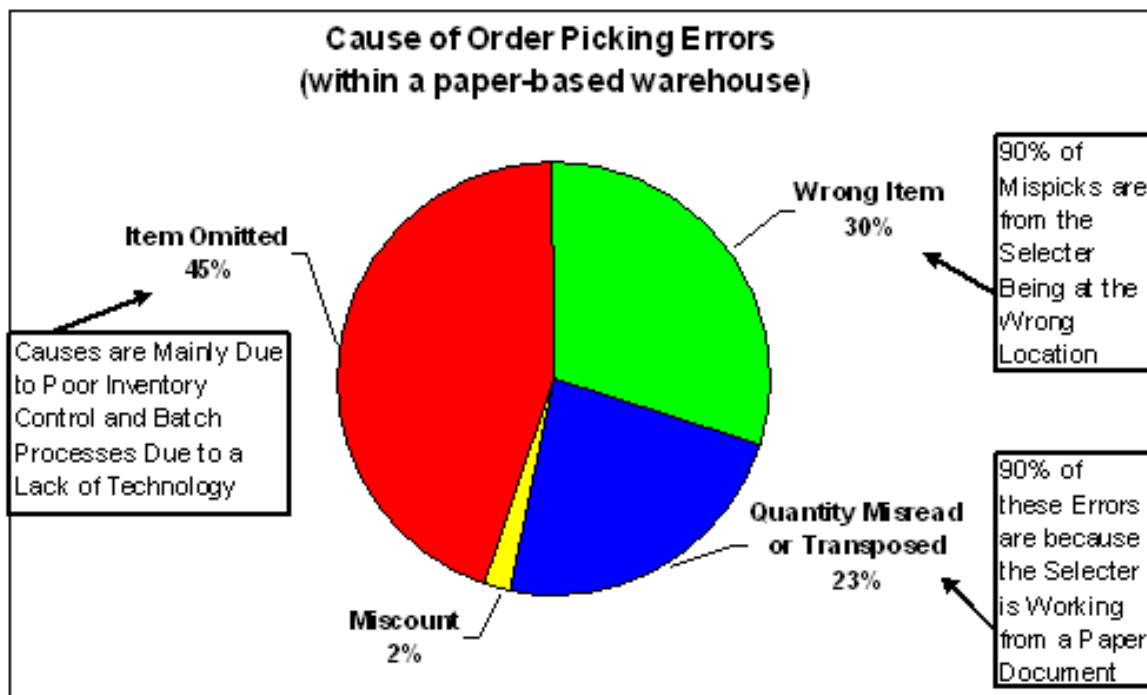
- **SWAMI** automatically enters catch weights into the **Food Connex** system for you and enters them into all reports that require the product's catch weight information such as:
  - Shipping Verification Form: use the shipping verification form to check that the shipment is correct. Finding a large variance of weight from a catch weighted item could mean an over/under picked item or even that you have the wrong item completely. **SWAMI** helps you eliminate errors before they cost you money.
  - Invoice: crucial to any business, the invoice is what keeps you in constant contact with your customers. That is why it is so important to be extremely accurate every time. Your customers will appreciate your consistency when using **SWAMI**.
- The **SWAMI** scanner can operate over a wide temperature range from below freezing to over 122 degrees Fahrenheit. No matter how harsh your working environment is, the **SWAMI** scanner can withstand it.
- The **SWAMI** scanner can perform multiple Bar Code scanning. Including:
  - SCC 14
  - UCC 128
  - UPC Bar Codes
- Even labels that appear unreadable can be read by using **SWAMI**'s decoding software
- The **SWAMI** scale is made of rugged stainless steel and can weigh both eaches and cases. Which makes **SWAMI** as versatile as your business itself
- The Keypad / Display will display the weight of your item and you can easily print the poundage through the **Food Connex** system
- The LED Display is bright and easy to read so that you can process orders faster and reduce operational errors
- **SWAMI** Increases:
  - Accuracy
  - Numbers of orders picked
  - Number of orders picked correctly
  - Dependability
  - Customer satisfaction
  - Profits \$\$\$
- **SWAMI** Eliminates
  - Time wasted on writing catch weights
  - Human error
  - Extra steps in the picking process
  - Over Picking / Under Picking
  - Wrong products shipped
  - Duplicate scanning



## RADIO FREQUENCY WAREHOUSE

Paper handling is a major contributor to warehouse inefficiency, lost productivity, and errors. More often than not, papers are either misplaced, filed in the wrong place, or cause data to be entered incorrectly into your system. Warehouse workers often spend valuable time looking for, waiting on, or delivering those same papers which in turn wastes not only their time but your money! With Radio Frequency technology you can turn your warehouse into a fully automated paperless operation and eliminate the need for employees to manually enter catch weights into the Food Connex system.

- Full Purchase Order integration for receiving using bar codes with Purchase Order Verification
- Physical stock counting using RF gun for fast, accurate physical counting
- Paperless picking and shipping using the RF gun guides pickers through the warehouse
- Product Recall Report available for properly bar coded items (Required by the Bio Terrorism Act and USDA Recall)
- The wireless system is very transportable and can easily accommodate changes in product volume
- Radio Frequency systems are more cost effective than “Pick to Light” systems and “Voice Picking” technologies
- RF picking makes it quicker and more efficient for the picker to:
  - Record catch weights
  - Stop overships
  - Stop underships



The chart above shows a clear breakdown of the causes of common order picking errors within a paper based warehouse. A Radio Frequency system is most useful because it:

1. Uses RF to eliminate paper
2. Uses bar codes to minimize or eliminate key data entry
3. Lets the system make decisions instead of the employee
4. Can automatically record variable weights and serial numbers of cases for product recall if the proper bar code is used

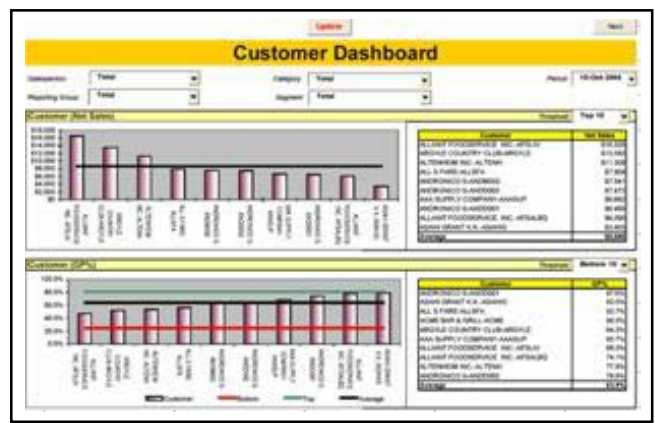
## FOODVIEW

**FoodView** is a Business Intelligence (BI) Tool that automatically presents your **Food Connex** data in the form of powerful, yet easy to use business intelligence views that help you manage your business like never before. **FoodView** provides you with the ability to significantly improve the way you manage your business by providing insight that can positively affect your bottom line. Unlike traditional reporting tools that generate reams of paper and keep you waiting, this system, built around Microsoft's Business Intelligence platform, provides instant access to your data in real time. Using Excel as the user interface, the data is presented in a form users are most accustomed to.

- **FoodView** is integrated with your **Food Connex** system and automatically translates your operational data into management information
- Increases your organization's profitability and decreases your expenses
- Provides rich analysis and identifies positive and negative trends. Allows you to quickly catch hot spots before they turn into fires
- Automates performance management and eliminates manual report generation
- With **FoodView** you can access your data the way that you want to access it - in Microsoft Excel
- Specify the data you want to see on your view by using the filters and controls
- **FoodView** allows you to drill into your data to perform deep analysis
  - For example: it is simple to drill from Company to Sales Person to Customer to Item to Invoice or Line Item. **FoodView** allows you to drill from any level to any level.
- View Monthly, Quarterly, Annual Analysis, Time Period Variance, and Trends by:
  - Sales Person
  - Customer
  - Item
  - Reporting Group
  - Manufacturer
  - Company
  - Packaging
  - Chain
  - Category
  - Segment
  - And much more....

Company	Sales	Sales Taxes	Net Sales	Net Total	Gross Margin	GP%	Net Profit	Net Profit %	Net Profit Margin
AAA SUPPLY COMPANY-AMARILLO	681	\$1,521.52	\$1,462.98	\$282,378	\$1,160,771	80.2%	\$61,211	52.6%	\$212.31
ACME BAR & GRILL-ACME	246	\$1,058.47	\$1,068.47	\$268,716	\$707,902	79.2%	\$6,300	90.5%	\$6.30
ALL S FARE-ALL SFA	67	\$698.41	\$698.41	\$282,776	\$719,654	52.7%	\$292,878	40.7%	\$43.87
ALLIANT FOODSERVICE INC.-AFBALM	409	\$1,144.00	\$1,289,276	\$273,566	\$726,245	69.9%	\$268,445	36.9%	\$622.50
ALLIANT FOODSERVICE INC.-AFSLV	324	\$677.24	\$678.70	\$626,452	\$233,102	27.7%	\$6,300	90.5%	\$17.54
ALTEMBER INC.-ALTEM	774	\$1,758.17	\$1,758.17	\$674,861	\$1,280,571	64.9%	\$6,300	90.5%	\$6.30
ANDRONICO SANDOZ	712	\$1,264.22	\$1,264.22	\$528,222	\$1,453,222	73.4%	\$6,300	90.5%	\$6.30
ANDRONICO SANDOZ	349	\$704.60	\$698.00	\$134,235	\$343,714	57.8%	\$6,300	90.5%	\$6.30
ANDRONICO SANDOZ	30	\$793.51	\$793.51	\$268,441	\$264,111	51.8%	\$292,878	50.2%	\$9.76
ANDRONICO SANDOZ	1,141	\$6,724.26	\$7,289,222	\$165,742	\$6,724,262	97.9%	\$6,300	90.5%	\$6.30
ARIZONA COUNTRY CLUB-ARIZONA	164	\$1,212.38	\$1,212.38	\$282,521	\$214,246	87.4%	\$6,300	90.5%	\$6.30
AUSA GREAT K.K.-AUSA	524	\$694.90	\$694.90	\$279,441	\$211,500	46.4%	\$6,300	90.5%	\$6.30
<b>TOTAL</b>	<b>7,943</b>	<b>\$19,208.19</b>	<b>\$18,479.84</b>	<b>\$4,821,118</b>	<b>\$16,211,618</b>	<b>75.8%</b>	<b>\$194,500</b>	<b>21.2%</b>	<b>\$21.72</b>

- View High level Just-In-Time information on the provided Dashboards such as:
  - Daily Analysis
  - Customer Information: Net Sales and GP %
  - Item: Net Sales and GP %
  - Fulfillment: Shorts and Fill Rate



## INTERNET ORDER ENTRY

Allows your customers to access **Food Connex** over the Internet and create their own orders (with access to their own order history), request order acknowledgements, and review the status of any open orders. All you and your customer need is an Internet connection and the Internet Order Entry module.

- Your customers can view all of the products available for you to purchase, with YOUR price, and take advantage of special online ordering promotions, which you can create with a single keystroke
- Your customers can find products by entering the item id or by using the Search option to locate products by description
- Your customers can view their ordering history with you, and use it as a template to create a new order by simply filling in the quantity they wish to purchase
- Your customers can re-visit their order as many times as they want, adding new items, changing quantities on items already on the order, or removing items from the order. When they are satisfied with the order, they can submit it to you with a click of the mouse so that you can begin processing it
  - **Food Connex** then automatically creates an order and allocates stock to that order with no intervention on your part
- Your customers can review submitted orders online and check the order status
- Easily and efficiently identify any order placed over the Internet, by your customers, by running an Open Order Report exclusively for remote orders. Any order that is placed through the Internet is automatically marked as "Remote" in the order source field in **Food Connex**
- Control which of your customers have access to **Food Connex Internet Order Entry**. You can take their access away as quickly as you gave it to them in the first place
- Your data will always be protected and secured by firewalls. If firewalls are not already in place with your internet access, we will install them for you

## LOT CONTROL

Assists in tracking product lot numbers, from the time the products are received at either your warehouse or a remote storage facility through the shipment of that lot to a customer.

- Definition of production, sell by, and expiration dates for each lot allows the system to automatically allocate lots to open orders based on rules defined by you or your customers
- Optional Product Recall Report gives the distributor the ability to track which customers have purchased specific lots
- Using warehouse location or Item ID, easily turn Lot Tracking on or off
- Lot information is automatically stored when any lot-tracked items are received into a lot-tracking warehouse location
  - This includes but is not limited to: production, sell by, and expiration dates, as well as Manufacturer's lot number and plant number
- A "hold" can be placed on any Lot at any time
- Lots can be automatically or manually allocated by the system to new orders at item or individual lot level
- Users can assign new lot numbers to inventory items that have been transferred from one warehouse location to another
- Using the system-assigned Lot Control Number, multiple lot numbers assigned to one original lot are linked together
- Original (Invoice) and Current (True) Costs are tracked for each lot
  - Any lot storage charges at Public Storage facilities are automatically calculated and incorporated into the lot's current cost
- A robust series of inquiries and reports are available for quick access to lot information
  - This includes but it not limited to: Sales Analysis Lot Profitability, Physical Inventory by Lot Number, and Historical Lot Transaction History reports.