



continued from *Big Software*, page 1

## Salesperson Management

- Group salespeople using 10 user-defined categories and 77 general ledger departments for analysis and reporting.
- Display up to 24 months of sales history on screen; view each salesperson's total history or history for a selected item group.

## Distribution

- Pull orders from multiple warehouses based on item type
- Enhanced picking and shipping manifests
- Improved floating, quick-pull, and bulk bin capabilities.

## General Ledger

- 15-digit general ledger numbers
- General ledger cost analysis
- Set cost center defaults by location; defaults can be overridden by category or sales manager.

eNsite X also includes features that were previously available only as custom software or as extra-cost options for eNsite Pro. These programs include:

- Customer Item Substitutes
- Collections Monitor with automatic credit hold
- Cycle Counts
- Contract Item Analysis
- A/R Fast Aging
- Item Audit Trail
- Customer/Salesperson Locations
- History Merge Program
- Cash Requirements Report
- Paid-on-Paid Chargeback Report
- Customer Contract Report
- Cost Plus Pricing Report
- Sales Analysis Recap
- Monthly Product Usage Report
- Stock Class Usage Report
- Contract/Item History and Usage Reports
- Seasonal Low-Stock Report.

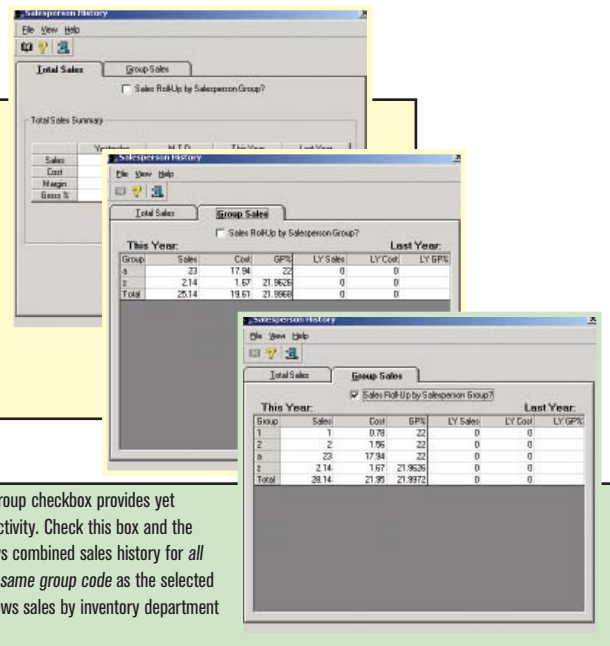
Many of the features in eNsite X will also be available to users of other eNsite products as optional extensions to their current software. For example, an eNsite Pro user who needs 15-digit G/L numbers could add this capability to his or her current software instead of upgrading to eNsite X.

Major implementations of eNsite X are already underway at dealer sites. While the initial release utilizes the same Microsoft® FoxPro dBase database as our other eNsite products, an SQL version of the software will be available in the near future. Dealers seeking more information about eNsite X should contact ECI<sup>2</sup> at [ddms@eci2.com](mailto:ddms@eci2.com) or (800) 366-3367.

Among the many new features in eNsite X are customer, inventory, and salesperson groups. Groups allow you to link individual records for reporting and analysis. Use salesperson groups, for example, to assign multiple salesperson numbers to the same employee, while still viewing combined history.

The Salesperson History window can show you a salesperson's total activity (top screen) or sales by inventory department, including costs and gross profit (middle screen).

The Sales Roll-up by Salesperson Group checkbox provides yet another view of the salesperson's activity. Check this box and the Total Sales or Group Sales tab shows combined sales history for all salesperson numbers that have the same group code as the selected salesperson. The bottom screen shows sales by inventory department for a salesperson group.



## eNsite X™ Premium Account Management

Dealers using the new eNsite X software will also be able to take advantage of ECI<sup>2</sup>'s new premium account management. Each customer signing up for the optional service will be assigned an account manager who will provide a single point of contact for all of the dealer's support needs. Each account manager will support a limited number of customers to help ensure personalized service.

All of the account managers are experienced DDMS personnel. In addition to answering support questions, the account team will assist their customers with implementation and training on the eNsite X software. They also will work with dealers to develop specifications for any custom programming they may require and oversee the development, testing and, implementation of those programs.

## Version 5 General Release and New Software Release Schedule

The version 5 general release is an important event for all DDMS customers. Distribution of this release began in early November. We will be shipping the final version 5 releases of our eNsite and eNsite Pro graphical products to all customers currently using the software. Customers using our Distribution Professional software will receive a general release version of that product appropriate for their operating system.

The eNsite products will feature the latest versions of our graphical applications, including the most recent enhancements to A/R, A/P, and furniture. They also include important improvements to eNsite's core architecture that make the product even more stable and reliable.

Other enhancements, such as Internet purchasing and support for vendor-specific private supply networks, will be available in all version 5 products.

With the general release of version 5 underway, version 6 will follow in a few months. A general release is currently scheduled for late in the first quarter of 2003. Enhancements currently planned for version 6 include the graphical purchasing application, lot pricing capabilities, and additional enhancements to our furniture software.

Effective with the version 6 general release, DDMS will be moving to a regular release schedule, with general releases of new software approximately every six months. For most dealers, this new schedule will mean much faster access to the latest features, without ever having to load a beta or pre-release version.

Under the new schedule, dealers can expect a general release of version 7 around the beginning of the fourth quarter next year. As always, however, release dates are determined by development cycles and testing results and are subject to change.

Internet Purchasing also provides new capabilities, features that were either impossible or impractical with dial-up communications. The initial release of the software includes online price and stock checks with supported vendors. You can verify current product pricing or ensure availability of an item directly from order entry.

Internet Purchasing not only saves you time, it may reduce costs. If your DDMS server is already connected to the Internet (to an ECI<sup>2</sup> Web storefront, for example) you can use the same connection for Internet Purchasing, potentially eliminating dedicated phone lines.

### How It Works

As shown in the diagram, a P/O, stock check, or other communication is sent over the Internet as an XML file to ECI<sup>2</sup>'s private communication network (PCN). (P/Os are created and transmitted as usual, either through the purchasing or Auto Short-Buy applications, while stock and price checks are performed in order entry.) The PCN servers process the file by translating it to the format required by the vendor and routing it to the appropriate vendor over the Internet. Likewise, the PCN converts vendor acknowledgments and item prices or quantities back to XML before they reach your system.

### Why a PCN?

Vendors have different capabilities and requirements associated with handling electronic transactions. Some vendors require XML, some prefer EDI, and yet others require proprietary or flat-file formats. Without the PCN, all of these unique file formats would have to be implemented within the DDMS software. And every time a wholesaler added new features or changed existing ones, we would have to make corresponding changes to our software and ship updates to all of our customers. This would increase costs for all parties and would delay speed to market. Our years of experience in programming dial-up communications with vendors have proven this to be true time and time again.

The PCN is a flexible, cost-effective platform for implementing Internet-based purchasing. Since vendors send and receive transmissions in their native file format, implementation is simpler for everyone. It also provides more efficient

change control. Many updates can be handled by programming changes on the PCN servers instead of in the DDMS software, potentially reducing the number of software updates you have to load.

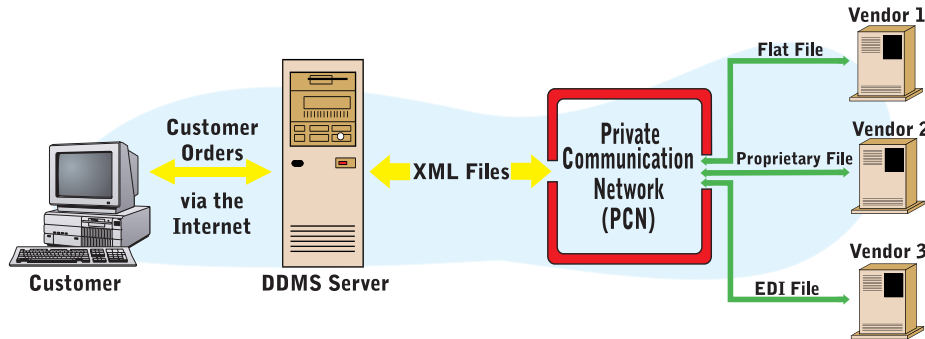
### PSNs: Beyond Internet Purchasing

The potential of Internet-based purchasing extends far beyond simply transmitting purchase orders. Vendors can leverage the capabilities of DDMS

time online communication with dealers. (Contact your Daisytek representative for more information about the Daisytek PSN.) We have also begun testing a PSN for O/PUS.

### Free Today, Free Tomorrow

Dealers can use Internet Purchasing to transmit P/Os, receive acknowledgments, and do online stock checks with Daisytek, S.P. Richards, and United Stationers. You can also do online price checks with Daisytek and United. There are no charges for these features, no setup fees or future transaction charges. Like modem-based communications, they are now standard features of DDMS' business systems.



With Internet Purchasing and vendor PSNs, DDMS and ECI<sup>2</sup> automate the remainder of the supply chain, providing dealers a more efficient purchasing process. ECI<sup>2</sup>'s communication network handles routing and ensures that vendors receive transmissions in their preferred file format.

business systems and ECI<sup>2</sup>'s private communication network to create their own private supply networks (PSNs) and offer you customized, value-added services. Daisytek was the first vendor to take advantage of this opportunity, implementing real

time online communication with dealers. (Contact your Daisytek representative for more information about the Daisytek PSN.) We have also begun testing a PSN for O/PUS.

### Internet Purchasing

automates the supply chain to the level that you now enjoy when accepting online orders from customers. That means you get faster, more efficient purchasing transactions that cost you less.

## RouteTrak<sup>TM</sup> Proof-of-Delivery System



ECI<sup>2</sup>'s new RouteTrak<sup>TM</sup> proof-of-delivery and signature capture system lets you control the flow of products from your site all the way to your customer's site. Download delivery manifests from your DDMS business system to handheld units that go with your drivers. The result: every delivery is tracked all the way to the customer's hands, with an electronic signature captured for your records.

RouteTrak improves delivery accuracy and customer service. Whether you do desktop or dock delivery, RouteTrak can crosscheck delivery information, verify the carton count, and capture an electronic signature. When the driver returns, the delivery information is uploaded back to your DDMS system where it is immediately available to customer service personnel.

RouteTrak can also help you manage drivers and delivery routes. Every delivery is automatically time and date stamped. You'll know whether your drivers are where they are supposed to be. You can also use this information to measure route efficiency.

RouteTrak can even manage third party shipping. It includes 3PC, our third party carrier software that lets DDMS business systems interface with shipping programs from major carriers such as UPS and FedEx.

In addition to 3PC, the RouteTrak system includes RouteTrak software, one handheld unit with integrated bar code scanner, recharging cradle, power supply, and more. Additional handheld units are available.

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PRESORT STANDARD  
US POSTAGE  
PAID  
PERMIT #711  
FORT WORTH, TX

For additional information on products and services,  
please contact ECI<sup>2</sup> at [ddms@eci2.com](mailto:ddms@eci2.com) or (800) 366-3367.

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# ScanClik™



## Build Loyalty—in just a *Clik!*

Make ordering easier than ever for your customers.

A Web storefront makes ordering faster and easier for your customers. Now you can simplify the purchasing process even more with ScanClik™, the new online ordering tool from ECI<sup>2</sup>. ScanClik drives more business to your Web site by making it easier for your customers to buy from you rather than from the competition. It also sets you apart from other dealers, distinguishing your company as a technology-leader.

With ScanClik, ordering from you couldn't be any simpler or faster. As shown at right, customers use inexpensive, cordless scanners to order products by scanning barcodes. Just two mouse clicks upload the order into your ECI<sup>2</sup> Web storefront shopping cart; a 50 line order can be placed in under 10 seconds.

Customers can print their own barcoded product lists and shelf labels for use with ScanClik directly from your Web site – or scan actual product bar codes. And best of

all, they can't use the scanners to place orders with anyone but you.

ScanClik can also help win new business. Leave a scanner with a prospect, connected to their computer (no software to install) for a one-month trial period,

and let them experience the convenience and time savings.

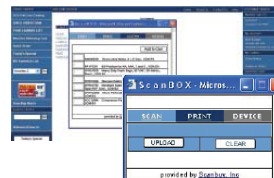
ScanClik is compatible with Dealer Station DDMS Edition and is.D-Force e-commerce system.

## How ScanClik Works for Your Customers

**1** **SCAN** the bar code of all the products you wish to purchase – either from the products or from previously printed shelf labels or product lists .



**2** **UPLOAD** the bar codes from the scanner to the shopping cart. Fifty products added in ten seconds!



**3** **PROCESS** the order in one click. Orders are processed as usual through your ECI<sup>2</sup> e-commerce platform.



To make it even easier, customers can create and print barcoded product lists directly from your Web site, selecting from three different formats: list, requisition and shelf labels.