TrulinX

The ERP Solution for Successful Distributors

THE **FPDA**
MOTION & CONTROL NETWORK

ISD INTERNATIONAL SEALING
DISTRIBUTION ASSOCIATION
M E M B E R

FPDA / ISD JOINT SUMMIT 2018
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Tribute
Software for Successful Distributors

Are you looking for a software partner that..

- Understands your industry's unique needs?
- Provides knowledgeable & personalized phone support?
- Works with you to ensure a timely & smooth implementation?
- Partners with major manufacturers to streamline your supply chain?

Tribute, Inc. has over 35 years of experience in the fluid power & motion control, hose and fluid handling distribution and fabrication industry. Tribute's flagship SQL-based software, TrulinX, is ideal for your organization's unique requirements.

We are a niche-specialist and know the distribution & fabrication industry well. Our Implementation Team understands what you need your software to do and uses their expertise to personalize a 6-step plan to get the most out of your investment.

Our intimate knowledge of the industry and lean processes makes us the ideal partner to help you implement a new software system and re-engineer your business processes to maximize efficiency.

The many time and cost saving benefits of our software will more than pay for itself. You can determine your Return on Investment by using our ROI Calculator developed by ROI Selling using industry statistics from AHTD, FPDA, NFPA and NAHAD.

INDUSTRY FOCUS

With a diverse industry focus, TrulinX is designed for distributors, fabricators & system integrators looking for best practice solutions to elevate their business.

hydraulics

pneumatics

motion control

fluid handling

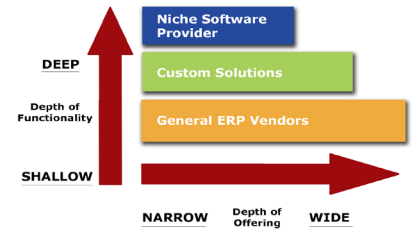power transmission

automation

sealing

belting

The Value of a Niche Software Provider

Sometimes it's easy to know when it's time to upgrade or change your back-office systems— because your employees are telling you, loud and clear. If they're screaming for new functionality or are working around the present system, if they can't easily manipulate or combine data from existing business systems, or if they can't get the right data to use at the right time, it's time to consider a new enterprise resource planning (ERP) solution.

When shopping for software, there are three primary types of software that most companies will consider:

- **Custom Solutions**
- **General ERP**
- **Industry/Niche Specific Solutions**

Each of these options has pros and cons. However, for small to midsize companies (10 to $100 million dollar companies) looking to operate more efficiently and promote growth, a niche-specific software provider is the way to go. This option is generally a fraction of the cost of creating custom software, tailored more to your business than a generalized ERP provider, and a big plus for companies looking to work with a partner that knows their industry and will help them get the most value out of their investment. There are significant benefits to partnering with a niche provider like Tribute, Inc.:

➜ Benefit from Tribute's Experience in Your Industry

One of the key reasons to buy industry specific software is not only do you get software that fits right "out of the box" but you also gain from the niche provider's experience in your industry. For example, Tribute's 35+ years of experience in fluid power & handling, automation, hose, motion control, instrumentation and related industries has helped us become the leader in your industry. We are actively involved in your trade associations and have relationships with many manufacturers in your industry and actively work with our Users Group to make sure our software is 100% applicable to your business.

➜ Working with a Partner that Understands Your Needs

The advantage of working with a niche provider is that they understand your needs and requirements and are able to offer you solutions or suggestions that they've seen work under similar circumstances. Tribute's support staff trains at distributorships just like yours, so they know how to help you and when you have a question, you can talk directly with one of our customer service reps. And they'll understand what you're talking about when you mention your complicated Work Orders, because they don't have to try to service 20+ different industries.

➜ You Don't Have to Mold our Software to Fit Your Business

Creating special work-arounds to fit your business is a major advantage in buying a general ERP. Many companies will choose to purchase software from larger companies because they feel a certain comfort level with a big name, only to find out that they are forced to jump through hoops because the general ERP doesn't provide the personalized service they require or accommodate their needs. With Tribute, we've already done that for you - we have a depth of functionality unseen in general ERP solutions!

➜ And Most Importantly – A Quicker Learning Curve & Continued Support

It is said that the real cost of software lies in the "soft costs" associated with loss of productivity and morale that comes with implementing a new system. Humans are creatures of habit, and most employees grumble at the thought of learning something new. With Tribute, you will be working with a partner that understands your business, talks your language, and provides an on-site training program to get your company on board as painlessly and as timely as possible. And we continue that great service with phone support that knows you and your business, ongoing training via inexpensive online webinars or onsite consulting, and annual User's Group Meetings.

Getting your staff trained on the new software in a timely and comprehensive manner ensures that you get your return on investment as quickly as possible. All the cool features in your new software package aren't going to be much use unless they're being used. And that's where Tribute excels – working with our partners to get the most out of the industry-specific software tools to run their businesses successfully.

TrulinX

Manufacturer Partners

AIR-WAY GLOBAL MANUFACTURING

Rexroth Bosch Group

bj BRENNAN

Continental ContiTech

DIXON The Right Connection™

EATON Powering Business Worldwide™

FLEXCO

Garlock SEALING TECHNOLOGIES®

Gates®

Linde Hydraulics Linde

PALL Pall Corporation

Parker

sun hydraulics CORPORATION

Trade and Business Affiliations

ASSOCIATION FOR HIGH TECHNOLOGY DISTRIBUTION AHTD

THE FPDA MOTION & CONTROL NETWORK

ISD INTERNATIONAL SEALING DISTRIBUTION ASSOCIATION MEMBER

NAHAD MEMBER THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION

POWERFUL FORCES WORKING TOGETHER NFPA

Proud Member NIBA The Belting Association®

COSE COUNCIL OF SMALLER ENTERPRISES

GREATER CLEVELAND PARTNERSHIP

NorTech Growing Northeast Ohio's High Tech Economy

NSBA National Small Business Association

Team neo

Integrated TrulinX tools:

- Quoting & Order Entry
- Retail Store Counter Sales
- Sales Analysis
- Inventory and Bin Management
- Barcoding
- Invoicing Accounting (AR, AP and GL)
- Purchasing (Min/Max, EOQ, Target Turns, and Order-Up-To)
- Warehousing & Shipping
- Auto-faxing and e-mailing with Scheduling
- Real Time Business Activity Screen
- Credit Card Integration
- Full Integration with UPS WorldShip & FedEx Ship Manager

Features specific to the distribution industry:

- Vendor Rebates
- Agency / Manufacturer's Rep. Orders & Reporting
- Smart Part - Automatic Assembly Generator
- Templates & Schematics
- Sophisticated BOM Capabilities and Kits
- Lot Tracking & Serial Number Tracking
- Hose Building Bill of Material
- External Fabrication / Outsourcing
- Manage & Track Service & Repair
- Work Order Management - for complex fabrication projects
- Inventory Sharing Integration

TrulinX

Work Order Management

Does your company engineer and assemble custom power units, electrical control panels, motion control systems, control units, manifolds, valve/actuator assemblies, or other sophisticated engineered systems? Do you assemble OEM component kits?

Tribute understands what fabricators & systems integrators need to keep track of complex projects. Our Work Order Management system has an easy to use and flexible interface that allows you to:

- Manage and track labor & burden on complex projects
- Track estimates and apply accurate costs of labor and burden to maximize gross profits
- Separate fabrication orders from regular distribution orders to manage effectively
- Easily create complex BOMs with multiple sub-assemblies with 'drag & drop' interface
- Copy from permanent structures or create on-the-fly structures at any level of the build
- Easily track, expedite and move components and sub-assemblies within and out of BOMs
- Create Work Orders independently or as part of a quote or sales order
- Source, expedite and route all within the same screen
- Simple BOMs stay simple - if no fabrication needed, TrulinX handles like any other order

Hose / Tubing Assemblies

TrulinX has software features specifically designed for fluid power, hose & sealing distributors:

- Hydraulic Hose Assembly Generator - SMART PART
- Customizable templates and ability to add schematics & images to PNs
- Automatic Labor Calculations by Hose Length and/or Fitting Diameter
- Automatic Cut-Off Length Calculation
- Automatic Generation of Serial Numbers and Custom Labels to identify assemblies
- Retail Store Counter Sales Application
- Lot Control Visibility & Management
- Add Crimp & Assembly Instructions with each hose assembly

TrulinX

Accept Payments | Make Payments | Secure Payments

WEX (fka 3DSI) delivers a cost-effective, world-class solution for companies that demand the highest quality payment data security, storage integrity and a variety of processing options.

Create and Automate Barcode Labels

BarTender enables organizations around the world to improve safety, security, efficiency and compliance by creating and automating the printing and control of labels, barcodes, RFID tags, plastic cards and more.

Data Protection Platform

Data protection and business continuity solution delivered on one platform. Solution can be deployed on a purpose-built Datto appliance, in a virtualized environment, or imaged for use on existing hardware.

Logistics Services for Parker Distributors

Dedicated to the logistics support of its member companies, DistraNet forms a real time, tightly integrated hub for sharing inventory and servicing national integrated supply contracts.

Document Management

Paper documents are hard to share, costly to file, take up a lot of storage space, and are difficult to retrieve. Enlighten.net allows you eliminate all that paper, store it on your server, easily search and retrieve it with a simple click on a link.

IT Solutions

Whether implementing a new network, addressing compliance concerns, outsourcing network support entirely or complimenting an existing IT staff with strategic services, IT decision makers leverage their nationwide service footprint and broad solutions set to make Scantron Technology Solutions (fka Harland)their one-stop network infrastructure support shop.

Informa Software: ImageQuest Enterprise Management

ImageQuest's modular design offers capture, storage and workflow capabilities. Whether you are looking to archive old documents, insure regulatory compliance, improve inefficient manual processes, reduce storage costs, protect against natural disasters or simply find documents and related information faster, ImageQuest is a solution with the features you need most at a price that's affordable for any budget.

Reporting and Analytics for Distributors

MITS Distributor Analytics gives you a competitive edge when it comes to making decisions that impact sales, inventory, accounts receivable, purchasing, pricing, general ledger and more. Start from scratch to build custom reports to your own specifications.

Mobile & Business Intelligence Software Solutions

Over 130 companies trust Rubber Tree Systems for their sales force mobilization needs. Their simple to use UI and hassle free, fully hosted software allows their customers to concentrate on their day to day business, not maintaining another software system.

Integrated CRM & Business Intelligence Software

Tour de Force is a suite of software solutions unlike any other. Not just CRM (customer relationship management), SFA (sales force automation), or BI (business intelligence). Their solutions are designed to help you improve processes, from support to sales.

Inventory Sharing System for Distributors

WarehouseTWO, LLC is an independent "inventory-sharing" service created exclusively for durable goods manufacturers and their authorized distributors, and any group of durable goods "peer" wholesaler-distributors, such as members of a buying/marketing group or cooperative.

TrulinX

Domain Expertise
TrulinX software is ideally suited to help you successfully manage your fluid power, motion control and automation distribution & fabrication business because of our knowledge and industry focus.

Implementation Team
Our experienced transition team has worked and been trained in your industry. They train your team onsite to get your business up and running quickly and efficiently.

Return on Investment
With a staff that truly understands your unique business requirements and a timely implementation, you will realize your ROI much more quickly.

Customer Service
Our knowledgeable and friendly support staff still answer the phone, and over 90% of support calls are resolved in the first day, statistics unmatched in our industry!

Customer Commitment
We are 100% committed to your success because it's a reflection of our success.

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