

# ProfitPoint ERP



## Distribution Solutions for Convenience Store Wholesalers

*With more than 30 years of experience and expertise, **TurningPoint Systems** has established itself as a leading provider of enterprise resource planning (ERP) solutions, wholesale distribution and warehouse management systems (WMS), Sales Force Automation (SFA), and direct store delivery (DSD) software for the candy and tobacco industry, food service industry, and pharmaceutical distribution industries.*

*Put our experience and deep expertise to work for your company. We'll show you how to use better technology to increase profitability.*



**TurningPoint Systems, Inc.**

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**ProfitPoint ERP** has been delivering real time management capabilities to dozens of small and medium-sized candy and tobacco distributors for 14 years. **ProfitPoint** offers end-to-end functionality on an IBM iSeries platform for streamlined operations and simple, cost effective regulatory compliance.

**ProfitPoint** is a robust suite of applications that will enable you to streamline warehousing, shorten order lead times, reduce time to market, increase productivity, cut operations costs, and improve customer service. **ProfitPoint's** Candy & Tobacco Wholesale distribution software can provide a significant improvement for your business that will allow you to turn inventory into profit!

**ProfitPoint** is configured to support your specific business model and workflow processes, while providing the functionality to improve inventory and distribution management and drive the entire warehouse process from order entry to picking, shipping, replenishment and financial accounting.

**ProfitPoint** offers instantaneous information and comprehensive reporting to enable you to efficiently and profitably manage inventory and warehousing, pricing and customer/product profitability, tax stamps, and service levels.

### Reduce Costs

The **ProfitPoint** system centralizes information and eliminates redundant data entry, and will help you to reduce inventory, optimize warehouse space and improve sales force productivity.

### Enhanced Regulatory Compliance

**ProfitPoint** has been helping automate regulatory compliance for our candy & tobacco wholesale distribution customers for decades and includes extensive reporting capabilities. **ProfitPoint** features tobacco sales tracking by carton, pack, and stick; tax payment and reporting to multiple state, county, and city tax jurisdictions; tax stamp tracking; off-invoice carton discounts; and broken carton and pack returns. **ProfitPoint** takes the complexity and expense out of controlled substance reporting and sales reporting (such as for RJR, Brown and Williamson, Phillip Morris, Adams, and U.S. Tobacco).

### Enhance Decision Making

**ProfitPoint's** easy-to-use dashboard and its drill down menu functionality provide comprehensive and instantaneous reporting which enable your entire company to make smarter business decisions and be more responsive to your customers and supply chain partners with the right answers.

### Leverage Business Growth

Streamlined operations provide you with better information to help you to make the right decisions every time and allow you to drive business growth and increase your profits. With **ProfitPoint** your headquarters, subsidiaries, business partners, suppliers and customers are linked through a single system. **ProfitPoint** has been helping businesses to grow for over 30 years and is designed to grow with your business for many years to come.

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## *Integrated Financials*

**ProfitPoint's** integrated financials provide an accurate and comprehensive view of your company's performance using real time data. By having all of your financial data centrally located and integrated with all of your company's transactions you will increase the efficiency and reduce the cost of collecting, managing, consolidating and reporting financial data.

TurningPoint's customers have realized quantifiable benefits from our integrated financial module including:

- Ability to support company growth without added staff
- Simplified tracking of regulated products such as tobacco and Rx
- Reduced credit fraud
- Reduced receivables collection time
- Reduced staff required to support AR, AP and GL functions

## *Distribution Management*

**ProfitPoint** has been engineered to take the complexity and expense out of controlled substance reporting and sales reporting and make the wholesale distribution process simple to direct and supervise.

Our customers have used **ProfitPoint** to empower them to:

- Enhance the efficiency of their entire supply chain
- Improve trade velocity and compliance
- Improve customer service
- Optimize labor costs
- Reduce transportation costs

**ProfitPoint's** support for the unique requirements of food service, candy & tobacco and pharmaceutical distributors run deep and wide. We provide end to end solutions to link the entire supply chain to make sure that everyone in your organization has the right information in the right place at the right time.

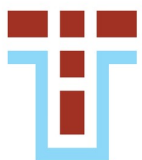


## *Warehouse Management*

**ProfitPoint** was architected to drive the entire warehouse process from regulatory compliance to order allocation, picking, shipping, replenishment and financial accounting. **ProfitPoint** provides our customers with detailed information on inventory, warehouse space utilization, individual and group productivity.

Our customers have used **ProfitPoint's Warehouse Management** to:

- Dramatically increase inventory turns while increasing in-stock rates
- Reduce the cost of labor to receive, shelve, and restock inventory
- Increase the accuracy and reduce the time required for inventory cycle counts
- Increase picking efficiency and improve warehouse worker productivity
- Reduced inventory carrying costs
- Significantly improve the utilization of warehouse space



## Order Entry

**ProfitPoint** provides comprehensive order entry functionality across the supply chain to ensure that the right information is in the right place at the right time.

**ProfitPoint** has the options to enable customers and sales people to utilize a PDA or SmartPhone through our optional **ProfitPDA**, through the internet using our optional **Web Order Entry**, or right “off the truck” complete with invoice & payment processing linked to a backend inventory and accounting system using our **ProfitPDA** module.

**ProfitPoint's** order entry capabilities have been enhanced to provide capabilities typically only found in much larger, expensive and complex software systems.

## Purchasing

**ProfitPoint** has been designed to provide complete purchasing control to generate and track purchase orders from PO issue to receipts, allowing buyers to spend more time negotiating deals and less time on more mundane tasks. **ProfitPoint** provides controls for the complete procurement process, from vendor quoting through receiving, inspection, cost accrual and vendor payment.

Purchasing features of **ProfitPoint** include:

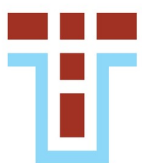
- Daily, weekly and monthly forecasting
- Seasonality SOQ's
- Industry standard SOQ calculation to include mean average deviation, safety stock, system managed lead times
- Multi-level cost structures to track all inside margins
- Buyer defined purchase order cycles
- Laser printed purchase orders
- Fax purchase orders directly from ones desk

## Marketing

**ProfitPoint** can improve the quality and velocity of communications across your supply chain to help to increase your customer satisfaction, improve the productivity of your sales team and make your company easy to do business with. Getting the right information to the right place at the right time through the right device can make your sales team, your back office team and your customers more productive.

**ProfitPoint** was designed with the following features to empower our customers to be as effective as they can be with their customers:

- A wide variety of pricing options
- Promotion and rebate management
- Multiple electronic invoice formats and customized invoices by customer
- Full function support for a wide variety of mobile devices
- Ability to enter order by item, UPC, cross reference or description
- Custom order guides to include bar codes and the ability to run for specific categories, only for new items, and based on what the customer has purchased
- Retail price management including retail plans, category level, tem level maintained by %, \$ or fixed
- Sales person commissions
- Lost sales and outs analysis



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## Optional Warehouse Management Module

**ProfitWMS** is a comprehensive real-time warehouse management and inventory control system designed to meet the needs of the large to medium-sized wholesale distributor. **ProfitWMS** leverages bar code scanning technologies to streamline operations within the warehouse and extends its capabilities to suppliers, mobile sales and delivery people, and directly to the customer through PDA's, EDI and RF technologies. **ProfitWMS** is an optional module that is fully integrated with **ProfitPoint** and is available to **ProfitPoint** users at an additional cost.

## Other ProfitPoint Features

- **ProfitPoint** is an entirely real time system – there are no batch processes
- **ProfitPoint** has a number of standard external interfaces including Multi Cat, Frito Lay, Unipro, Informetrics, electronic invoices (multiple customer formats), EDI 850 PO's
- Integration with TurningPoint Systems Solution Providers complementary software products
- Native support for a number of handheld devices; support for additional devices through its **ProfitPDA**, **Web Order Entry**, and **ProfitDSD** offerings

## Cloud Transition with TurningPoint

**TurningPoint Cloud** provides a combination of enterprise offerings for Infrastructure-as-a-Service (IaaS) and Software as a Service (SaaS). We have been providing application solutions for over 30 years. Now these applications are available in a SaaS based, cloud model. TurningPoint designs, architects and implements private and hybrid clouds to operate in dedicated or virtualized server environments. We provide a broader set of Infrastructure as a Service offerings for **IBM Power** and **Intel x86** server environments. Our growing partnerships enable best-of-breed data center and disaster recovery capabilities.

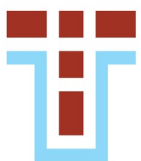


## About TurningPoint Systems

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TurningPoint Systems, an IBM Premier Business Partner, is also a provider of technology infrastructure solutions, including server and storage optimization, business resiliency, cloud, and mobile solutions.

Put our experience and deep expertise to work for your company. We'll show you how to use better technology to increase profitability.



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