



BMI OP Revelation™

BUSINESS MANAGEMENT INTERNATIONAL

BMI OP Revelation™

Key Benefits:

- **Designed to meet the specific operational requirements of independent office product dealers.**
- **E-Commerce solution features choice of advanced search engine and is compatible with all wholesaler enhanced content.**
- **Dealer controlled, e-commerce item display order preference (first in search)**
- **Provides unmatched ease of use and breadth of functionality.**
- **Quick and easy access to decision driving information.**
- **Rapid return on investment through improved margins and customer service.**

About BMI

Business Management International, Inc. (BMI) is an industry recognized provider of premium business software solutions, technology and high quality, professional consulting services. Our reputation for responsiveness, innovation, and dedication to delivering total management solutions is unmatched in our industry.

BMI is a frequent member of the prestigious Microsoft® Inner Circle and President's Club. These are the most sought after partner recognitions within Microsoft® and recognizes the upper echelon of its Partners for their exceptional sales and customer growth efforts. Furthermore, BMI is a perennial Accounting Technology Pacesetter as named by Accounting Today Magazine and we have been named a "Killer VAR" (one of ten in the US and Canada) by Accounting Technology Magazine.

Today's business environment is challenging for all businesses and especially for independent office product dealers. With pressure from the "power channel", razor thin margins and skyrocketing costs, you need every competitive advantage you can get.

BMI OP Revelation™ is a complete software solution designed to put "power channel" technology into the hands of independent dealers and will help you effectively manage e-commerce, customer service, procurement, wholesaler supply chains, inventory, warehousing, delivery logistics, accounting, financial reporting and operational analysis.

In summary, *BMI OP Revelation™* was designed with the intent of handling the entire range of operational issues faced every day by independent office product dealers.

The *BMI OP Revelation™* solution is built on Microsoft® technologies. Microsoft® is a recognized worldwide leader in supplying distribution software solutions to companies of all sizes. Their Enterprise Resource Planning (ERP) software is installed in more than 200,000 companies all over the world and provides unmatched stability, maturity and breadth of functionality.

The philosophy behind *BMI OP Revelation™* is that business software should be easy to use and allow fast and easy access to your data. By using simple filtering tools and an intuitive user interface, *BMI OP Revelation™* will quickly help you see and use important, decision driving information to help you better manage your business.

BMI OP Revelation™ contains a feature rich functionality set that was developed in conjunction with leading independent dealers in order to successfully address the same issues that you face on a daily basis. Do it faster, do it better and be more profitable with *BMI OP Revelation™*.

BMI OP Revelation™

“Giving the independent office product dealer the technology to successfully compete with the power channel”

Functional Modules

BMI OP Revelation™ is licensed by the number of concurrent users. Primary modules include:

- E-Commerce
- Sales & Accounts Receivable
- Inventory
- Relationship Management
- Forecasting / Usage Based Procurement
- EDI Transactions
- Purchasing & Accounts Payable
- Warehouse (Bar Code, Radio Frequency)
- Object Designer (Tables, Screens, Reports)
- Financial Accounting, Fixed Assets & Analytics

Compete with the Power Channel

The “Power Channel” is a fact of life in the office products distribution industry. **BMI OP Revelation™** gives independent dealers the technological power to compete. From an on-line shopping perspective, this means that you can be assured that your customers will always be able to find the products they are looking for.

The **BMI OP Revelation™** e-commerce site offers dealers a choice of advanced search engines from SP Richards, United Stationers and BMI. The site also features the latest enhanced wholesaler content along with suggested accessories and up-sells for all applicable products. Additionally, our included content management tool allows dealers to add their own content for custom or non-wholesaler products.

We understand that any business decision must be viewed in terms of ROI. The **BMI OP Revelation™** search ranking tool provides immediate ROI by pushing the highest margin products to the top of the search results page when a customer enters a keyword search term. Whether you are a stocking dealer or not, **BMI OP Revelation™** makes it easy to drive highly profitable products into your customer’s shopping cart. Our “Search Terms” report will show you what search terms your customers are entering so you can use the product positioning tools to ensure that popular and high margin products will appear at the top of the list for all of those search terms, ensuring a superior on-line shopping experience.

Enhance Your Productivity

BMI OP Revelation™ will help boost the productivity and performance of your entire staff and facility. Every department in your organization will benefit from the power and versatility of this product ensuring a significant return on your investment.

Single Point Of Data Entry

BMI OP Revelation™ is a totally integrated solution. Whether the user interface is through the standard **BMI OP Revelation™** Windows client, remotely connected via terminal services or Citrix or through an E-Commerce portal on the web, a single Microsoft® SQL database contains all of the data. Information is shared across the entire system thus eliminating multiple points of data entry. No more separate Microsoft® Excel spreadsheets or Microsoft® Access databases that need to be replicated in the system. Information is shared wherever necessary throughout the entire system.

About Microsoft

Microsoft® offers a wide range of integrated, end to end business applications and services designed to help businesses of all types and sizes become more connected with customers, employees, partners and suppliers. Microsoft® ERP applications optimize strategic operational processes across financial management, human resources, customer relationship management, supply chain management and e-commerce.

For More Information Contact:

Business Management International
529 West 42nd Street
Floor 4, Suite L
New York, NY 10036
888-580-8382
info@bmiusa.com
www.bmiusa.com



MODULE DESCRIPTION

KEY FEATURES

E-COMMERCE

- Connects seamlessly to customers for order entry, order status, account information, etc.
- Single set of business rules in BMI OP Revelation™ extend to E-Commerce site including pricing, contracts, shipment preferences, taxing jurisdictions, etc.
- Fastest and most advanced search engines available from SP Richards, United and BMI
- Supports all new enhanced wholesaler content
- Content tool allows dealer to create content for private label / non-wholesaler items
- Search rank tool allows dealer to specify which items should be at the top of the search results page
- Search Term report counts all search terms that customers are entering allowing dealer to make sure profitable and appropriate items appear at the top of the related search results
 - Date filter available which is especially useful at holiday and back to school time. i.e. See what customers searched last December and make sure you have money-making items appearing first for those search terms at the same time the following year
- Catalog tools automate tasks that assign items for sale to your customers
 - Customers can see all items available for sale or a limited set of items
 - Items available for sale to your customers can be dictated by customer, department, ship-to or buyer
- Unlimited cross-sell and up-sell capabilities (wholesaler or dealer directed)
- Unlimited accessories per item (wholesaler or dealer directed)
 - Global and customer by customer option to force user to accessory page after adding an item, that has accessories, to the shopping cart
- Preferred customer buying unit of measure
- Display available alternate units of measure for any item
- Unlimited hard and soft substitutes for any item
- Green substitutes
- Customer and item/item category specific e-commerce messaging
- Supports promotional items and coupons
- Unlimited order approval levels
- Easy to use "Quick Order" function
- Customer specific reports can be "pushed" out to e-commerce site
- Manage customer "Spend" budgets
- Unlimited individual, departmental and company wide favorites lists
- Supports flip page catalog integration
- Punch-out integration with HP, X-Stamper, Ariba, Purchasing Net
- Global and customer by customer order minimums
- Message to continue shopping when approaching dollar threshold that triggers an order discount
- Supports creation and re-order of custom printed materials such as business cards
- Additional line item identifiers available, at the customer level, such as "Client #" for attorneys and accountants or "Project ID" for a research lab or university
- Rich self service functionality eliminates internal personnel needing to perform time consuming customer service tasks
 - Order history-search and re-order based on item #, order # or PO # lookup
 - Re-print any invoice (open or paid)
 - Print A/P aging report
 - Maintain users and approval levels (once first admin user is added by dealer)
 - On-line returns

MODULE DESCRIPTION

KEY FEATURES

SALES & RECEIVABLES

- Advanced order entry and customer service cockpit
- Designed for rapid order entry and quick access to customer buying history and other related information
- On line, real time wholesaler stock check
- Real time credit check
- Integrated advance ship notice from wholesalers
- Sourcing options available during order entry
- Prepare quotes and quickly turn them into orders
- Sales promotions
- Order Templates may be created for customers that tend to order the same products repeatedly
- Level 3 credit card processing supported
- Sales order and line item gross profit monitoring
- Combined invoicing for multiple ordering customers being paid by a single customer
- Track all facets of order including pick, pack and delivery truck information from single CSR screen
- Seamless connection to CRM information
- Track order source (web, CSR, fax, etc)

INVENTORY

- Unlimited stocking locations with individual replenishment and planning rules for each item at each location
- Item substitutions (hard and soft) and unlimited alternate sourcing options per item
- Item cross references (unlimited for vendors and customers)
- Location transfers (in multiple warehouse scenarios)
- Handles "Stockless" operations where available inventory is offsite and based on master supplier such as SPR, United, etc.
- Advanced contract pricing engine (customer or group specific, quantity breaks, date effectivity, markup of cost, markdown of list, specific item/customer pricing)
- Advanced promotional pricing (product specific or dollar volume specific)
- Unlimited unit of measure tracking
- Automated price file update routines from master distributors (SPR, United, etc) and Trade Services
- Real-time stock checks from preferred wholesaler distribution centers
- Unlimited item aliases for customers, vendors and competitors

RELATIONSHIP MANAGEMENT

- Establish and manage relationships at any level—customer, vendor, prospect
- Manage unlimited contacts within any organization
- Manage unlimited opportunities per contact with dollar values and closing percentages
- Track unlimited tasks per contact
- Easy access to "to-do" list reminding users of key activities needing to be accomplished
- Campaign Management integrated into sales entry system—track sales as a result of individual sales campaigns that are run and even support special campaign pricing that may be in effect
- Easily create lists, filtered in any way, for marketing activities
- Interfaces with Microsoft® Outlook to provide integrated contacts, scheduling and email logging
- Management views for To-Do's and Opportunities

MODULE DESCRIPTION

KEY FEATURES

<p>FORECASTING AND USAGE BASED PROCUREMENT</p>	<ul style="list-style-type: none"> • Usage Based Procurement (UBP) modeling <ul style="list-style-type: none"> • UBP recommended inventory ordering levels can be used to auto-create purchase orders • Increases insight into future sales demand • Customer Forecasting <ul style="list-style-type: none"> • Enter or import collaborative customer forecasts • Advanced Forecasting allows multiple forecasting models to be applied to historical data
<p>EDI</p>	<ul style="list-style-type: none"> • Maps X12 or EDIFACT EDI elements to BMI OP Revelation™ fields • Work flow processes capture all EDI transactions generated within BMI OP Revelation™ • Supports all EDI form types including 856 • Flexible mapping tool • Handles unlimited trading partners • Allows changes, such as new fields made within BMI OP Revelation™, to be easily reflected in EDI transactions • Transaction management tool allows easy tracking of all inbound and outbound EDI transactions
<p>PURCHASING & PAYABLES</p>	<ul style="list-style-type: none"> • Automated requisition system (generates PO's based on demand and replenishment rules) • Automatic, seamless PO generation to master suppliers (SPR, United, etc.) based on sales order demand <ul style="list-style-type: none"> • User specified PO transmission times (hourly, daily, etc) • User specified sourcing priority <ul style="list-style-type: none"> • Allows item by item specification of preferred vendor and preferred sourcing order in case primary vendor is out of stock • Vendor specific pricing (vendor or group specific, quantity breaks, date effectivity) • Easily manage failed sourcing lines through our purchasing workbench • Supports carton sourcing • Create quotes or purchase orders from previously created quotes or purchase orders • Supports unlimited buy-from, ship-to and pay-to addresses • Integrates with Warehouse Management module to handle inbound shipments • Supports 1099's
<p>WAREHOUSE</p>	<ul style="list-style-type: none"> • Dispatch system manages all inbound and outbound transactions • Supports location transfers with in-transit tracking • Supports cross docking for shipments that come in and need to go out immediately • Supports RF functionality (hardware not included) for pick, pack, put-away, cross-dock, physical inventory, product lookup, empty bin lookup • Supports multiple pick methodologies
<p>OBJECT DESIGNER</p>	<ul style="list-style-type: none"> • Create new tables, modify existing tables, add new fields • Create new screens, modify existing screens • Create new reports, modify existing reports • Advanced tools for import and export of data from/to virtually any source • Create new menus, modify existing menus

MODULE DESCRIPTION

KEY FEATURES

FINANCIALS & ANALYTICS

- Fully integrated general ledger connects all subsidiary modules
- Integrates with "Acsellerate" and "Sales-I"
- Margin management analysis tool
 - Points out lost margins after wholesaler cost updates
- Purchase analysis tool
 - Assures first call wholesaler is offering lowest price per item
- Unlimited operating companies with consolidation, if necessary
- Multi-Currency
- Unlimited financial statement formats
- Unlimited transaction detail maintenance and archiving
- Unlimited budget models with Microsoft® Excel import and export capabilities

What Our Customers Have To Say.....

"On October 1st, 2008 we went live with BMI OP Revelation e-commerce storefront and backend software. I truly feel that we had a great conversion. BMI was very accommodating in addressing issues with the web and making it user friendly. The difference between our prior software vendor and BMI is that they care about your issues and problems and want to fix them. This is really a state of the art system and every day I learn more things that make me happy we chose this product."

*Norma Anthony—COO
BF Molz—Moorestown, NJ*

"Since converting to OP Revelation, we never hear the main customer objection that our e-commerce site is standard. That objection has gone away and we can pursue new customers with confidence about our e-commerce capabilities. BMI OP Revelation delivers accurate and highly relevant search results with extraordinary product presentation and content."

*Bernie Garvey—President
Garvey's Office Products-Niles, IL*

"Our approach to this business system project focused very heavily on selecting a business partner who we felt could not only help lead us through a successful software implementation but to also identify a partner that we felt we could work with for many years to come. As I reflect back on the entire project, it is very gratifying to know that we made a solid decision in partnering with BMI. Their management and staff have been very professional, responsive and attentive to our needs and concerns. The BMI OP Revelation software has now taken us to a whole new level of flexibility and ability to access data that will enable us to better serve the needs of our customer base. Our team members have found the new software very easy to work with and overall, we found the business system transition to have exceeded our expectations."

*Bob Chilton—President
The Phillips Group Supply Company*

For More Information About BMI OP Revelation™ Contact

**Business Management International
529 West 42nd Street • Floor 4, Suite L
New York, NY 10036
888-580-8382**

email: info@bmiusa.com • www.bmiusa.com

