

Features That Boost ROI (Return on Investment)

Our dealers point to several areas where BMI Software has helped them achieve real ROI.

FUNCTIONAL AREA	DESCRIPTION	BENEFIT
Margin Management	Analyze customer pricing and contracts to look for leaking margins. After wholesaler pricing changes (monthly or quarterly), this function will look at all or selected contracts and pricing to see if margins are being maintained. System will offer suggested price increases that would be necessary to maintain margins and a single mouse click will automatically implement that new pricing in the system.	If you can stop ½ percent margin leakage and you are a \$10M business, that's \$50,000 in real savings per year.
Vendor Unit Cost Analysis	A customer purchasing decision-making tool that compares wholesaler and third party vendor pricing to look for cases where the first call vendor is not the least cost option. Usually run after wholesaler item pricing updates. System can quickly flip the least cost vendor to the first call vendor if first call is not the least cost vendor. Rebate agreements are also considered before flipping a lower cost vendor to the first call.	If you purchase \$10M per year from wholesalers and 5% of those purchases have a 5% price differential, that will equate to \$25,000 in real savings per year.
Requisition Worksheet	The Req. Worksheet is a purchasing tool that is "exception" based. Routine purchases do not need attention. The Req. Worksheet can handle exceptions such as wholesaler stock outs, special orders, inventory replenishment, etc. The larger the organization, the more efficiency and savings that can be realized.	Net result is fewer internal resources and hours need to be spent on dealing with purchasing in general, purchasing exceptions and stock replenishment, if you are a stocking dealer.
Pick/Pack/Ship	Our configurable pick/pack/ship functionality maximizes warehouse efficiency.	Fewer resources are required to process the same transaction volume.
Integrated Real-Time General Ledger	BMI Software features completely integrated financial management functionality. There is no formal monthly closing process and only a single click to close a year.	Financial statements may be run at any time during the month so you are always aware of your financial position. The time to produce formal monthly financial statements is drastically reduced and requires fewer internal resources.
E-Commerce Marketing Landing Pages	Marketing Landing Pages are Dealer-controlled from the back-office BMI Software.	Allows the dealer to prominently feature categories and specific, high margin products that contribute to the bottom line.
Customer Service Cockpit	Customer service functionality that empowers your Customer Service Reps (CSR's) to address a wide range of customer issues beyond just taking orders.	Be more responsive to your customers while using fewer internal resources. Customers get a sense that they are dealing with a well-organized company with whom they'll want to do business. Whether it is a copy of an old invoice, an overdue amount, a previous order, delivery status, or return request, the CSR can quickly respond to these inquiries without leaving their CSR screen.
EDI Compatibility/Integration	Electronic Data Interchange – Communicate with any customer or vendor in a universally accepted standard format.	EDI functionality is deeply integrated into BMI Software. No third party software or translations services are required to do business with any customer or vendor.
Return Order Processing	Simplified processes for handling customer returns.	Fewer resources and less time required to process returns. Encompasses the customer return, with accurate cost, sales and accounting information. Also handles the return of the product to the original vendor.

Productivity-Enhancing, Product-Wide Features

DESCRIPTION	BENEFIT
Microsoft Technology	Customers can leverage the underlying Microsoft technology to extend their BMI Software solution in myriad ways. Smartphone and iPad access, SharePoint Interaction, SQL Reporting Services, Integration with Microsoft Office. Example: Extend reporting to your entire organization without the requirement for additional full-user software licensing.
Modern, role-based user interface with live tiles, graphs, alerts and search.	Familiar Microsoft user interface cuts down learning time and increases productivity. Search allows even new users to quickly and easily find requested functionality and/or reports.
Microsoft SQL Database. Powerful, scalable and open.	Can handle any database changes (additional users, additional items, additional customers, etc.) that your company requires. Unlimited reporting possibilities with an unlimited number of reporting tools other than BMI Software.
All Home Pages, Screens, Ribbons and Menus are user-configurable. Known as "Personalization".	Users can make changes to their environment in order to make their software working environment more relevant to their job function. No code or other changes to the system are required and system administrators can be assured that the users are only affecting their individual workspace and not other users or system data. All changes can be restored to the default, if needed, and "Personalization" can be turned off for those organizations wishing to lock out selected or all users from making changes to their workspace.
"Saved Views" – Filters can be applied to any list. For example, "all customers in PA". This filtered list can be saved for future use.	Users don't have to keep entering filters every time they want lists for data that they regularly use. Filter once, and save it as a "View".
All lists can be sent to Excel or Word with one-touch.	Integration with Microsoft Office avoids repetitive data entry and a secondary platform for analysis and reporting.
Printing Reports. All system reports can be printed to Excel, Word and PDF.	No third party software needed. Print any report to PDF for easy attachment and emailing.

