



Power Your Distribution Business

BMI Software™

Key Benefits:

- **Designed to meet the specific operational requirements of Office Supply, Business Product, JanSan Supply, Safety Supply and Industrial Supply distributors.**
- **Fully integrated e-commerce solution features choice of advanced search engines and is compatible with all wholesaler and manufacturer enhanced content.**
- **Distributor-controlled, e-commerce item display order preference (first in search)**
- **Provides unmatched ease of use and breadth of functionality.**
- **Rapid return on investment through improved margins, operational efficiency and improved customer service.**
- **Ease of access to all system data.**

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 has been a 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 distribution businesses and especially for independent Office Supply, Business Product, Jansan, Safety and Industrial Supply distributors. Increasing competitive pressure from Amazon and the Power Channel along with razor thin margins and skyrocketing operating costs demand that you run your business efficiently and profitably. In order to do that, you need to offer your customers the best possible shopping experience whether that is on-line, through a mobile device or through your customer service department. At the same time you also need to ensure that your operations are running as efficiently as possible in order to maximize profitability.

BMI Software™, deployed on-premises or in the Cloud, is a completely integrated software solution that gives you the functional and technical system power to compete successfully with Amazon and the Power Channel. Our software increases your ability to efficiently manage e-commerce, customer service, procurement, supply chains, inventory, warehousing, delivery logistics, accounting, financial reporting and operational analysis.

In summary, **BMI Software™** was designed with the intent of handling the entire range of operational issues faced every day by distributors. The **BMI Software™** solution is built on Microsoft® technologies. Microsoft® is a recognized worldwide technology leader providing 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, technology and breadth of functionality.

The philosophy behind **BMI Software™** 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 Software™** will quickly help you see and use important, decision-driving information to help you better manage your business. Our feature-rich functionality set and business processes were developed in conjunction with the best practices of leading distributors. Do it faster, do it better, be more competitive and more profitable with **BMI Software™**.

Functional Modules

BMI Software™ is licensed by the number of concurrent users. Primary functional areas include:

- E-Commerce / Mobile E-Commerce
- Sales, Customer Service & Accounts Receivable
- Inventory Management
- Relationship Management
- EDI Transactions
- Purchasing & Accounts Payable
- Warehouse Management (Pick/Pack/Ship)
- Object Designer (Tables, Screens, Reports)
- Financial Accounting, Fixed Assets & Analytics
- Furniture Project Management
- Coffee Rental Management

Compete Successfully with Amazon and the Power Channel

Amazon and the Power Channel is a fact of life in the Office Supply, Business Product, JanSan Supply, Safety Supply and Industrial Supply distribution space. **BMI Software™** gives independent distributors the technological and functional power to compete. From an on-line shopping experience perspective, this means that you can be assured that your customers will easily be able to find the products, order history and customer account information that they are looking for.

The **BMI Software™** e-commerce site also supports the latest wholesaler and manufacturer enhanced content along with suggested accessories and up-sells for all applicable products. Additionally, our home page management tool allows distributors to add their own landing pages and manage the various home page sections with products and brands that they want to feature.

We understand that any business decision must be viewed in terms of ROI. The **BMI Software™** 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 distributor or not, **BMI Software™** 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 Software™ 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 our software solution ensuring a significant return on your investment.

Single Point Of Data Entry

BMI Software™ is a totally integrated solution. Whether the user interface is through the standard **BMI Software™** Windows client, remotely connected via terminal services, connected through a browser client, a mobile device or through an E-Commerce portal, 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. If you like to work with Excel, information you create or alter can be imported from Excel back into our 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
4th Floor, Suite L
New York, NY 10036
888-580-8382
info@bmiusa.com
www.bmiusa.com

What Our Customers Say About Us

“The BMI team was focused and disciplined in their planning, development, and testing. Most people consider their technology provider as a vendor relationship, but with BMI we look at it as more of a partnership. The BMI team truly develops an understanding of your business and wants to help you achieve your goals.”

*John Leighton
Office Basics—President*

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

*Bernie Garvey—President
Garvey’s Office Products*

“We converted to BMI Software in 2008, and we have never had any regrets about having made that decision. I think it is hard for most dealers to imagine, but our conversion was seamless and took place over a weekend. We never experienced problems with order entry, purchasing, distribution or billing and our customers on the following Monday were very impressed with our new e-commerce storefront.”

*Bob Mairena—President
Office Solutions*

“We chose BMI Software back in 2007 as one of the early adopters of a Microsoft based ERP system in the OP industry. Our stocking dealer status coupled with some other unique aspects of our business model compounded the well-known difficulties associated with conversion and early utilization of new software. Those challenges were all met and overcome and our business is in a better place as a result of the decision to implement the BMI Software. We have been able to utilize the software to keep pace with the changes we have made to our business over the years, and we were able to quickly and efficiently handle and integrate acquisitions.”

*Sid Lerman—President
Weeks Lerman*

“We have been a long time customer of BMI, since 2001. We were their first customer in the office products industry, before they even had an OP industry solution. We have been through a few upgrades with them and continue to be pleased with our system and our continuing relationship. There is no business requirement that they can’t handle and the latest version of their software has so much great industry functionality in it. However, what really sets them apart, in our opinion, is the level of service that they provide to us. Their team is experienced and responsive. Several of the people involved in our original implementation are still with BMI and that longevity is very reassuring to us. We would heartily recommend the BMI team and the BMI software to any distribution business seeking to maximize productivity and profits.”

*Vic Diaso—President
World Class Business Products*

Our Client's Favorite Features & Functions

Providing Real Return On Investment

For any investment to make sense, there has to be value and there has to be a return on the investment. It is easy for us to tell you about all the great features and functionality that we have but we thought it would be useful for you to hear about the features and functions that add real value to their businesses, as told to us by our clients.

- “BMI’s “Pick Ticket Engine” has greatly improved our warehouse work flow with a wide range of controls. They offer wave picking, order picking, bulk picking as well as special order handling picking options.”
- “Having our delivery system integrated with hand held devices quickly and easily transmits POD (proof of delivery) information back to the system. End user customers can look at their e-commerce site to see POD signatures which allows us to significantly reduce customer service hours tracking down delivery issues.”
- “BMI’s “Pricing Engine” makes short work out of complicated pricing scenarios. We can generate pricing based on a discount of list price, a markup of cost or a specific price for a specific customer. Additionally we can assign minimum and maximum gross profit levels and specify contract usage priority order when a customer/item combination falls into more than one pricing contract.”
- “BMI’s “Wholesale Sourcing” process allows us to monitor transmissions at the order or line level which can be defined, for example, by a minimum GP%, Min Value or Min Qty thus allowing our purchasing department to focus on the relevant trouble areas instead of looking at all the sales lines. Specific items and categories can also be flagged for review.”
- “BMI’s “E-Com Wrapper” functionality coupled with using an “alternate company” in the back-office software allows our customers to very easily add another line of business with a different e-com site URL, logo and products with minimal involvement from BMI.”
- “BMI’s “Margin Management” function allows us to look at specific customers or contracts and easily update pricing to maintain margins when wholesaler/manufacturer costs change. The larger the client, the more significant the margin gain/loss, in real dollars, will be. Some client's maintain that this one piece of functionality has paid for the entire system.”

Our Client's Favorite Features & Functions (Continued)

- “BMI’s “Price Quote” function lets us put in a list of pricing for a contact, even if they are not a customer yet. You can convert the contact to a customer, and the price quote to an extended price schedule (contract) with a couple of clicks. Getting a price list that eventually becomes a contract is great for the salespeople. It doesn’t clutter up the contracts with pricing that isn’t used, and if the customer wants to place an order with their new pricing, it is very quick and easy to convert.”
- BMI’s E-Commerce site has great functionality that can support any type of customer from small customers with a few users to large institutions with thousands of users and very sophisticated functionality demands.”
- BMI’s “Vendor Unit Cost Analysis” functionality quickly and easily examines our items and ensures that you are always buying your items at the lowest possible cost.”
- “Real-time, integrated financial statements are always available, on-demand, that tell us exactly how our business is doing at any time of the month or year. From cash flow to profit and loss, we are never in the dark about how our business is performing.”
- BMI’s “Customer Service Cockpit” empowers our CSR’s by turning them into a dynamic part of the sales and marketing team instead of them just being order takers. From a single screen, virtually any customer questions and requests can be answered and fulfilled. Anything from “can you supply this product?” to “where is my order?” to “I lost my invoice” can be addressed. The speed at which these questions can be answered portray a well-organized and capable company that customers want to do business with.”
- “Our purchasing department can handle a much larger volume of activity with less resources because the BMI Software turns the entire process into dealing with “exceptions only”. If stock replenishment recommendations are accepted and the wholesalers have a high fulfillment rate, attention can be turned to dealing with special orders and any other exceptions.”
- “The ease of access to information by using the system-wide filtering capabilities makes going through a lot of data, a much less demanding task. We can look at any list (customers, items, vendors, open invoices, etc) and quickly filter for specific values. i.e. All invoices over 90 days old. This is a huge time saver.”
- “BMI Software has very deep integration to Excel. From simple exporting of any list to generating financial statements, the software is designed to work with Excel.”

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 Software™ extend to E-Commerce site including pricing, contracts, shipment preferences, taxing jurisdictions, etc.
- Fastest and most advanced search engines available from SP Richards, Essendant and BMI
- Supports all new enhanced wholesaler and manufacturer content
- Content tool allows distributor to create content for private label / non-wholesaler items
- Home page management tools, with simple user interface, can create landing pages and manage order of home page sections without coding
- Graphical top-level categories
- Search rank tool allows distributor 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 distributor 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 distributor directed)
- Unlimited accessories per item (wholesaler or distributor 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
- Supports promotional items and coupons
- Unlimited order approval levels
- Customer specific reports can be “pushed” out to e-commerce site
- Manage customer “Spend” budgets
- Unlimited individual, departmental and company-wide favorites lists
- Punch-out integration connection available for all third party ERP systems
- Global and customer by customer order minimums
- Integrated with Trodat Stamp order site
- Integrated with HON’s “The Spot” furniture site
- 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)
 - Maintain users and approval levels (once first admin user is added by distributor)
 - On-line returns
 - Proof of delivery (POD)

MODULE DESCRIPTION

KEY FEATURES

<p>SALES & CUSTOMER SERVICE</p>	<ul style="list-style-type: none"> • Advanced order entry and customer service cockpit <ul style="list-style-type: none"> • 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)
<p>INVENTORY MANAGEMENT</p>	<ul style="list-style-type: none"> • 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, customers and competitors) • Location transfers (in multiple warehouse scenarios) • Handles “Stockless” operations where available inventory is offsite and based on master supplier such as SPR, Essendant, 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 and manufacturers • Real-time stock checks from preferred wholesaler/supplier distribution centers
<p>RELATIONSHIP MANAGEMENT</p>	<ul style="list-style-type: none"> • 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 • Automatic metrics and grouping for Total Dollars Spent, Average Order Size & Frequency of Orders.

MODULE DESCRIPTION

KEY FEATURES

EDI TRANSACTIONS

- Maps X12 or EDIFACT EDI elements to BMI Software™ fields
- Work flow processes capture all EDI transactions generated within BMI Software™
- Supports all EDI form types including 856
- Flexible mapping tool
- Handles unlimited trading partners
- Allows changes, such as new fields made within BMI Software™, to be easily reflected in EDI transactions
- Transaction management tool allows easy tracking of all inbound and outbound EDI transactions

PURCHASING & PAYABLES

- Automated requisition system (generates PO's based on demand and replenishment rules)
- Automatic, seamless PO generation to master suppliers and manufacturers based on sales order demand
 - User specified PO transmission times (hourly, daily, etc)
 - User specified sourcing priority
 - 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

WAREHOUSE MANAGEMENT

- Advanced Pick Engine
- Automate and simplify all Pick/Pack/Ship operations
- Dispatch system manages all inbound and outbound transactions
- Supports location transfers with in-transit tracking
- Supports cross docking for wholesaler 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

OBJECT DESIGNER

- 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
- Real-time financial information
- 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

FURNITURE PROJECT MANAGEMENT

- Supports SIF file imports and has internal vendor mapping from the manufacturer to a BMI system vendor code and also allows multiple files to be imported into a single job
- Installation costs and charges can be setup for manual entry, a percent of gross profit or based on an installation quote
 - Charge methodology can be managed globally or on a per-order basis from the order header
- Service costs and fees can be added to a furniture order
- The install quote process can create multiple quotes to different vendors and provide documentation with a material list and options
 - Once a quote is accepted the system has an automated process to turn it into a PO and add the cost to the job
- Purchase Order Creation is automated and can be setup on a per-job basis or in batch with multiple jobs per PO
 - New job lines can be appended to an Existing PO.
- Warehouse and inventory control for contract furniture items can be setup, under separate locations within the BMI software, if separation is necessary from office products or other lines of business
- Furniture invoicing is handled either per -job from the order form or can be created in batch
 - Prepayment function can handle deposits for larger jobs

COFFEE RENTAL MANAGEMENT

- Track coffee makers and manage the entire process from the time they are pulled from your warehouse to the time they are placed in a specific area of your customer’s office
- Serial number tracking
- Variable monthly billing frequency options per machine, per customer
- Rental agreement management
- Suggested maintenance reports
 - Know which machines are due for maintenance
- Rental renewal tracking reports

For More Information About BMI Software Contact

Business Management International
 529 West 42nd Street • 4th Floor, Suite L
 New York, NY 10036
 888-580-8382 X206
 email: info@bmiusa.com • www.bmiusa.com