



How
ERP Can
Solve YOUR
Business
Problems!



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Why NSA?

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Why Is NSA The Best Choice For An ERP Program?

Some companies are impersonal and don't truly care about your business - they'll simply give you a one-size-fits-all technology solution and an 800 number to call. This does not describe NSA. When you work with us, you get a customized solution that meets your needs today and in the future; and a team of people who are committed to your success.

The NSA Team & Experience

Choosing NSA means you choose a proactive team of friendly, trained professionals that care about the vision you have for your company's future. Choosing NSA means your organization benefits from our 30 years of experience in the industry.

The depth of expertise of our staff members is second to none. Our people have years of working knowledge in all areas of the distribution industry, including inventory and warehouse management, accounting and financing, software development, and more. When you work with us, you can feel confident that the solutions you receive are exactly what you need to succeed.

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The NSA Process

Our unique process sets us apart from our competitors. We're going to sit down with you for a strategy session to analyze your business needs, assess your existing technology situation, and demonstrate the benefits of changing your system now and in the future.

The strategy session ensures a customized approach that meets your needs and ensures your success. During this session, we also take time to evaluate and predict any potential risks and roadblocks so that we can proactively avoid them.

When the strategy session is complete, you'll be able to understand how much your new and improved ERP solution will benefit your business.

Ongoing Support and Adoption of the ERP Program

From our initial meeting to the day we "go live" at your business, the NSA touch is present. Our team of professionals are dedicated to your success. We stand by your side through every step of the project and address all of your implementation requirements. We even train your employees on your new solutions so that the transition is easier on you and your team. Unlike other companies who install a solution and then disappear, we're in it for the long haul to support your transition

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as the ERP program is adopted in your organization. We understand that implementation of an ERP program is difficult and time-consuming, but our extensive experience in the industry allows us to complete the task. We're equipped to help you implement the ERP program and will help you enjoy the immediate and long-term benefits of the right ERP program as quickly as possible.

We're highly responsive, and work to understand and respond to your needs as efficiently as possible. Our turnaround time is quick - we know you don't have time to waste.

Reach Your Business Goals with NSA

We focus heavily on your company's future and helping you succeed by using technology in a strategic way. Not only are our solutions top-notch – we're truly passionate about providing you with exceptional services and helping you turn your business goals into a reality.

Let us put our 30 years of experience building relationships and helping clients with innovative technology solutions to work for YOU.

Contact NSA today, and let's work together to make your business a success. Give us a call to get started or learn more about your options today.

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How The Right ERP Program Can Benefit Your Company

As a business owner, you've got a lot on your plate. Sometimes when you're overwhelmed and busy the little details about what's going on at your company can be really difficult to keep track of.

NSA can help by supplying you with the right ERP program that will allow you to more easily manage various aspects of your business, like inventory and order management, accounting, human resources, and more.

What Are the Benefits of the Right ERP Program?

With the right ERP program and the right process, combined with the people at NSA helping you ensure that you become successful, you can utilize your resources more effectively.

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The right ERP program integrates all of your internal and external business information within one single management solution. Your business processes and your information will become more streamlined, which is convenient and saves you time. You can use that time to focus on growing your business instead of trying to keep track of all of the little details.

The right ERP program will also help you with task automation. Instead of you and your employees wasting time doing tasks manually, you can boost your productivity and lower your frustration through automation.

The benefits don't end there. NSA can help you make better business decisions by providing you with the right ERP program that will give you critical insight across all areas of your business. That way, you can budget, plan, and make necessary changes as effectively as possible.

Benefit from our Business Relationship

Not only will your organization directly benefit from using the right ERP program, but when you work with NSA, you'll also develop a professional business relationship with a company whose employees are truly passionate about helping you

reach your goals and making your dreams a reality. We focus on the future of your company, and take a hands-on approach to helping you get from where you are now to where you want to be. We also specialize by industry, so you can feel confident knowing you'll get exactly what you need to succeed.

Here at NSA, we believe in honesty. We keep our promises and we don't give you false, sugarcoated information - instead, we remain upfront with you to help you gain a clear understanding of what changes we make to your infrastructure and how you can benefit from those changes.

We understand that implementing an ERP program can seem daunting. It can certainly be a challenge, but we have 30 years of successfully helping businesses make it happen. We want to help YOU next. Contact us today, and let's get started!

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Save Money and Grow Your Business with ERP

It's no secret that using the right technology can help you grow your business. Where would your company be today if you were still using the technology from 10 years ago, or even 5 years ago?

Chances are, you wouldn't have the tools necessary to expand your business. To grow successfully, you need the right technology, you need to use your technology strategically, and you need the ability to think about how your businesses processes work in the present and what you can do to improve them for the future. NSA can help you accomplish that so you can expand your business as much as you want by

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providing you with the right ERP program.
Reduce Expenses with an ERP Program

Implementing an ERP program from NSA is a great way to save money. On average, ERP software solutions:

Reduce operating costs by up to 13%
Reduce administrative costs by 10%
Improve product shipment rates by up to 13% by keeping better track of where those products are located

A Solution Customized to Your Needs

Don't just settle for any company when it comes to your ERP program provider - choose NSA for the best experience and the best solutions. We take the time to get to know you, develop a good business relationship with you, and evaluate your specific company needs. Then, we take the time to craft a solution for you based on those needs. We like to make it clear to our clients that we aren't JUST about technology – we're about helping our clients succeed. We truly want to make your long-term goals for your business a reality.

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We're proud to call many of our clients our good friends, and we want to build that kind of relationship with you next! Contact us today, and let's work together to bring your business goals to life.

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What Benefits Do ERP Programs Offer Distributors?

We understand that you've got a long to-do list every day when you're running your business. We also realize you need to focus on what's important – keeping your customers happy, making money, and achieving your long-term goals for your business.

The right ERP program can help you focus on those tasks, increase productivity, and improve the way your distribution business runs in general. Additionally, with an ERP program from NSA, you can improve communication between suppliers, distributors, and customers using customer relationship management (CRM).

With NSA on your side, you'll be put on the path to better performance and business success.

Mobility

It is common for people to work outside of the walls of your office building. An ERP program can make it possible for you to work productively from anywhere,

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and any time. With ERP, even when you aren't in the office, you can be alerted to critical issues and make fast business decisions. You can also access your business applications and data so you can work as productively as possible without being chained to your desk.

Warehouse Management / Cutting Costs

Human error is largely unavoidable, regardless of how well trained your employees are. Unfortunately, human errors like item misplacement, forgotten deliveries, and product miscounts can have a negative effect on your business.

However, if you manage your warehouse with an inventory control program, you can avoid many human error issues and create a better business environment while reducing your costs. An inventory control solution as part of an ERP program can significantly reduce the risk of human error by giving your employees access to real-time data, which helps prevent miscounts and other common issues.

Cut Costs and Improve Margins

The right ERP program will allow you to operate and grow your business and will provide you with the necessary information to optimize purchase conditions and improve margins. It can also allow you to cut costs in your supply chain by using technology to significantly reduce labor.

The functionality of ERP also integrates with the GPS devices on your fleet trucks to help you reduce travel expenses, streamline all of your travel-related processes, save money on fuel, and more.

The Bottom Line

Overall, with an ERP program from NSA, you'll get your focus back, cut costs, and be able to run your business effectively.

You can focus on doing what needs to be done to achieve your long-term goals and gain you the competitive advantage you need to succeed.

Stop settling for your outdated system - we'll give you the tools you need so you can make your business more efficient and profitable.

NSA Computer Exchange has been helping distribution companies implement plans and processes to improve since 1984. We provide you with a wide range of services, including top-notch project management and on-site assistance. We also equip you with the latest technology so you can gain more control of your business.

When you work with us, you can feel confident knowing that you're getting the best solution from top-notch industry experts. So, if you're looking for a better way to manage your data, streamline efficiencies, boost productivity, and increase your profits, contact NSA today!

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With Infor Distribution, you get a purpose-built, comprehensive suite of solutions with a micro-vertical focus.

Specialized tools

- Modernize, streamline, and automate operations.
- Gain greater visibility to more proactively manage your business.
- Respond faster to changing market conditions.
- Expand into new markets and acquisitions.
- Expand the value-added services you offer, in order to compete more effectively against online retailers.

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- Empower your employees to work as they live—with social and mobile tools that will help you employ, buy from, and sell to the next generation.

For your industry

Industry-specific capabilities, including value-added services, customer management and marketing, distributor-managed inventory, warehouse management, and multi-channel sales.

- Infor Distribution is a modern solution with a beautiful new user experience, enterprise collaboration framework, and pervasive analytics embedded through process flows.
- Over 30 years of experience supporting the business challenges of distributors in a variety of markets.
- Special focus on the industrial and professional trade segments, including industrial, electrical, building materials, fluid power, and plumbing and HVAC.

- Over 6,000 distributors globally—including 31 of the top 50 industrial distributors—rely on Infor for the technology and tools they need to increase productivity, improve profitability, and foster growth.
- Core competencies in other micro-verticals include industrial and fine paper, JanSan, medical, pet supplies, restaurant supplies, and automotive.

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Infor Distribution Solution Map

Infor SoHo Use Experience

Infor Ming.le™ Social Business

Infor Motion™ Micro-vertical Mobile Apps

Analytics Pervasive, Embedded Business Intelligence

Inventory management & replenishment	Sales Channels	Relationship management	Warehouse management	Financials
Product Information	Sourcing & procurement	Sales Management	Transportation Management	Expense Management
E-Commerce	Value-added services	Inbound & outbound marketing	Service management	Job management

Technology

Local.ly Cloud-based Localizations (Tax Reporting, Accounting, Bank Messages)

Infor ION® Integration, Workflow, Alerts, Business Vault, Business Intelligence

Infor Mongoose Rapid Application Development

Infor Business Cloud™ Hybrid, SaaS, Infor Sky Vault™

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Distribution Capabilities

Industrial	Electrical	Building Materials	Plumbing / HVAC
Integrated supply (VMI/DMI)	Special price agreements (SPAs)	Dimensioned products	Showroom concept
Kitting & assembly	Non-stock products & special buys	Bid & job management	Kitting & assembly
EDI scheduling	Vendor rebates	Vendor rebates	Non-stock products & special buys
Configuration	Integrated supply	Over-the-counter sales	Integrated supply
Value-add or aftermarket services	Over-the-counter sales	Cash & account	Over-the-counter sales
Complex bid quotation	Cash & Account	Lot & serialization	Cash & account
Contract & scheduling	Velocity & commodity pricing capabilities	Tallys	Velocity & commodity pricing
Technical specification	Lot & serialization	Local delivery expertise	Lot and serializations
Telesales	Cutting & cabling	Short-term rental	Bid & job management
Quality management	Bid & job management	Heavy goods/multiple units of measure	Dimensioned products

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“With Infor’s Distribution SX.e, we saved about \$330,000 in just the first six months of use. We’ve seen dramatic improvements throughout our operations—in shipping, where the accuracy of material quantities jumped from 95.3% to 98.58% within the first month;and receiving, where errors dropped by 65%.”

- Tim Watson, CIO,
The Reynolds Company

“I expect problems when using technology, but I value NSA’s ability to alleviate and fix problems, as they have in every opportunity. I consider AAI’s relationship with NSA to be very positive, very open both ways. They are a pleasure to work with. They are responsive, and they are good people. If you don’t call NSA and look at the benefit of using SX.e, you are doing yourself a grave injustice.”

- Joe Fantasia,
Operations Manager
AAI

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“We’ve been a customer for more than 20 years. From the very beginning NSA has understood our needs and requirements. As our business changed and grew the products grew with us. They are a great partner who always have the right tools and technology to meet our ever changing environment.”

- Kirk Coburn, President
Coast Appliance Parts

“Continuing to work with our Infor channel partner, NSA Computer Exchange Corp., was another large factor in our decision to upgrade because they have been a great business partner to Carolina Wholesale over the past ten years. They are extremely responsive to our needs and possess in-depth knowledge about their Infor product offerings.”

- Robert Collins,
Vice President and CFO,
Carolina Wholesale Group

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