

How to Use New Technology to Enhance Your Business Profitability



The evolution of technology creates opportunities for organizations to improve performance, make more money, and achieve their goals. If you don't take advantage of new technology to improve efficiency and productivity, including updated business software, the cloud, and mobility – your competitors will have the upper hand.

Your use of technology is a crucial factor for your business success.



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Benefits of Wireless Logistics for Warehouse Management

Have you noticed your customers and vendors are becoming increasingly more demanding? To meet their requirements, warehouse managers are faced with the challenge of doing more with less – and even the slightest inefficiency in the process can cause operational slowdowns that can cost you your reputation, business partners, and even your customers.

Wireless logistics for warehouse management is an IT solution that enables productivity gains, flexibility, warehouse efficiency, and the ability to meet your needs both today... and in the future.

Increase Orders Processed Daily

With the ability to move around the warehouse with a wireless scanning device connected to your ERP solution, you can increase the number of orders and packages you process daily. In the receiving area, workers can scan and identify incoming shipments, and then inspect, or reroute the shipments accordingly. In the shipping area, workers can scan outgoing packages for accuracy, and send them out the appropriate warehouse dock door, or fulfill any value-added services as prompted on their handheld mobile device. Wireless logistics for the warehouse can facilitate the

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whole range of your warehouse functions, from picking, putting stock away, packaging, labeling and preparing items for shipping, receiving, and cross-docking.

Benefits of Wireless Logistics for Inbound Materials Processing

There are benefits provided by wireless logistics in all areas of the warehouse. Here are the benefits experienced with inbound materials processing:

- **Receiving** – use a mobile device to scan and verify receipt of materials. All other areas of the warehouse can be automatically updated in batches.
- **Cross-docking** – if orders require cross-docking, the mobile devices can provide suggestions for inbound shipments, allocate materials to the orders automatically, and ship directly without having to get routed through the warehouse inventory. Time and effort required for matching inbounds and outbounds to cross-docking is decreased.

- **Inventory** – mobile devices can direct workers to the location for materials to be put away based on predefined parameters and your warehouse layout. Mobility allows for scanning of materials rather than manual typing in for updating inventory records. Inventory records will be more accurate and less time is required to consolidate materials.



Benefits of Wireless Logistics for Outbound Materials Processing

For many distributors, the efficiency of the warehouse is determined by how quickly and accurately it can process outbound orders. Wireless logistics provide a number of benefits and time saving strategies for outbound materials processing, including, but not limited to:

- **Inventory transactions** – mobile applications can show workers where materials are located, as well as handle inventory transactions,

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receiving goods, or any other transaction. Mobility inventory processes increase the accuracy of information, and make it possible for on-demand availability of stock for faster decision making.

- **Inventory and Cycle counting** – scan items with a mobile device to keep track of count and pending items and also allow for entry of items that did not have system records. This will reduce counting effort time and improve accuracy of information.
- **Materials allocation** – outbound orders, inventory transfers, and other material movement can all be tracked and managed with mobile devices on the warehouse floor. This provides time savings and reliability in reporting material allocations.



Wireless Logistics Benefits for Management

Having mobility through wireless logistics doesn't just help within the walls of the warehouse, but it also extends to advantages for supervisor and management roles within the organization. Most importantly, wireless solutions in the warehouse

provide for greater business intelligence and analytical tools that allow managers to generate reports and interactive charts to review the performance of the business. The reports and tools can be viewed from anywhere, anytime, allowing decisions makers access to the information needed to make decisions quickly and efficiently.

Mobile Devices for Future Business Growth in the Warehouse

As information technology continues to advance, mobile devices allow greater integration with all levels of human activity. Enterprises that put smart mobile devices and cloud applications to work today experience improved efficiency in their processes and enable new ways of getting the job done. Wireless logistics technology solutions allow for greater flexibility and are scalable to the changing needs of your organization. Businesses that embrace ERP solutions with mobile devices today will be positioned for greater success tomorrow – rather than trying to play catch-up with the industry leaders who have already made the transition to mobility and cloud-based solutions. ■

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Does Your Customer or Vendor Require Electronic Data Interchange (EDI)?

Electronic Data Interchange (EDI) offers a secure, accurate, and paperless method of data exchange between two business entities. EDI documents must be strictly formatted, things like purchase orders and invoices, so that they may be communicated and translated by computers with almost no human intervention. If you have not yet made the transition to EDI, you absolutely must. Today, trying to order from vendors using EDI will result in additional charges for processing paper invoices, and at some point in the future, you may not have the ability to place orders at all unless you use EDI.

Benefits of EDI

How many hundreds of pages do you and the staff create and sift through every day in your business? There is time lost in the process of creating and taking action for each piece of paper in your business. Improving efficiency with these processes translates into time savings that can help you accomplish more in the same amount of hours.

Without EDI, someone in the organization is manually managing hundreds of pages of paperwork on a daily basis. If you looked at your current process

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ELECTRONIC DATA INTERCHANGE (EDI)

for paperwork, you'll probably see someone creates the document, it gets pushed through to the next stage which may involve another employee or two, followed by the eventual submission, sending, or filing of the documents. At each stage in the process, there is the potential for human



error, and every error causes productivity loss and may cost your organization more money. Not to mention the companies that will charge you more for not using EDI.

If you are that business relying on paper documentation and processing hundreds of pieces of paper daily – an EDI system is going to save you both time and money over the long term.

Reduce Time and Costs

If you're not using EDI, chances are you are producing and transmitting purchase orders and invoices with your printer, fax, and maybe even snail mail! If there are any errors in the information, it has to be recreated and resent, causing increased costs and more time. Using EDI, these

documents can be sent automatically via the computer, with little to no human interaction. Errors can quickly be corrected, and they don't require reprinting or resending of the information.

EDI documents look like a series of numbers and letters and symbols. The formatting for EDI is very compact and it is common to see a single invoice or purchase order compacted into a file size of about 1KB. Why does the file size matter? Companies are charged by data providers for electronic exchanges based on how much bandwidth and data storage they consume. The smaller the file size, the less you pay.

Is an EDI System for You?

Ask yourself how much time and money you spend with your current, manual process involving paperwork. You can calculate an estimate of time and expense for this manual process – and then give us a call to see if migrating to an EDI solution will save you money. The question is not whether or not you should be using EDI, but when you are ready to make the switch. We are ready to help you transition to an EDI system! ■

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How to Use Business Intelligence Data to Beat The Competition

Understanding how and why your business performs the way it does is the information you need to make good business decisions. You can make decisions faster and with better results if you have Business Intelligence data that clearly shows you how well (or not!) your organization is performing; and which areas are experiencing decreased productivity. Every ERP solution produces vast amounts of data, but you can't do anything with that data unless you have a Business Intelligence System.

Business Intelligence Data should help you understand why your business is not reaching performance goals so you can take action to improve any areas that are underperforming. A quality ERP solution with Business Intelligence provides the performance data you need in a meaningful way so you can quickly take steps to overcome your competition.

Competitive Marketplace

The current state of the economy, among other factors, have led to a more competitive marketplace. Companies are always looking to

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improve processes to save time and money, while using tools that allow better decision making. In the last decade, information technology and automation technologies have given forward-thinking businesses the ability to stay one step ahead of their competitors through the ability to store and manage high volumes of information. This information is called “business intelligence”, and helps decision makers predict future events and their impact on the business, optimize their response times, and avoid challenges.

Advantages of Using Business Intelligence

The primary benefits for companies relying on business intelligence for their decision making include:

- **Saving Time** - through automation, businesses are able to save time and costs which increases the overall productivity and revenue of the company.
- **Quicker Access to Information** – not only is it important for business’ to collect and store business data, but they also need

to access it quickly when needed to make decisions. Our ERP solution provides a tool to store and easily retrieve information needed for decision making.

- **Improved Decisions** – armed with the business data, decision makers are able to make better decisions based on facts and trends rather than guessing.



ERP Business Intelligence Analysis

Our ERP solution offers business intelligence data for analysis, giving you a variety of dynamic reports that enable you to better understand your business performance. It pulls information from the system database for the creation of “Power Cubes”. Power cubes allow you to drag-and-drop and point-and-click to various information to create interactive reports that show you exactly what you need to see. The cubes give you insight to changes in sales over time, how your suppliers are performing, and how often you turn over your inventory, among other things.

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Choose from the following features for analyzing data from various:

- **Drill Down** – move from one level of information to the next for fast answers to key data
- **Slice-and-Dice** – look at data from any angle and in any combination
- **Graphical analysis** – create graphical displays to see trends easier



Explore Data in Detail

Our ERP solution provides more than just a summary of business intelligence data. You can explore any piece of data in more detail, with features that make it possible to sort information, filter specific information in or out of view, rank, or analyze via comparisons. Using advanced business intelligence makes it possible for decision makers to identify exceptions and make future projections armed with actual evidence rather than estimates and blind predictions.

Share and Present Data

Create sophisticated visual reports of business intelligence to quickly demonstrate to decision makers areas of trouble in the business and suggestions for overcoming challenges with changes to your processes. You can view multiple “power cubes” at the same time with an executive dashboard. The ability to review multiple reports at once provides the ability to see how information correlates, and improves your decision making ability.

To get the edge on the competition, you need to find ways to reduce costs while increasing revenue, and make intelligent decisions for the growth of your business. When your decision making strategy is based on accurate and relevant data from your business, you will become more successful and reach your business goals faster. ■

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Cloud-Based Enterprise Applications Improve Collaboration and Productivity

A cloud-based enterprise application not only assists with the daily operations of your company, but it can help improve collaboration and productivity within your organization. When you store your data in “the cloud”, you make it possible for authorized individuals to access information and business applications from any location, and any time. Collaboration among employees improves, and as a result, your overall productivity will increase, as well.

Simplify Deployment of New Technologies

Most businesses have heard about the cloud and how it can help you contain costs and relieve stress for the IT department. These are great benefits, but deploying enterprise applications in the cloud also provides a faster and more efficient road to business growth. The cloud makes it possible to open new locations with ease, bring on new customers and partners, and try new processes and initiatives with lower risks and expenses than a non-cloud environment.

If business growth is your goal, the cloud is essential. As you focus on growing the business, cloud vendors handle the tasks of meeting

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IMPROVE COLLABORATION AND PRODUCTIVITY

complex compliance requirements and maintaining the technology that allows you to do your job. The IT department can assist users instead of maintaining software and applications; downtime is eliminated, and the management team can focus on business expansion and growth initiatives.



Improve Collaboration and Productivity

With the cloud, you can create a centralized space for sharing documents and information. This improves collaboration among employees and vendors, and makes it possible to access information from any location and from any device. Productivity will increase as information sharing becomes easier and more streamlined.

Communications can be saved and retrieved, giving key employees access to the information they need to complete their tasks efficiently.

Experience Speed and Agility

When enterprise applications are moved to the cloud, they deliver faster speed and agility – things that are necessary for business growth. The cloud provides more functionality, improved access and infrastructure redundancy and security. Your end users have a better user-experience, allowing their productivity to increase and become more satisfied with their job. ERP solutions in the cloud can incorporate industry-specific best practices and minimize the need for customization processes that delay implementation or make it difficult to upgrade.

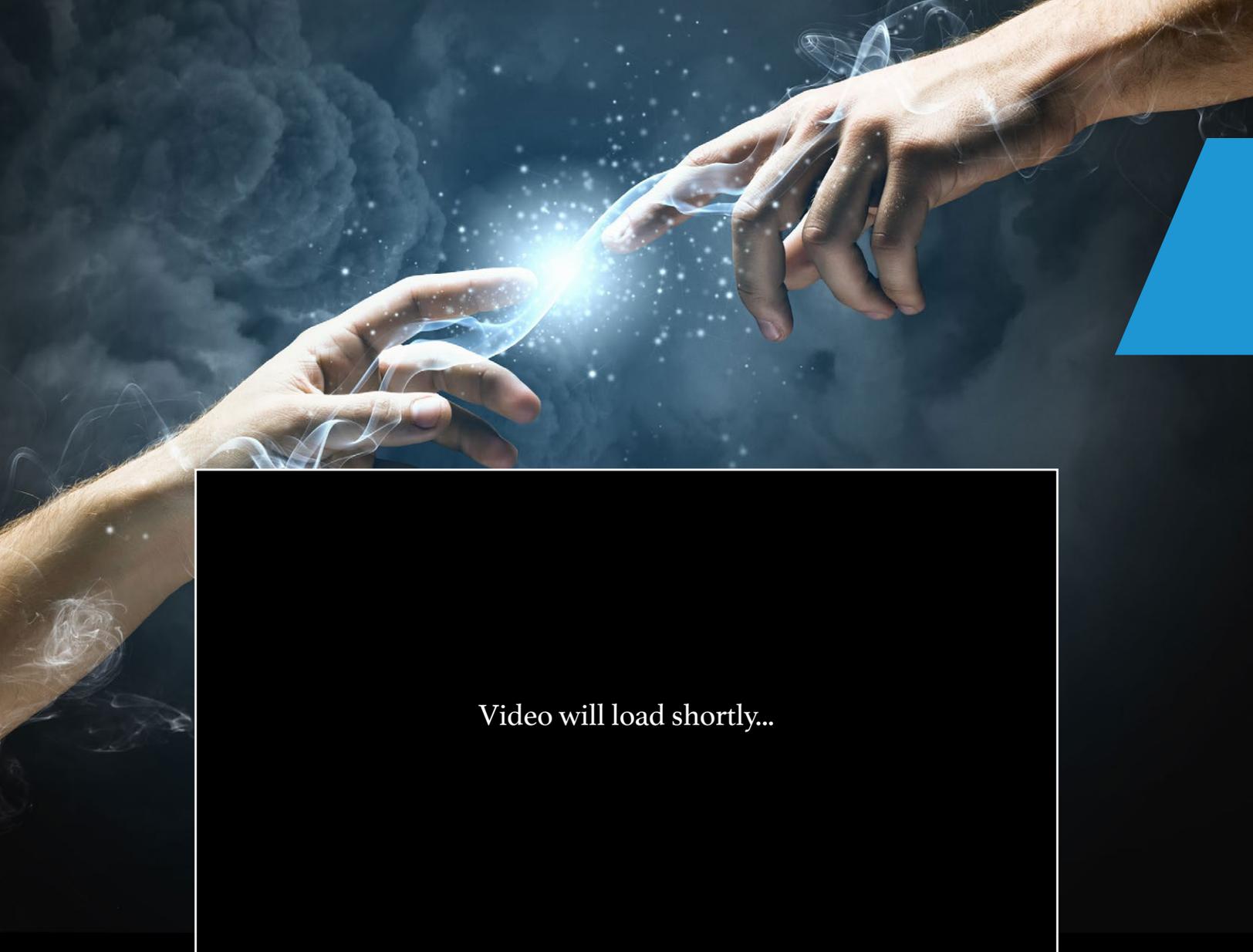
Cloud-based enterprise applications can be updated without lengthy system installs and delays to your daily processes. Thanks to the scalability and flexibility of a cloud solution, your cloud-based ERP can meet the current needs of your organization and also meet your future needs as your business grows and expands. ■

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**Let NSA show you how to use today's
technology to make more money.**

Contact us today to see how we can help you get started.

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“The NSA Touch”

“The NSA Touch” is our personal commitment and total immersion into your project.

We have working knowledge in inventory and warehouse management, accounting and financing, software development, eCommerce, business intelligence, networking, communications, and sales and project management.

As a business owner, you’ve already got a lot on your plate. Sometimes the day-to-day tasks force you to put your long-term business goals on the back burner. With “The NSA Touch”, you can get an updated ERP solution you need to run your business as efficiently as possible – and make more money.

We have over 30 years of experience bringing “The NSA Touch” to businesses like yours, and we want to help YOU next! ■

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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

“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,
CWG

Case Studies

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THE HUMAN SIDE OF ERP

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