



Ideal Customers

1. Distributors

- All consultants are experienced and knowledgeable with distribution functions.
- Specific consultants experienced in Scanco warehouse functions, including Multi-Bin.
- Minimum of 5 – 10 users and prefer 20 +. Currently service large distributors with 50 – 75 users.

2. Manufacturers

- We have 5 certified consultants in PM and OM.
- 2 of the certified consultants have 25 – 30 years of experience with JobOps (now OM).
- Make to Order and Custom manufacturers are our expertise.
- We work with all modules, including scheduling, configurator, and field service.
- We currently service large manufacturers with 50 + users.

3. Process and Batch Manufacturers

- Expertise with BatchMaster and Formulator packages for process and batch.

4. Financial Modules

- 3 – 4 of our consultants are also CPA's.
- We have installed many Avalara systems.
- We have many (25 – 30) payroll installations.
- Experience with SI, SEI, and SD&A report systems.
- Although we have customers with only 1 – 2 users, we prefer larger user bases.

5. Complimentary Modules and ISV's

- We have current referenceable customers for:
 - Fixed Assets
 - HRMS
 - CRM
 - EDI (MAPADOC and True Commerce)
 - Doc-Link
 - Alerts & Workflow
 - Scanco products – warehouse, multi-bin
 - And others