Enterprise Resource Planning

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The Future of Enterprise Resource Planning

The food industry unique in many ways, inventory management and tracking is critical to comply with food safety regulations, and all business processes must be performed under tight time constraints. Lot and Date Tracking, Broken Case Unit Conversions, Catch Weight Pricing, Truck Routing, Flexible Contract Pricing, and Rebates / Promotions / Billbacks, are just some of the requirements that make the food industry unique. S2K Enterprise for Food was specifically designed to meet the requirement of the food industry and to help businesses in this fast-paced environment compete by automating and integrating business processes across the entire organization. From Manufacturing to Distribution, to Retail point-of-sale, this powerful industry specific solution will help companies comply with food safety regulations and manage enterprise resources more efficiently and effectively.

S2K Enterprise Applications

Financials	Distribution	Manufacturing	Retail/Services
Accounts Receivable	Customer Orders	Manufacturing Work Orders	Retail POS
Accounts Payable	Inventory Management	Material Requirements Planning	
General Ledger	Warehouse Management	Capacity Requirements Planning	
Rebates / Allowances	Purchasing	Shop Floor Control	
	Sales Analysis / Forecasting	Product Quality	
	Customer Relationship Management	Finite Scheduling	

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Top Business Benefits

- Enhance Productivity with Desktop Integration
- Monitor Business Goals with Key Performance Indicators
- Accurate On-Time Delivery of Products
- Improve Inventory Management and Purchasing
- Anytime / Anywhere / Any Device Access
- Automate the Distribution of Key Reports
- Be Proactive with Real-Time Work Flow Alerts
- Improve Customer Service and Open New Markets
- Make Better Business Decisions
- Increase Sales
- Improve Credit and Collections
- Streamline Manufacturing Operations

ERP

Accounting
Order Processing
Inventory
Purchasing
Sales/Forecasting
Manufacturing
Retail
Rebates / Allowances

Analytics

Advanced Reporting
Dashboards
Performance Monitoring
Predictive Analysis

CRM

Sales Force Automation
Marketing
Lead Management
Customer Engagement

Mobile

Order Processing
Proof of Delivery
Route Sales
Warehouse Management

E-Commerce

Web Store Front
Customer Self Service
Vendor Portal
E-Catalog

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Collaboration

At VAI, we see the internet as the future of Enterprise Computing. By delivering software through a browser with a flexible web interface, we can now provide the user with a single sign on of all web applications which will simplify the user experience, increase productivity, and minimize training costs. In addition, web-based software provides mobile access enabling every user in the organization immediate anytime, anywhere computing. As a leader in Enterprise Software for the mid-market, VAI's focus has always been to develop robust solutions that solve real-world business issues and drive bottom-line results. With the introduction of S2K Smart Center, our customers can now compete at a very high level, and by leveraging the flexibility and mobility that the web provides, they have unlimited growth potential.

S2K Smart Center

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Responsive Design
Conform to Every Device

Smart Center was built on standards-based technologies such as HTML5 and AJAX. Without any special translations, conversions or re-programming, a web app can run on any platform with a modern, standards-compliant web browser. What's even better is that the portal screens have a Responsive Design that will automatically resize to the specific device, whether that be a desktop, a laptop, a tablet, or any mobile device.

Cloud-Based
Anytime, Anywhere Access

One of the benefits of this browser interface is that it allows VAI to deploy a true Cloud-based solution. Organizations are increasingly adopting cloud offerings for critical business operations. As more consumers and businesses adopt tools such as smart phones and tablets, the ability to host data in the cloud and access it from just about anywhere on the planet is quickly becoming vital. S2K Smart Center gives customers multiple options for their infrastructure including on-premise servers, or cloud deployment.

Collaborative
Increase Your Productivity

Business process automation was a key component behind S2K Smart Center. It all starts with a company wide notification system that allows every user to monitor daily tasks and business alerts. From any application, a user can create a task and assign that task to any employee. From the S2K Smart Center home screen the user will see all the daily tasks that have been assigned to them. In addition, workflow alerts can be viewed from the home screen to notify the user of business issues that require immediate attention.

Configurable
Complete Role Based Usability

With S2K Smart Center you can create a personalized environment that contains any of the applications that you wish to access. In addition, the user can configure their homepage with a wide variety of application specific portlets that best suit the user's role. Portlets come in many different forms and provide access to information from all S2K Enterprise applications. By having immediate access to important information without ever having to leave your homepage, users can be more productive and react to business issues faster.

Financial
Management

Accounts Receivable

Effective management of invoicing, credit terms, cash receipts and other accounts receivable tasks accelerates your cash flow and keeps your company financially strong. VAI automates invoicing and collections processes to give you fast, efficient accounts receivable management. This automation can accelerate the cash cycle improve your business performance and customer satisfaction.

Staying in constant contact with your customers allows you to better manage your accounts receivables, control credit and detect any potential issues. With the S2K Accounts Receivable Manager Screen, credit managers get a complete picture of customer aging, held orders and all collection activities. From one comprehensive screen, users can drill down to detailed invoice and payment information, extended notes, customer statistics, scorecards and dashboards. With our automated workflow, users are instantly notified of collection and transaction issues as they happen.

Accounts Payable

S2K Enterprise Accounts Payable software allows you to maintain and control every aspect of the management of your expenditures. It turns the tedious and time-consuming management expenditure process into a manageable piece of your corporate puzzle.

Count on Accounts Payable software to:

- Maintain complete vendor information including unlimited contacts, e-mail addresses, remittance address, purchase order addresses, and detailed notes.
- Define General Ledger accounts and pre-set distribution percentages per vendor for automatic allocations.
- Provide powerful inquiries that offer instant access to information including vendor invoices, debit memos, credit memos and payments.
- Enable you to view or print detailed purchase journals as well as open accruals on demand.
- Automate payment processing with check printing, one-up check printing, letters of credit, wire transfers, and ACH processing.
- Set automatic tolerance levels to flag buyers, through work flow alerts and conditional e-mails, if invoice discrepancies exist.
- Include flexible payment processing options such as automatic and manual payment selections, hand written check processing, letters of credit, and wire transfers.
- Provide bank reconciliation with the ability to clear checks and print reports that show cleared or outstanding checks.
- Interface S2K Accounts Payable with the paperless accounts payable solution from MetaViewer, which lets you automate your approval workflow.

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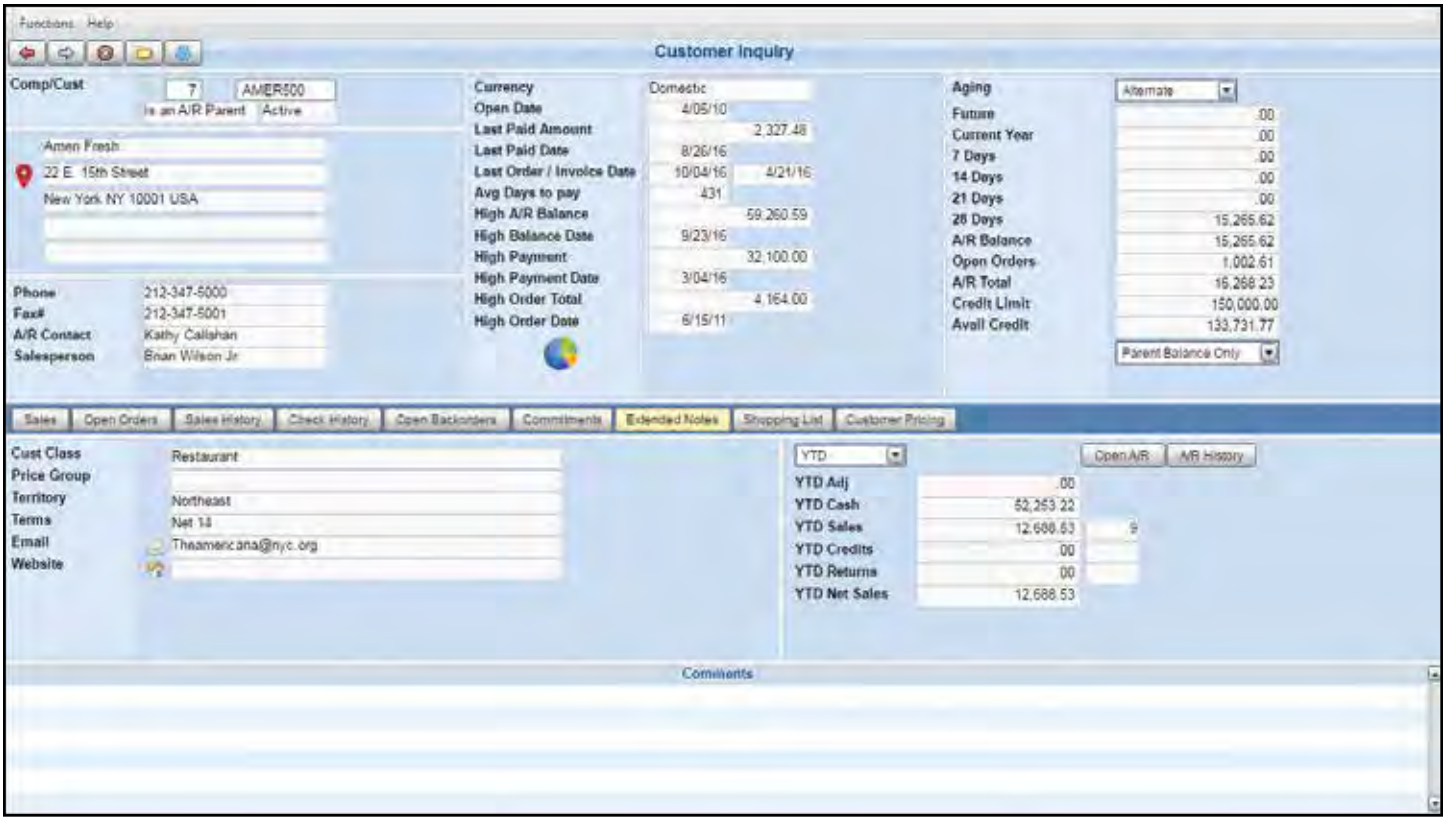


Customer Inquiry

General Ledger

The general ledger is an important tool for keeping your accounts organized and providing proof of your expenditures. It can be used to correct errors in accounts, observe company activity, and can help you make wise financial decisions to better guarantee your company's future. S2K General Ledger is the center of our accounting system software. It provides powerful divisional and departmental accounting functions, maintains your journal, logs recurring entries, generates audit trails, and allows you to create custom financial statements. S2K General Ledger allows you to define the structure of your accounts and sub-accounts, and combines data from multiple entities and different currencies for consolidated reporting and analysis.

S2K General Ledger also provides a bank reconciliation option that allows you to reconcile bank statements and general ledger accounts. You can track an unlimited number of bank accounts, void checks before they are sent or after they are posted, and review total debits posted to General Ledger for each period.

"We've gone from a company of finger pointing to a company of finding answers, and being able to be proactive to what's happening around us. There are all types of benefits of using S2K, such as being a whole team that's working together, opposed to separate entities and different departments."

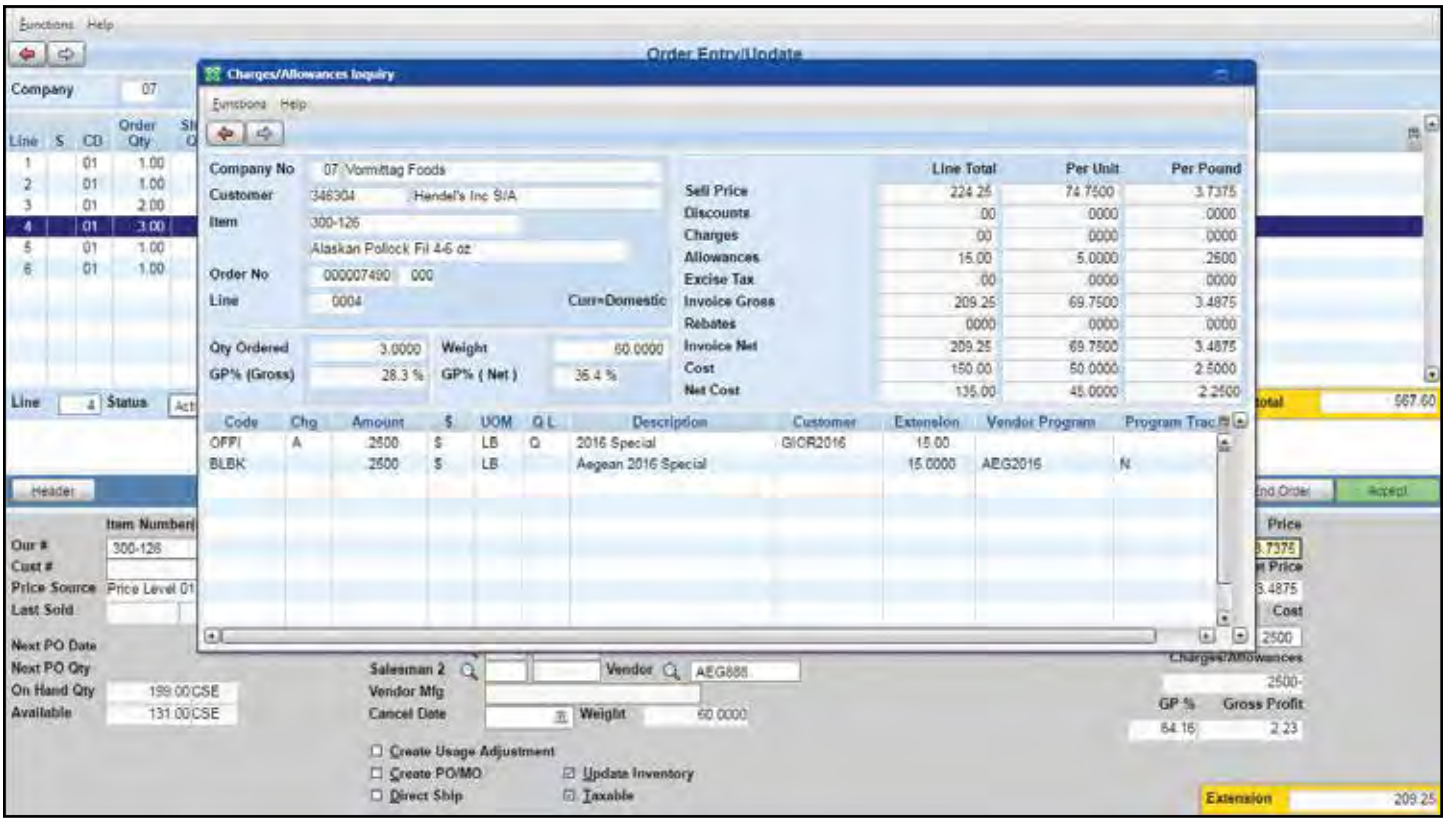
- Tanya Graves, Project Manager, Black River Produce

S2K Rebates / Promotions

The S2K Customer and Vendor Rebate and Allowances tracking application maintains a real-time database to ensure the timely tracking of both customer and vendor rebates and allowances based upon sales or purchase history.

The S2K Rebate and Allowances Tracking application offers the following features:

- General Ledger entries for accrued customer and vendor rebates
- Establish a single rebate program that covers multiple customers
- Entry programs to claim customer rebates, reducing the current accrual and creating an accounts receivable credit memo
- Entry programs to claim vendor rebates, reducing the current accrual and creating a credit memo to Accounts Payable or an invoice to open Accounts Receivable (bill back)
- Supports "Off-Invoice" allowances by dollar amount or percentages that do not accrue and come directly off the customer or vendor invoice



Rebates and Allowances Tracking

Candy, Cigarette, Tobacco, and Alcohol

Candy, cigarette, tobacco, and alcohol distribution has unique software needs. Both the federal and state governments levy excise taxes on goods such as alcohol and tobacco products. Even though federal excise taxes are geographically uniform, state excise taxes vary considerably. S2K Enterprise for Food provides tracking by carton, pack, and stick; tax payment and reporting to multiple state, county, and city tax jurisdictions; tax stamp tracking; off-invoice carton discounts; and broken carton and pack returns. These advanced features take the complexity and expense out of controlled substance and sales reporting.

Distribution
Management

Inventory Management

S2K Inventory Management System is a fully integrated inventory control system designed to maximize your ROI and effectively and efficiently handle all your inventory related processes. With S2K's Inventory Management System applications, you have complete inventory control. You can track order commitments and shipments, inventory adjustments purchase orders and receipts, open work orders and WIP, and build kits. You can create and manage warehouse transfers and inter-company transactions, track lots and shelf life dates, track serial numbered items and much more. Comprehensive item inquiries provide a complete stock status of every item with drill down to transaction details, which can help you improve customer service.

Real-Time Inventory Information

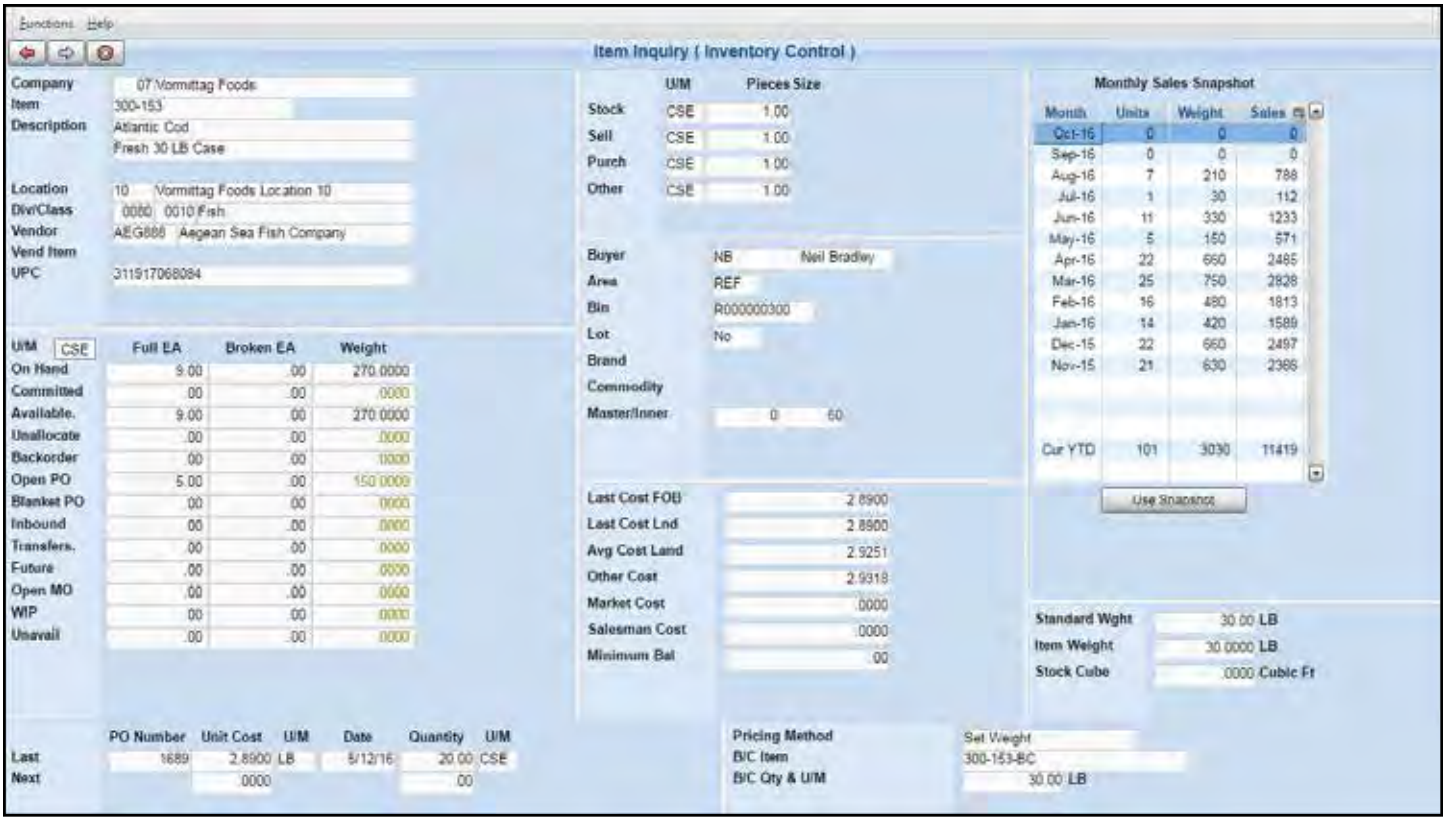
In addition to a myriad of standard fields, S2K Inventory Management allows for an unlimited number of user defined fields that can be attached to the item master or the item balance file. Dynamic SQL searching makes it easy to find items by a wide number of data fields including part number, description, UPC, EAN, manufactures part number, vendor, product divisions and classes, and much more. Users can also link substitute and complementary items to improve fill rates and encourage up-selling. Multiple units of measure can be established with conversion factors for each item. Multiple UPCs (GTIN) make it easy to track the bar codes of each unit of measure in the warehouse. Serial number and lot control features provide complete tracking and historical data of every transaction.

Highlight Cost Effective Choices to Buyers

S2K Inventory Management utilizes the latest inventory reordering formulas to calculate reorder points based on historical or forecasted usage, vendor lead times, seasonal trends and demand. Buyers will have access to EOQ calculations that can point out the most cost-effective choices. Items can be grouped into buy-lines for purchase analysis by product group to take advantage of special pricing and discounts. Global inquiries provide quick views of current availability, dead stock items, inventory value, turns and suggested reorder quantities. Warehouses and individual items can be flagged for centralized or decentralized purchasing and replenishment.

Import Tracking

S2K Inventory Management encompasses import cargo tracking that allows you to track VAI's product movement and calculate a true landed cost for each imported item. With complete integration to S2K Purchasing application, users can track containers, and the carrier, and view the estimated time of departure and arrival of every shipment. Users can assign unlimited number of cost factors to each shipment or item, and allocate each cost by unit, weight, cubic measure, or cost.



Item Inquiry

Customer Orders

Effective order processing is the first step in providing outstanding customer service. Immediate access to inventory, purchasing, manufacturing, and customer data is critical. S2K's powerful order entry application was designed to allow rapid entry of customer orders, all while providing full access to enterprise data to answer your customers most difficult questions. With this dynamic application users can check stock across multiple locations, check the price history on any item, copy orders or items from history, review lots and shelf life dates, process serial numbered items, kits, and much more. Advanced options allow users to process direct shipment, and special orders at the line item level. For rapid entry, users can place orders from a customer shopping list or from a predetermined order guide. Upsell options allow users to view current promotions, price breaks, and complementary items on-the-fly.

With our integration to S2K Manufacturing, users can review the component stock status of finished goods, check on open production and relay Available to Promise (ATP) dates to the customer, and they can use the built in configurator to choose features and options to build the Bill of Material (BOM) on-the-fly.

From one comprehensive application, users can process orders, quotes, returns, standing orders, and future orders. S2K Order Entry is also integrated with S2K CRM / Sales Force. From order entry sales reps can create follow up tasks on any transaction, access CRM notes, link quotes to opportunities, and track the effectiveness of marketing campaigns. With S2K Order Entry you will not only improve your customer service, but you will exceed your customers' expectations.

Customer Relationship Management

S2K Customer Relationship Management (CRM) software improves your bottom-line by strengthening customer loyalty. This CRM suite of applications is a cost-effective way to identify, acquire, develop, and retain your most profitable customers. With one central database, our customer relationship management software allows you to use your existing technology while providing an enterprise-wide view of all interactions with customers and prospects. This customer relationship management software has an integrated contact management feature that provides real time access to all customer and product information, and marketing automation tools that generate effective, consistent and timely campaigns.

Contact Management

S2K CRM facilitates complete order processing and customer / prospect tracking. One comprehensive sales team dashboard allows you to:

- Generate quotes, enter orders, and track specific opportunities
- Review current order status
- Check item pricing and availability
- View customer account information and history
- Create to-do lists to flag follow-up activity

S2K CRM software gives you unlimited user defined fields, at the customer, contact, and opportunity level to provide you with a flexible database for searching and analysis plus detailed notes to help track all communications within each account. S2K CRM software gives everyone in your organization access to the same, up-to-date information, allowing them to react quickly to customer demands and provide the highest level of customer service.

Marketing Automation

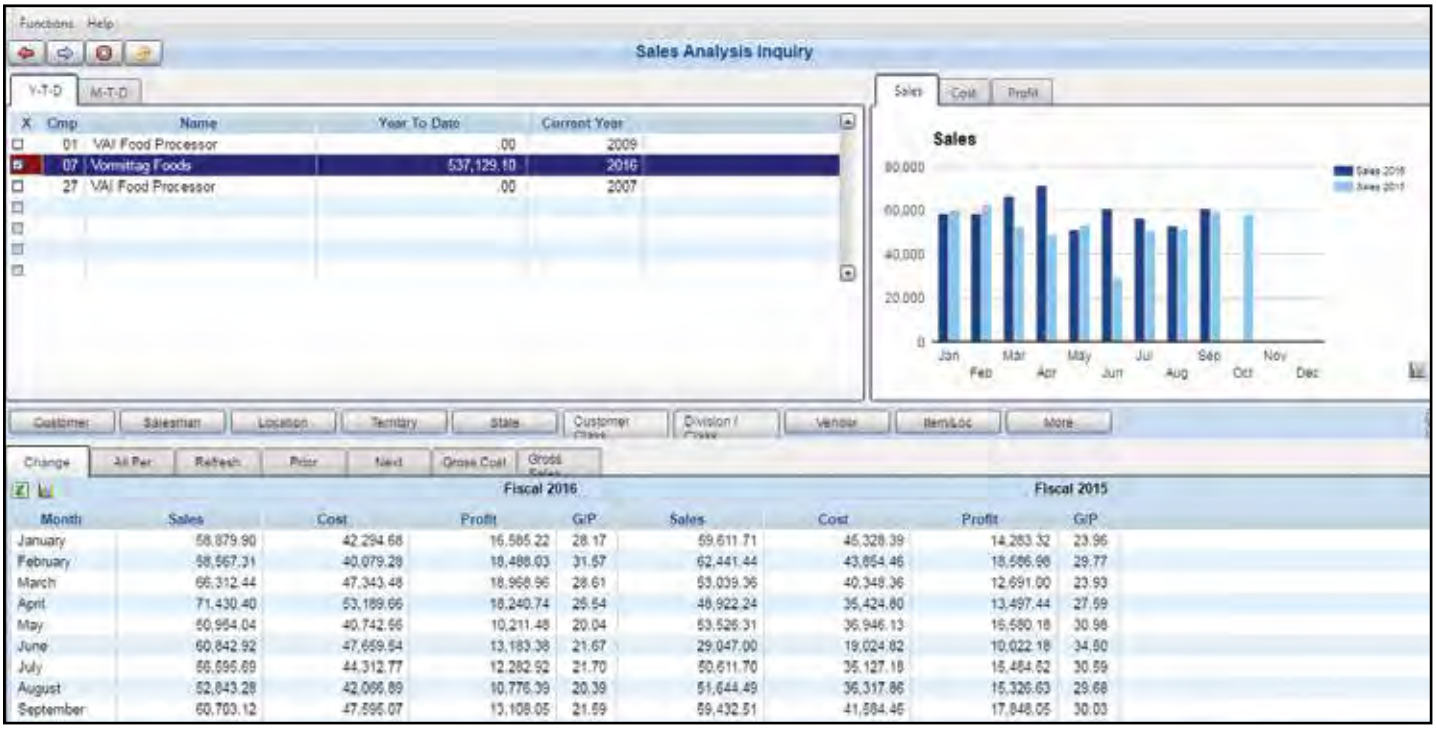
Take advantage of your contact database with automated marketing campaigns that allow you to email, fax or mail sales or promotional related material directly from the sales team dashboard. S2K CRM software contains advanced sorting criteria options that enable you to select a specific target audience for your campaign. By using the group e-mail feature, you can send promotional sales information, item coupons, new product information, updated price lists and collateral instantly to selected contacts. Export options allow you to import lists into online marketing tools for advanced campaign tracking and analysis. All campaign broadcast information will be noted in the contact management notes file for easy review and follow up. This powerful tool allows you to increase the relevance and timing of your marketing messages, develop long-lasting customer relationships, and provide a valuable "dialog" for additional customer contact.

Sales Force Automation

S2K CRM data is the foundation for our S2K Sales Force application. Today, immediate access to CRM and enterprise data is essential to your sales team in order to be productive. S2K Sales Force is a comprehensive online sales tool optimized for the supply chain professional. It provides browser-based access to CRM and Enterprise data to allow your sales team to leverage mobile devices and make the most of every sales call, whether they are in the office or out in the field.

Sales Analysis / Forecasting

Capturing accurate sales data from your billing system allows you to review profitability and can help you improve business operations. S2K Sales Analysis application measures sales volumes, costs and quantity usage, highlighting seasonal or recurring trends in your business. With this information, you can quickly identify profitable or unprofitable customers, vendors, and items, leading to improved vendor and customer relations based on volume, costs, and profitability. Retrieval of individual salesperson sales activity enables you to view which customers they are selling to, the items or class of items they are selling most, and the gross profit percent of the items being sold. For tighter credit control, sales forecasting software provides detailed analysis of credits and returns to help you target problem areas. With extensive history storage options, S2K Sales Analysis allows you to drill down from summary data to view specific invoices and the details of each invoice for review and analysis. All sales data can be presented in detail or summary form, on screen or via printed reports.



Sales Analysis

Turn Data into Forecasts

Sales forecasting is a crucial part of the financial planning of a business. It's a self-assessment tool that uses past sales data to intelligently predict future performance. S2K Sales Forecasting is designed to help you assess the likely demand levels so that you can properly manage your inventory and have adequate resources in place. S2K Forecasting uses advanced algorithms such as expediential smoothing, linear regression, holt-winters, and others that measure data points in a series. These data points populate graphs so that you have a visual representation of the data. For each method, the system will then generate a forecast for each product. Each method is analyzed and the system will automatically recommend the best forecasting algorithm with the highest accuracy. Users can then review the system generated forecast and manually adjust future predictions based on outside forces and sales opportunities. The final adjusted forecast for each item is utilized in S2K Manufacturing for MRP, and S2K Purchasing for enhanced suggested purchasing. S2K performance monitoring tools provide instant analysis on the effectiveness of forecasts against actual sales.

Purchasing

Automated purchasing systems are a key tool in helping businesses reduce inventory and increase sales. They are imperative in helping maintain customer service levels and retaining your customers. Companies that utilize automated forecasting and purchasing tools will also have a strategic advantage in lower costs and increased profits.

The goal with any automated buying solution is to generate purchase order quantities that support the company's strategic goals for profits and customer service, while doing so in the most efficient and economic fashion. S2K's Suggested Purchasing application can optimally push order quantities up to get prepaid freight, or to hit vendor minimums, or to cube out a full container, if desired - all while honoring pack sizes. Additionally, it can consider multiple warehouses in the distribution network and check for overstocked items and facilitate stock transfers before buyers place orders to the vendor. By calculating the costs and upcoming demand for each of your items, S2K Suggested Purchasing can tell you if a vendor incentive makes economic sense, and if so, how much more of each item to buy.

Proper Forecasting

By leveraging historical sales data, systems can forecast demand and predict long-range trends, as well as seasonality for each item. VAI's forecasting system captures seasonality and trends, and calculates how volatile the sales are for each item. No matter how good the forecasting system is, there are always going to be items with volatile and unpredictable swings in sales beyond seasonality and trends. By incorporating sales volatility per item into the safety stock calculations, companies will be covered for sales spikes that occur above the forecasted demand.

S2K Suggested Purchasing evaluates all demand and supply requirements to create time-phased replenishment plans for each product at each location.

Evaluations done by forecasting include:

- Lead-time length and variability
- Desired customer service-level requirements
- Order cycle economics
- Item level safety-stock and targets
- Order generation rules and preferences

Take the guesswork out of purchasing

The typical distributor stocks thousands of items at each warehouse. Buyers and planners do not have time to manage each item individually; they need to focus on selected items that require action. S2K's Suggested Purchasing application performs the complex calculations for each item at each location, and then flags those items with specific conditions that are beyond user defined tolerances. Most importantly, the company's capabilities to handle important clients are greatly improved because the investment in inventory versus customer service tradeoff is now visible and controllable.

Import Efficiency

Many distributors have made the strategic decision to gain cost efficiencies by importing products from other parts of the globe. Although this can certainly lower unit costs, it creates complexities in other areas such as significantly increased and variable lead times. This poses a new challenge to buyers and planners, who must now place orders for products that will not arrive for months. Automated purchasing systems can factor in the lead time for each item, at each location, in its calculations of optimized order quantities. They also factor in the variability of the vendor lead time into its safety stock calculations to provide insurance against late deliveries.

Item Demand Analysis

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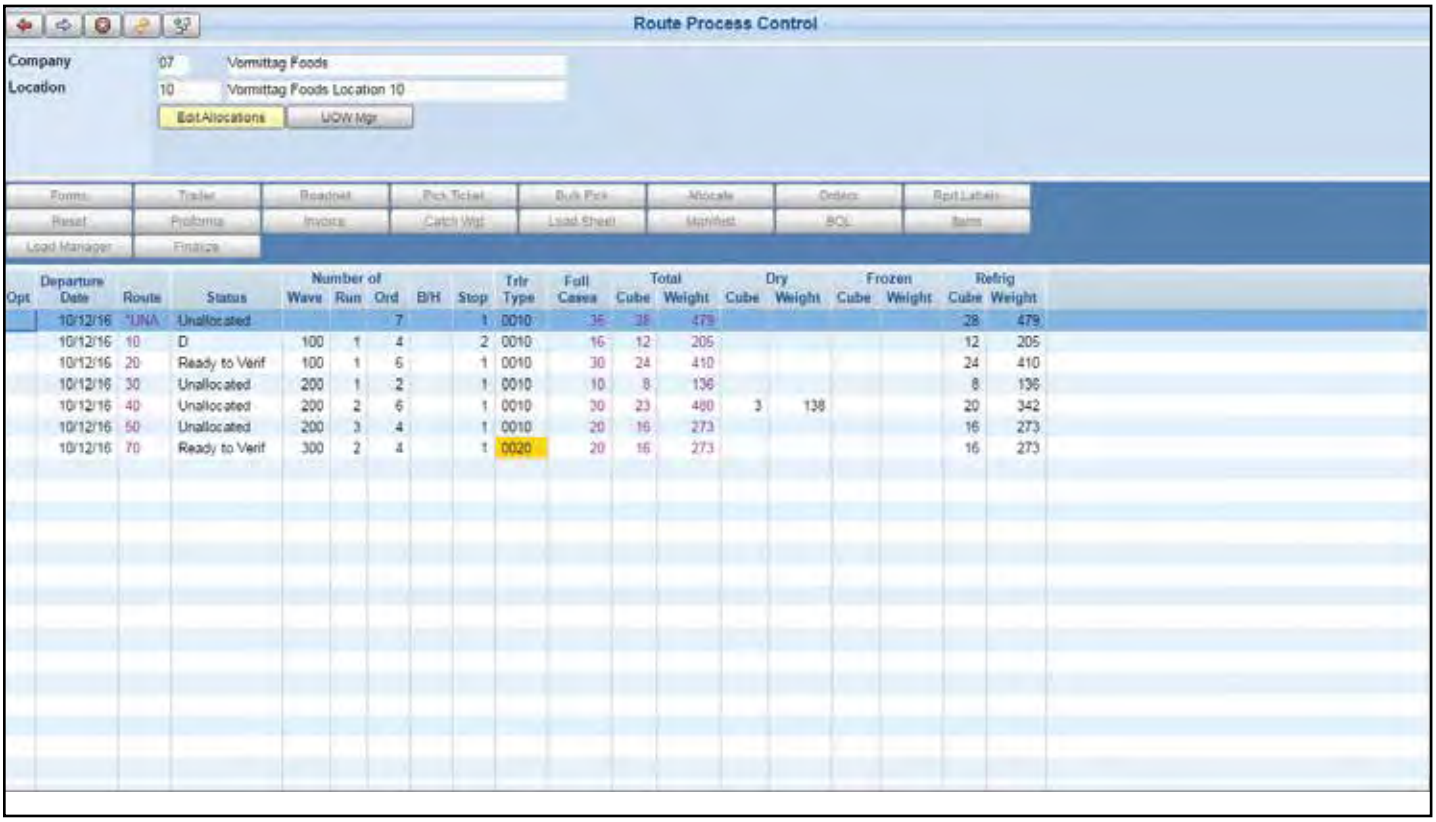
S2K Route Management

For companies with their own truck fleet, getting vehicles loaded and on their way can be a very complicated task. Managing routes and stops, inventory allocations, vehicle capacity limits, stacking restrictions, and more must be performed under tight time constraints. S2K Route Manager application helps managers organize routes and ensures that warehouse pickers have the right information, minimizing breakage and maximizing efficiency. As orders are released to the warehouse they are cued up in the route manager screen. The route manager screen displays the quantity, weight and cube for each route with subtotals for dry, refrigerated, and frozen goods. From this screen the user can change the trailer for more capacity, manage stops, allocate inventory, view shorts, allow item substitutions and much more. S2K Route Manager also provides a standard interface to Roadnet® for automated truck routing. Once orders are allocated and routed, S2K creates units-of-work (UOW) in reverse stop order to assist pickers in loading each truck. Each UOW is based on pallet TI-HI, max cube, max weight, crush factors, and number of orders per pallet, Powerful inquiry screens allow managers to view the status of each route and the picking progress in real time. Once picked, each UOW can be verified and loaded on the truck. Backload Sheets, Trip Sheets, Bills of Lading, and Invoices can be generated if required.



Opt	Departure Date	Route	Status	Number of Wave	Run	Ord	B/H	Stop	Trlr Type	Full Cases	Total Cube	Total Weight	Dry Cube	Dry Weight	Frozen Cube	Frozen Weight	Refrig Cube	Refrig Weight
	10/12/16	*UNA	Unallocated			7		1	0010	35	28	479					28	479
	10/12/16	10	D	100	1	4		2	0010	16	12	205					12	205
	10/12/16	20	Ready to Verif	100	1	6		1	0010	30	24	410					24	410
	10/12/16	30	Unallocated	200	1	2		1	0010	10	8	136					8	136
	10/12/16	40	Unallocated	200	2	6		1	0010	30	23	480	3	138			20	342
	10/12/16	50	Unallocated	200	3	4		1	0010	20	16	273					16	273
	10/12/16	70	Ready to Verif	300	2	4		1	0020	20	16	273					16	273

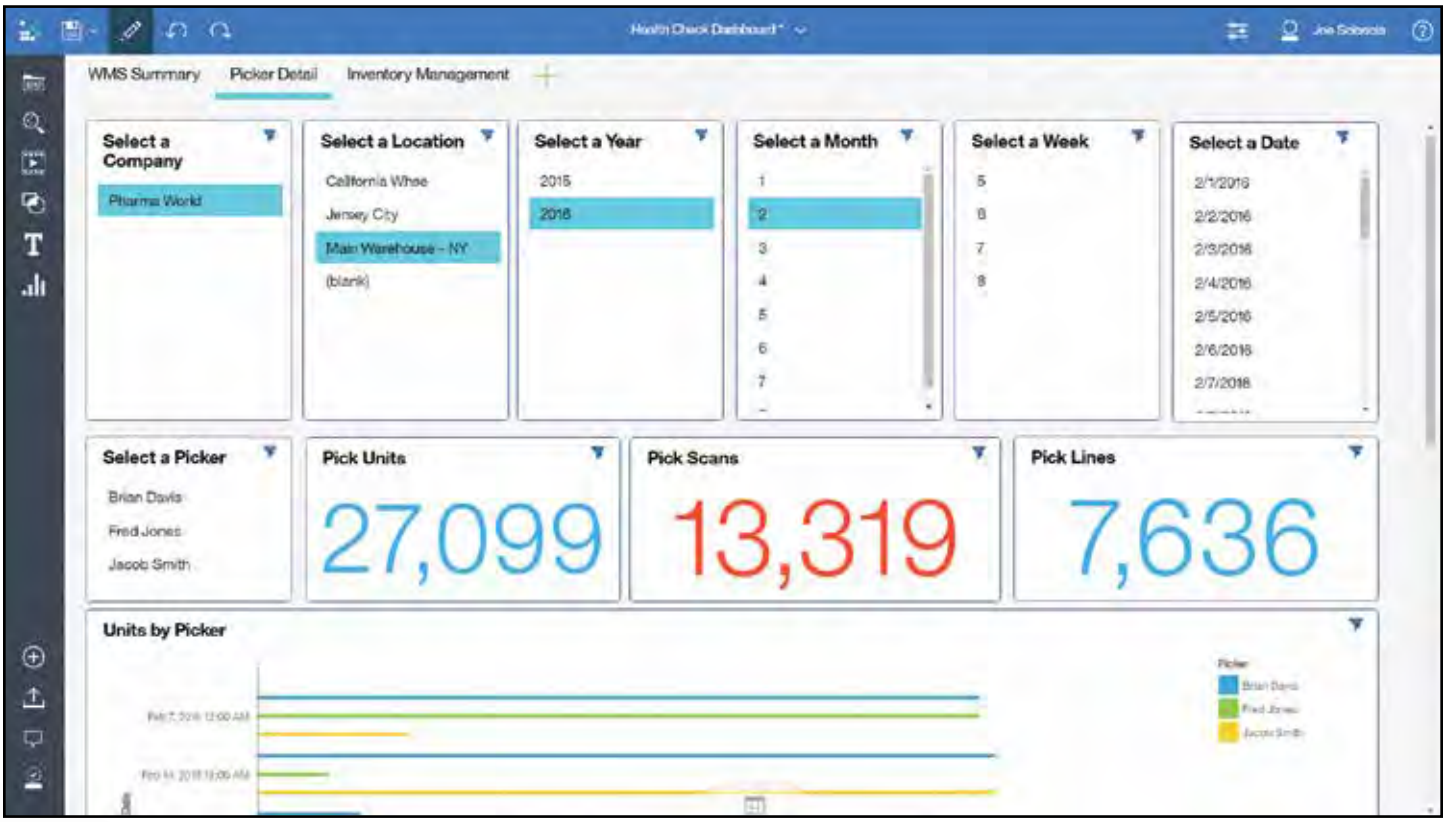
Route Management

"The S2K truck mapping is a really good program. It used to take us 20 minutes to a half hour to route a truck, now I can do it in 10 minutes."

- Steven Deuso, Warehouse Manager, Hillcrest Foods Inc.

Warehouse
Management

Today, more than ever, warehouse management systems are critical to effectively manage your supply chain and achieve peak performance. By implementing the latest technologies in your warehouse, you can significantly improve warehouse operations, employee productivity, and customer satisfaction. S2K Warehouse Management Software (WMS) will allow you to monitor warehouse activities in real-time, minimizing entry errors, and help you measure the efficiency of your warehouse employees. This powerful application provides both paper-based and radio frequency processing for inventory receiving, movement and replenishments, product put-aways, order picking, shipment verification, cycle counting, and much more.



Warehouse Picker Analysis

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Picking and Shipping

For picking and shipping, S2K WMS contains an advanced Order Manager module that allows warehouse managers to view and release sales orders and warehouse transfer requests for either individual or wave picking. It enables users to view selected orders and group them for efficient picking based on a wide range of sort options. Once released to the warehouse, this module gives warehouse managers the ability to review picking in progress and analyze performance by area, zone and picker. For shipment verification, S2K WMS allows the user to verify the items picked against each customer order. For pick and pack operations, shipment verification allows the user to track which items are in a specific box. As each box is filled, the system will produce a shipping label that can be scanned and integrated with common carrier parcel systems such as UPS Worldship, or Fedex so users can track weight, freight charges and tracking numbers. Integrated EDI features provide automatic UCC-128 label printing and electronic advance ship notices.

Voice Picking Interface

Leading food and beverage companies rely on voice-enabled solutions to help them control operational costs while meeting and exceeding customer expectations. By integrating voice-enabled solutions with S2K Warehouse, your staff will fulfill orders more quickly and accurately, and you will be able to reduce your internal costs for multiple functions across your warehouse operations. With the "hands-free and eyes-free" capability, you'll benefit from the flexibility to be able to fulfill orders efficiently regardless of the order composition – from DCs to retail stores and direct customers.

Bin Replenishment and Warehouse Transfers

S2K WMS allows users to manually request bin replenishments or set specific times throughout the day for this activity. The results, when implemented and executed correctly, are money and time saved in fulfillment and production. Warehouse transfers can be automatically or manually created for both inter-location and inter-company transfers. Suggested transfers are based on the usage, transfer lead time, and minimum requirements of each location.

Cycle Counting and Physical Inventory

Cycle Counting and Physical Inventory applications provide management with tools to control and gauge the accuracy of current inventory records. Automatic cycle counting takes place continuously based on the cycle class code assigned in the item master file. The cycle count process writes transaction records, prints count sheets, allows RF-based counting and produces variance reports. Full physical inventory counting is supported using wireless terminals or count sheets. Detailed inquiries display all counting activity and variances reported.

Receiving

An effective receiving process is critical in understanding what items are in your warehouse, what quantities are available, and where they are located. S2K WMS automatically matches the items being received to your purchase order or container to verify that the correct items are being received. Lots and serial numbers can be recorded, and item bar code labels can be automatically generated for products without bar codes. For bulk receiving, the system can print a pallet license plate for easy tracking of pallet movements. Using fixed or random bin logic, and based on a myriad of user defined parameters, the system will then automatically assign a put-away location.

Manufacturing
Management

Manufacturing Work Orders

S2K Enterprise software provides a powerful, yet easy to use work order processing application to address all aspects of the creation of a manufacturing order. S2K Manufacturing Work Orders software supports multiple Bill of Material (BOM) for one finished item. In addition to multiple engineering and production revisions, users can configure a custom BOM using unlimited features and options directly from order processing. Work order processing allows companies to generate orders to stock, made to order (MTO), or planned orders, all from one screen.

For each finished good, users can drill down to material availability, costs, select substitutes, and even create or change routing steps based on capacity. Order status screens allow inquiry into orders with shortages, and material commitments, and show the effect on scheduling, as well as many other functions. Workflow triggers help control and enforce work practices around the enterprise as they relate to the design, manufacturing and support of engineered products by notifying management of critical issues through alerts and conditional e-mails.

S2K Manufacturing Work Orders software also includes a production cost program that closes the loop of manufacturing and accounting. It posts production costs to the General Ledger for inclusion in financial statements. Manufacturing variances are calculated for material, labor, and overhead. Extensive management reporting includes standard vs. actual analysis, material variances, scrap reporting, labor efficiencies, etc. The result is a top-level overview of production efficiency.

Capacity Requirements Planning

S2K Capacity Requirements Planning (CRP) application helps to determine your company's ability to meet manufacturing demand. Powerful inquiries allow users to view soft, firm, and planned demand, allowing a detailed analysis of both actual and projected capacity requirements. Changes can be made which immediately affect the production schedule. Due to its flexible design and tight integration with the rest of S2K Enterprise, the CRP module can be used as a long range planning tool as well as a short-term production scheduling aid.

S2K CRP provides the summary information you need to spot situations where capacity is short or long, enabling you to shift production and manage resources efficiently. Multiple views allow you to analyze machine, work center, and department capacities. Extensive capabilities exist to drill down into detailed scheduling data including orders making up the demand, as well as analysis of bottlenecks. Alternate routings allow automatic calculation of "available to promise" (ATP) dates for easy bottleneck resolution.

S2K CRP is an indispensable manufacturing software tool that can help you identify and eliminate production problems before they start.

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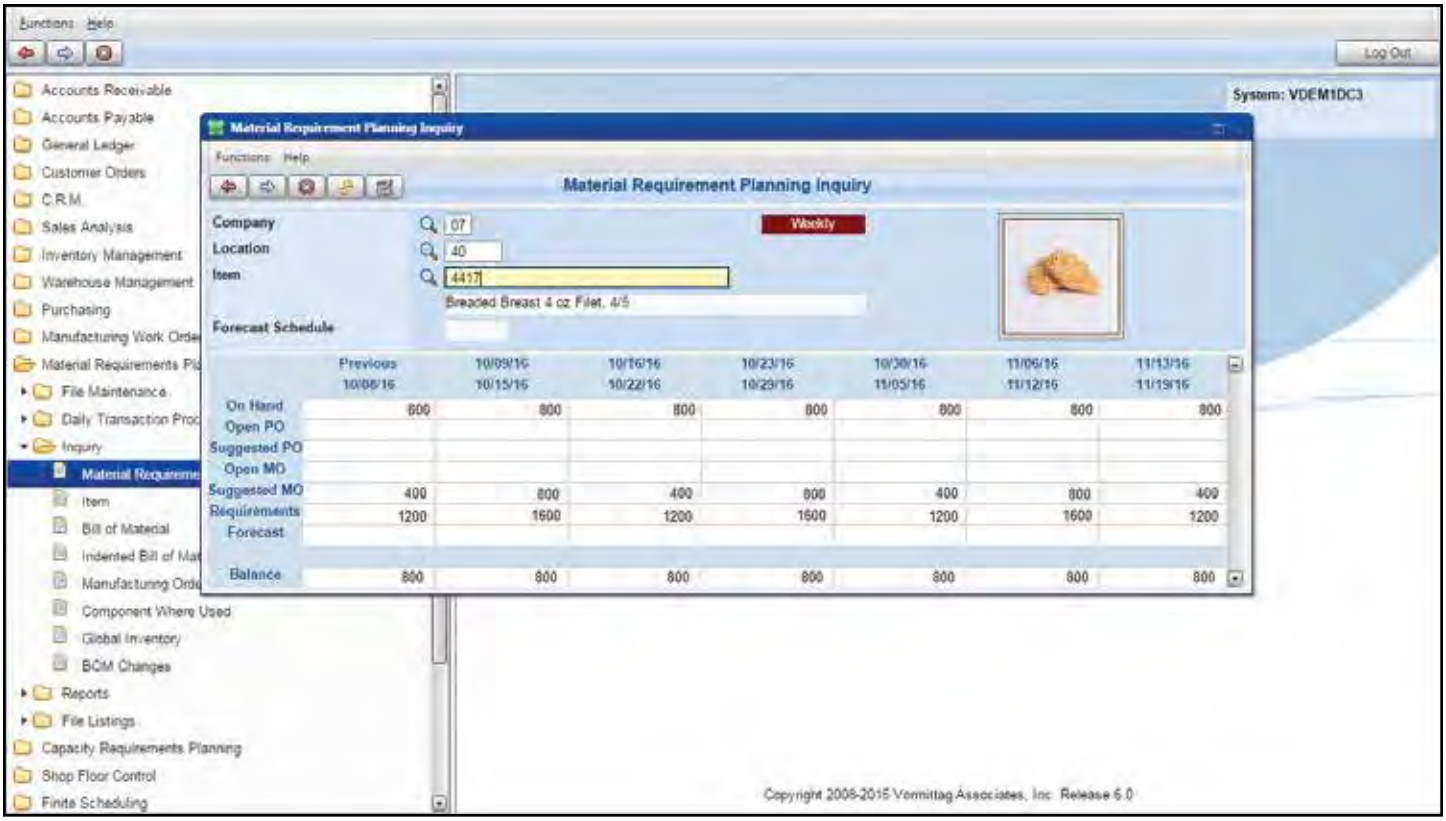


Material Requirements Planning Inquiry

Material Requirements Planning

Managing sufficient material levels is one of the most critical and time-consuming aspects of manufacturing. S2K's Material Requirement Planning (MRP) software module eliminates purchasing and scheduling problems and speeds up the work process. This powerful yet easy to use application helps purchasing and production managers analyze current and future material and distribution requirements and enables more effective planning.

The MRP system is tightly integrated with the Customer Orders, Inventory, Sales Analysis (Forecasting), Purchasing, and the other manufacturing modules of S2K Enterprise, and is sensitive to company and plant specific criteria. With S2K's MRP application, you can determine precisely what goods need to be produced, and when and how much material should be purchased based on a time-phased analysis of sales orders, production orders, purchase orders, current inventory levels and sales forecasts. This demand analysis can be viewed daily, weekly, or monthly. Complete pegging is supported allowing the user to drill down to the critical data such as purchase order due dates, manufacturing order due dates, and the actual customer orders making up the commitments of an item. Manufacturing and purchasing suggestions can then be analyzed, adjusted and automatically converted into manufacturing work orders and vendor purchase orders.

Shop Floor Control

S2K Shop Floor Control application allows you to record both material and labor usage on the shop floor. With its browser-based design, users can collect shop floor data on tablets or mobile devices, and use hand held scanners to clock in and out of routing operations. Tight integration of components allows you to monitor and carry out business in real-time. S2K Shop Floor Control will immediately update production progress, material usage, and the available capacity at a given machine / work center / department.

Extensive inquiries and reporting exist to allow you to monitor employee productivity, material variances, and comparisons of actual versus standard cost. In addition, interfaces to various payroll programs are available. This fully integrated shop floor control solution is your turnkey platform for more efficient and streamlined data collection and monitoring.

Product Quality

S2K Product Quality application is completely integrated with S2K Inventory, Purchasing and other manufacturing applications. The product quality application allows you to establish and track an unlimited number of user defined tests and group tests for specific industry requirements. Users can assign tests or groups to specific items and track the results, and the disposition of both received goods and finished goods throughout the manufacturing process. Results can be pass/fail, table values, or a range of data.

Upon receipt of a quality controlled item, the lot will be placed on quality hold pending testing. Until all tests have been passed, the product can neither be consumed in manufacturing nor sold. Quality failures can automatically trigger a purchase order return to vendor. Within manufacturing, quality tests can be performed during any stage of production. Quality failures can automatically re-route production to a previous operation or flag the item as scrap.

In addition to the historical storage of this data, the product quality application can produce a Product Quality Certificate (C of A) indicating all tests performed as well as their individual results. With S2K Product Quality you'll gain valuable data you can use to track and improve quality control at all points of the manufacturing process.

Finite Scheduling

S2K Finite Scheduling application creates a finite capacity schedule based on the planned capacity reflected in the shop calendar for each department/work center/machine. By establishing rules for each production facility, the finite scheduler will generate a schedule of orders in the desired sequence using a finite forward method. The rules may include virtually any field in the system (due date, priority, user defined fields, etc.), and may be sequenced by the user. The goal of finite capacity scheduling is to ensure that work proceeds at an even and efficient pace throughout the plant.

Typically, the manufacturing orders are sequenced first by line item due date. Manufacturing orders are sorted by the finite scheduler beginning with the earliest work order line item due date. Thereafter, the additional rules are applied, and when the process is complete, a schedule is presented. The user maintains the ability to override any of the scheduled entries. An electronic scheduling board provides a graphical view of all jobs currently in production.

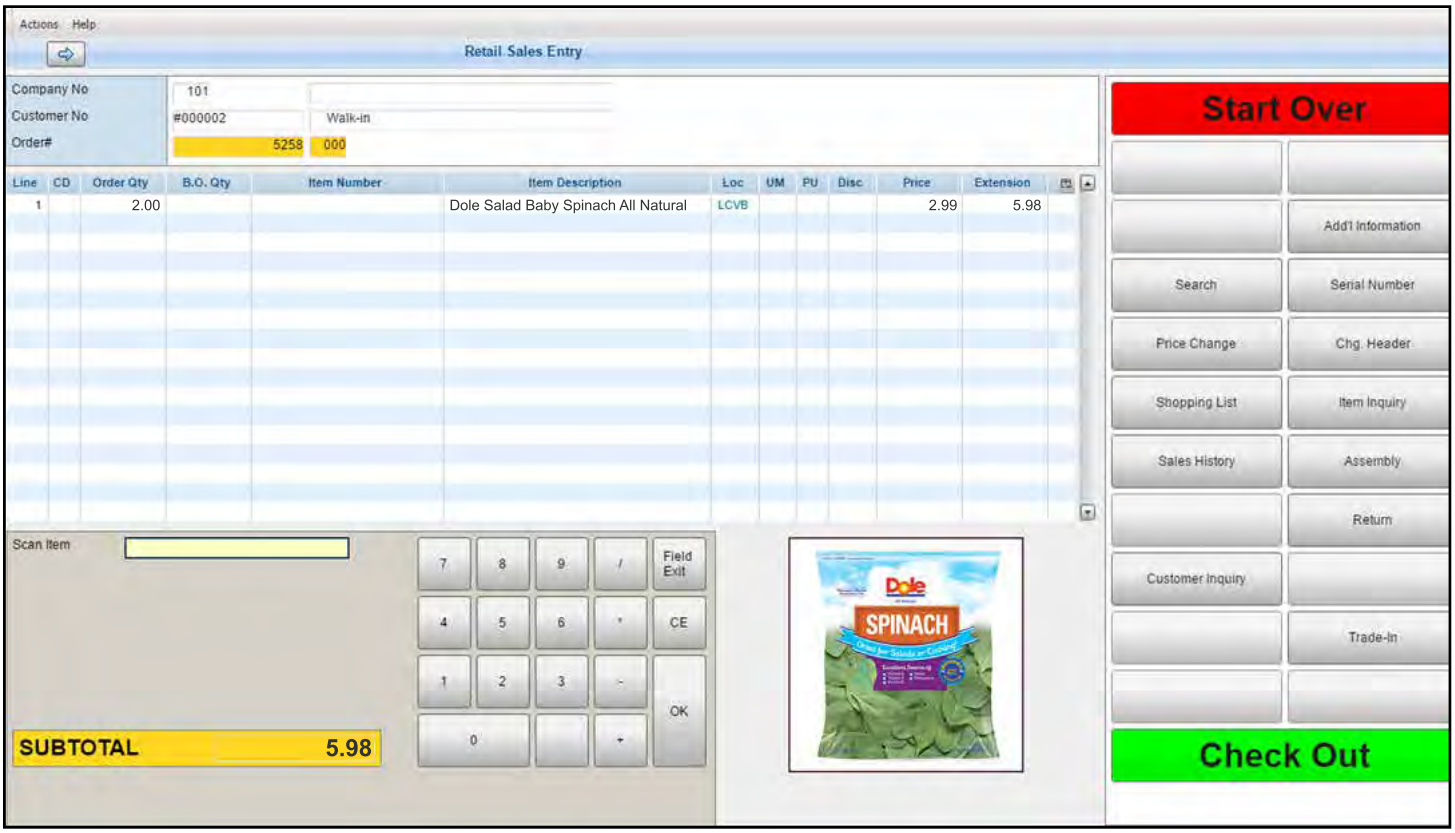
Retail
Management

Retail Point-of-Sale

Combining an intuitive, user-friendly retail application with powerful enterprise functionality, S2K Retail Point-of-Sale (POS) software is the ideal solution for taking both walk-in and on-account sales. For quick cash transactions, S2K Retail POS provides a simple touch screen interface, quick bar code scanning and integrated payment options to accelerate the checkout process. During each transaction, users can check stock access across multiple locations, view complementary items or substitutions, capture serial number data for warranties, and view detailed item specifications and images. Extensive security options track management price overrides, and limit user functions.

S2K Retail POS offers a wealth of capabilities to enhance your retail operation including:

- Special Order Processing with Deposits
- Layaways and Direct Shipments
- Item Trade-In Allowances
- Quotes, Orders, Returns
- Cash Drawer Reconciliation
- Gift Card Sales and Tendering
- On-Account Customer Sales and Payments
- Pin Pad and EMV Credit Card Processing
- Customer Loyalty Tracking
- And much more!



Retail Point-of-Sale Entry

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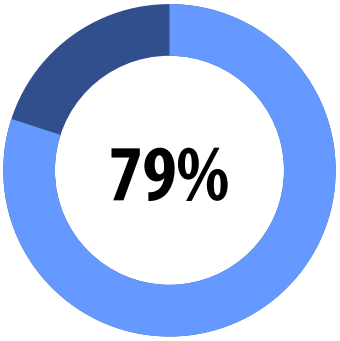
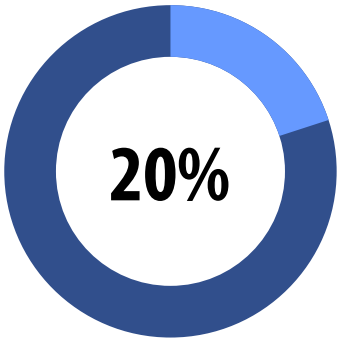
Sales Force

Automation

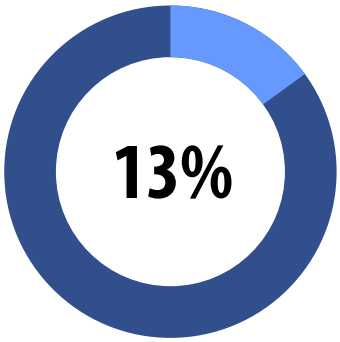
Supply chain representatives require much more than an online contact management system, they require real-time access to all customer and product information anytime, anywhere they need it. With S2K Sales Force your sales team has the ability to search the product catalog, check price and availability, see related products, new products, and current promotions. They can enter and track the status of quotes, returns, and customer orders, and they can review accounts receivable balances and payments. Sales analytics screens give your sales representatives insights into customer behavior, and allow them to react quickly to customer issues and opportunities. This application will empower your sales team to drive new business and make the most of their sales calls.



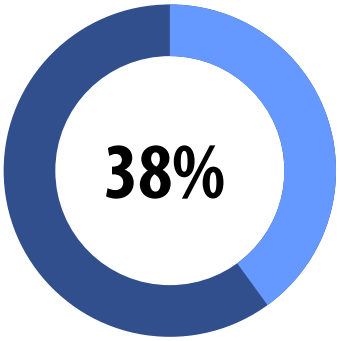
Top Performers Using Sales Automation Tools



Average Increase in Customer Service



Average Increase in Sales



Average Productivity Improvement

S2K Sales Force

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Customer

Providing excellent customer service is the key to retaining your most valuable customers. S2K Sales Force gives your sales team full access to customer information. Sales representatives can review a customer's accounts receivable, open invoices, and payment history. They can check the status of open orders, returns and quotes. They can even use S2K's case management to track business issues to completion to insure that your organization is providing the highest level of customer service.

Product

Inventory information is vital for supply chain representatives. If you can quickly communicate accurate inventory information with your customers, they will have trust in your ability as a supplier, which in these times of high competition is a very valuable asset. S2K Sales Force allows your sales team to review full product information including specifications, images, and availability across all companies and locations. They will know what's in stock and what's out of stock, they will know when shipments will arrive, and when production will be complete.

CRM

The contact management system tracks and records every stage in the sales process for each prospective client, from initial contact to final disposition. Users can review current leads, convert leads to prospects, and prospects to customers. Your sales representatives can manage contacts and track all interactions with existing accounts and opportunities. Users can log a call, create to-dos, schedule events, and add notes and attachments. Activities get posted to history so that users can easily review all of their interactions with an account.

Marketing

A salesperson's success is linked to his or her ability to communicate clearly and develop client relationships. S2K's marketing tools allow representatives to create personalized campaigns to keep all accounts updated on new products, pricing, and promotions. Representatives use sales data to act on customers buying behaviors and stay in constant communication that can lead to new business opportunities.

"With S2K Sales Force, I can equip my sales team with improved reports for our customers that display inventory levels, history of purchasing, and suggestions. Our sales force can show not only that we have these capabilities, but that we can share them and provide real value to our customers. This has helped us generate additional sales, cross-selling, and opportunities."

- Don Byerly, VP of Sales, Refrigiwear, Inc.

Business
Intelligence

In today's highly competitive market it is imperative that you constantly evaluate the success of the activities in which your business engages in. S2K Analytics software provides your organization with both high-level monitoring that focuses on the overall performance of the enterprise, and low-level monitoring that focuses on departmental metrics such as:

- Inventory Turns and GMROI
- Customer Fill Rates
- Forecasted Demand vs Actual
- Picking and Shipping Performance
- Receiving and Put-Away Performance
- Vendor Performance

With S2K Analytics, you can create powerful dashboards and reports that will allow you to easily identify anomalies that could turn into significant business issues, identify and analyze opportunities and trends, communicate goals consistently with employees, and monitor performance against targets. Access to accurate information has never been more vital to grow revenue, protect margins, and improve profitability. Whether your business is distribution, manufacturing, retail or service, S2K Analytics gives everyone in your value chain the answers they need to excel in a highly volatile environment.

Advanced Reporting

- Simple, intuitive, drag-and-drop authoring capabilities that are easily accessible from a web browser for self-service reporting by any user, from novice to expert.
- A common metadata model that presents information to users in business terms that they understand, so they can be productive right away.
- Access to all corporate data in any combination, including relational, analytical OLAP or even desktop files for comprehensive, accurate reporting.
- Broad report coverage to meet the needs of different users, including financial, production, operational, transactional, managed, or ad hoc reports.
- Flexible report delivery that includes the ability to write once and immediately publish reports to the web, PDF files, Excel spreadsheets, email messages, and the Cognos Express web portal.

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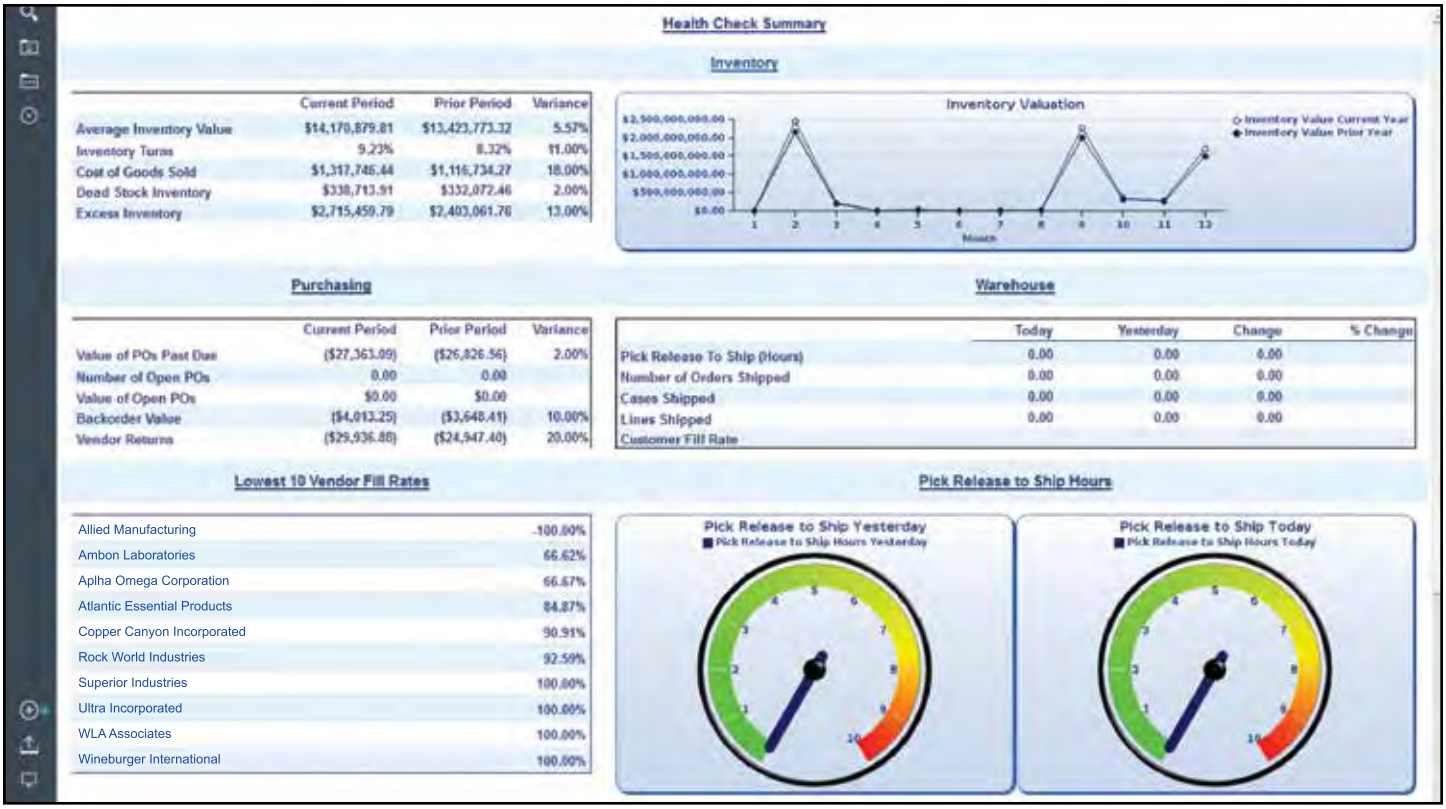

S2K Analytics Performance Monitoring

Dynamic Dashboards

- Pre-configured dashboards help you gain immediate visibility into sales, revenue, and productivity.
- Real-time dashboards that allow you to monitor key performance indicators at the department, location, or company level.
- Assemble a view that contains visualizations such as a graph, chart, plot, table, map, or any other visual representation of data.
- Drag and drop data onto the screen to see the visualization change to suit the analysis.
- Easy to use interface that allows users to change content appearance simply by clicking objects and selecting different options from drop down menus.

"There isn't an employee or manager in this building that doesn't use S2K Analytics every day. Whether it's measuring tosses, shrinks, what we didn't ship, or how long the product has been in the building, as a fresh food business, it's dollars. When you can truly analyze a customer down to the item level in real-time, you have an enormous competitive advantage in the marketplace."

- Sean Buchanan, President, Black River Produce

Web Portal

S2K Enterprise Portal technology enables users to interact with your company in a personalized way. You can give employees, trading partners, and customers access to a Web site containing the applications and information they need, consolidated and organized for easy access and use. They can quickly execute transactions across applications and collaborate with other portal users to make faster decisions. By providing industry-leading portal solutions for your business, VAI can help you cut costs and improve employee productivity, while strengthening relationships with customers and trading partners.

This solution leverages IBM WebSphere Portal technology to provide document management, web content management, and collaboration capabilities in a single, easy-to-deploy solution. Web content management capability helps reduce implementation time and costs by placing content creation and management firmly in the hands of content experts, for "author once, publish everywhere" control, resulting in more accurate portal content that can be updated more frequently. Document management capabilities enables individuals and teams to share and save documents in a central location, with popular social capabilities, including blogs, wikis, tagging, and ratings. The updated configuration wizard and enhanced analytics support allow you to create a more contemporary Web experience.

"With the installation of VAI's S2K for Food software and S2K e-Commerce, Seacore automated and integrated key business processes across the organization. The company has dramatically improved its customer delivery times, order accuracy, and overall customer service."

- Sal Battaglia, Seacore Seafood Director of Operations.

Commerce Portal

S2K Commerce Portal provides all the features of the S2K Commerce Express solution, including a real-time "shopping cart" application and an online product catalog. With it you can automate and cut costs in repetitive processes, reach a wider market, and respond to customer queries quickly and inexpensively. The lower cost base enables suppliers to price more competitively and customers to purchase at lower prices while they enjoy the benefits of 24/7 online access.

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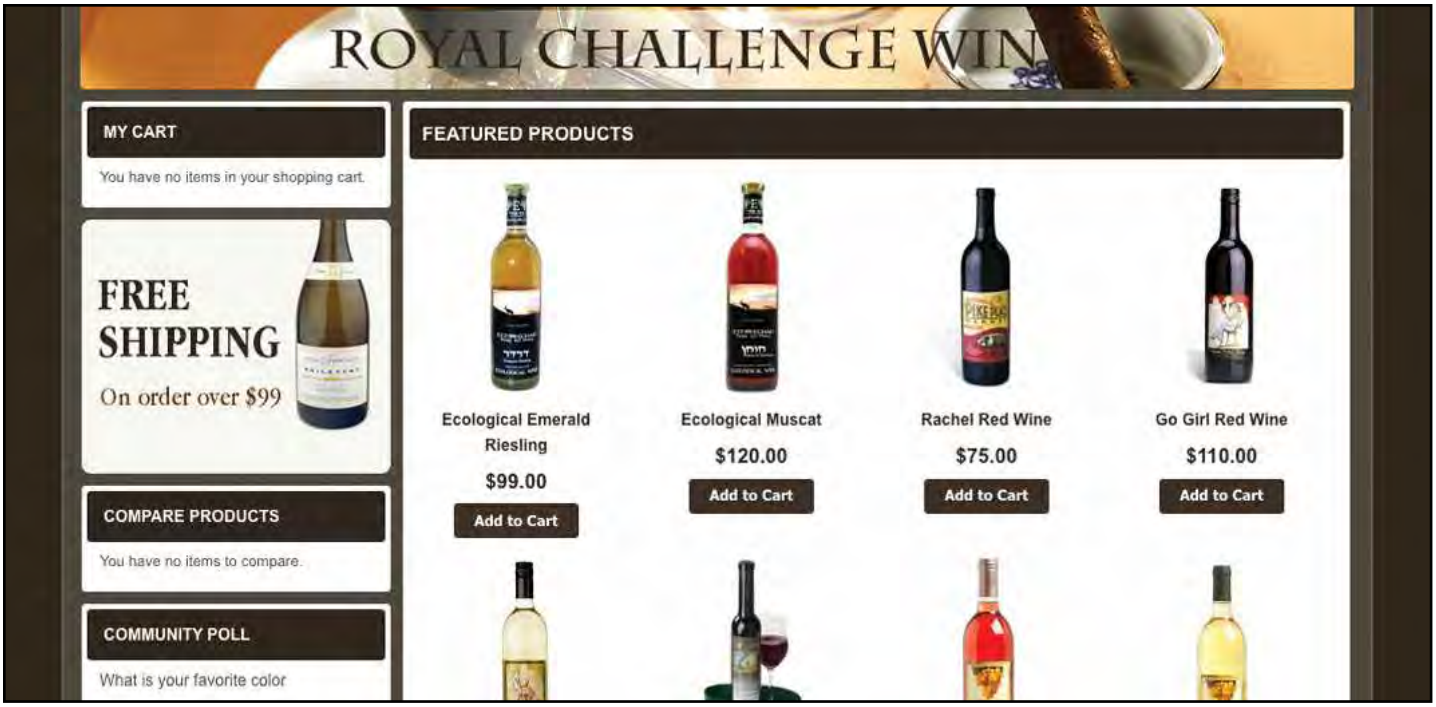


S2K Enterprise Portal

Customer Portal

By leveraging the Internet, you can secure relationships with your customers by providing more efficient service. This portal enables you to provide your customers with the information they want, when they want it. In addition to e-commerce and product catalog information, customers can review account information, including summary aging, open invoices, and payment history.

EIS Portal

The Executive Information System (EIS) Portal helps you make better business decisions—faster. This portal provides all of your employees with critical, timely business information tailored to their specific needs, enabling them to quickly spot seasonal or recurring trends in your business, identify profitable or unprofitable customers and items, and improve vendor and customer relations based on volume, cost, and profitability.

Supplier Portal

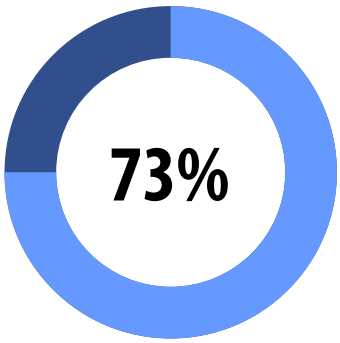
The Supplier Portal provides your suppliers and partners with the ability to actively participate in your supply chain—all from within an Internet browser. Using the portal, suppliers can view open purchase orders, overdue shipments, receipt history, open invoices, payment history, and vendor performance statistics. Supply chain efficiencies are improved by enabling suppliers to provide shipment quantities, delivery dates, and advanced shipment notices without buyer intervention.

Mobile
Applications

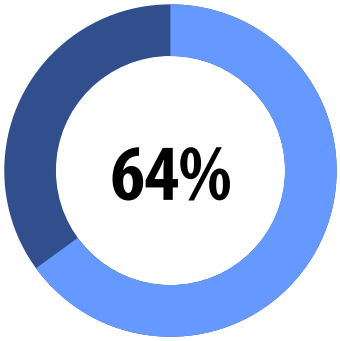
With the rapid expansion of mobile devices, enterprises everywhere are being dramatically impacted by the new wave of mobile technology. VAI's mobile solutions turn ordinary smartphones into powerful business tools that can help you improve efficiencies, enhance customer service, and increase sales. S2K Mobile solutions are actual applications that are downloaded and installed on your mobile device, rather than being rendered within a browser. They are specifically designed for smaller handheld displays and a touch-screen interface and can easily access the native functions of the mobile device, such as the camera. These powerful solutions provide file synchronization directly with S2K Enterprise or your current ERP system, and give users offline access to content when a network/wireless connection in unavailable.

S2K Mobile Applications

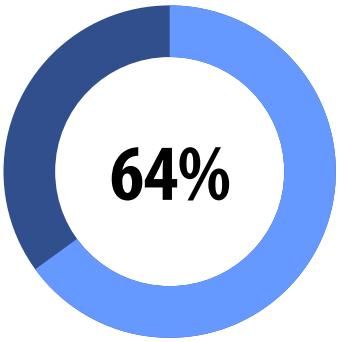
Order Processing
Proof-of-Delivery (POD)
Route Sales and DSD
Warehouse Management
Alert Messaging



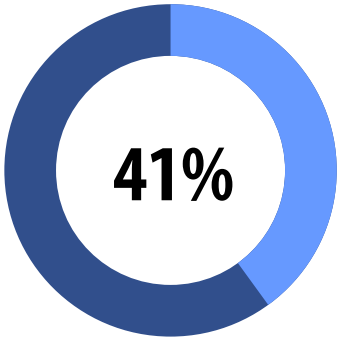
Consumers Access Websites from their Mobile Devices



Americans Who Own a Smart Phone



Mobile Time Spent in Apps



Increase in Mobile Audience

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"S2K Mobile gives our sales teams better visibility into product availability and pricing, allowing them to make quick and well-informed decisions."

- Doug Trisnar, IT Manager, Joshen Paper & Packaging Co., Inc.

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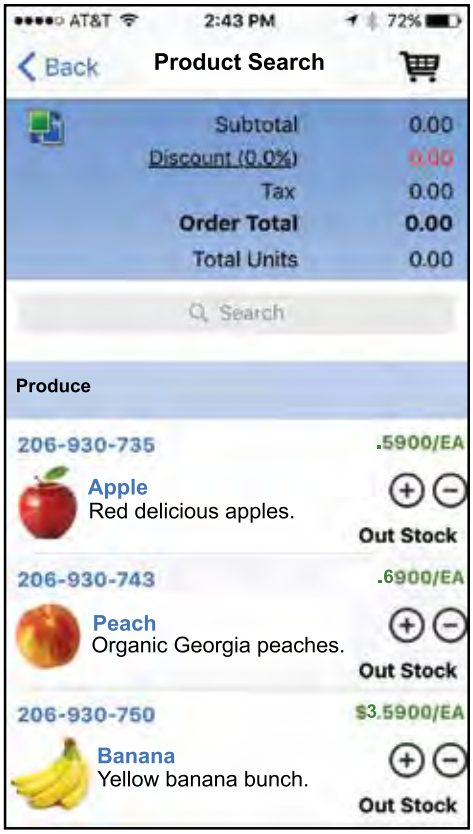
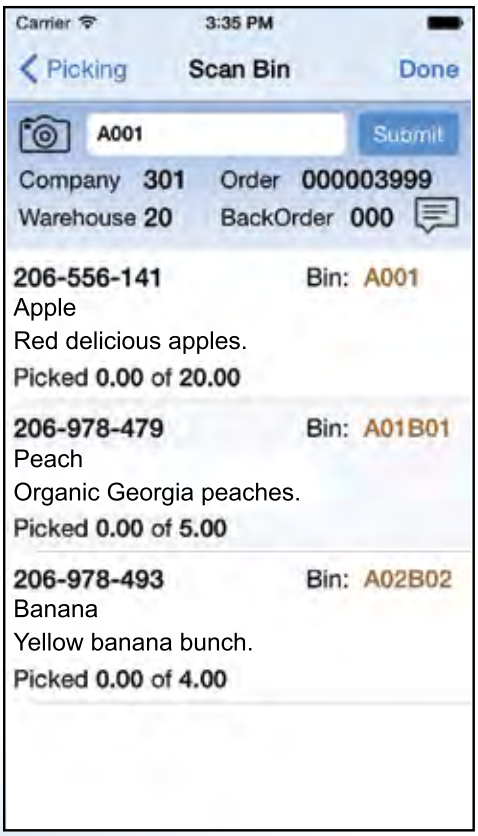
Order Processing

Having a web presence alone is no longer sufficient as online activity continues to shift to mobile. This rise in mobile device usage means that mobile apps have become a key sales tool for companies of all sizes. Giving your sales team immediate access to account and product information can make the difference between getting the sale or not. In addition, making it simpler for customers to place orders directly with your company can result in increased order frequency, customer loyalty, and an improved bottom-line for your business.



With S2K Mobile Order Entry, users can:

- View item product catalog
- See item image, details, availability and price
- Order from item search, order guide, and customer history
- Review gross profit, order details and subtotals
- Select the payment method to complete the order
- View customer accounts receivable and pay open invoices
- Review open order status and order details
- Print or email transaction documents
- Access contact data and enter /speak in customer notes



Warehouse Management

S2K Mobile Warehouse applications allow you to enhance your warehouse operations and replace expensive RF technology with modern mobile devices. S2K Mobile Warehouse apps have been designed to make transaction processing in your warehouse lighter, easier, and faster than ever. By leveraging the enhanced touch screen display on the mobile device, data can be presented in a clear concise easy-to-read format that reduces training time and speeds up operations. S2K Mobile Warehouse applications work connected in real-time with S2K Enterprise data. These applications can enhance your current warehouse processes and are also perfect for small stockroom management.

S2K Mobile Warehouse applications include:

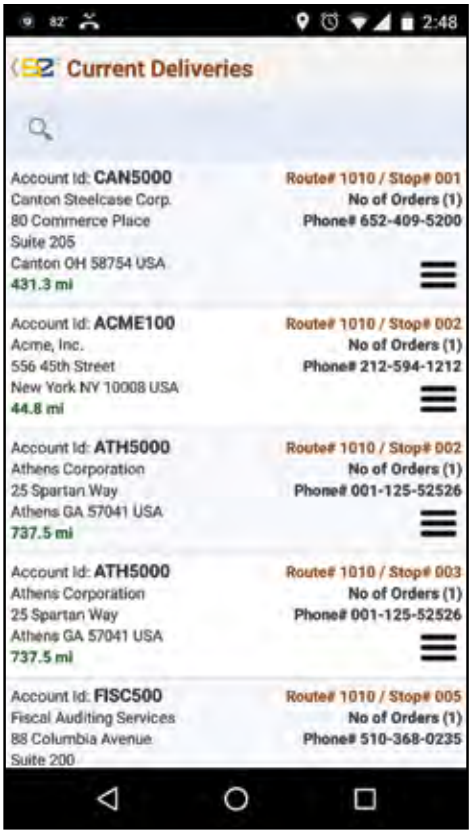
- Picking and Shipment Verification
- Receiving and Put-Away
- Cycle and Physical Counting
- Product Inquiry

Proof of Delivery

S2K Mobile Proof of Delivery (POD) app is a powerful solution for effective and efficient driver performance monitoring and delivery confirmation. S2K Mobile POD app replaces the clumsy paperwork process of capturing signatures with a clean efficient paperless process to confirm the delivery of merchandise and electronically capture signatures and photographs.

S2K Mobile POD features can:

- Load deliveries by Route and Driver
- Track Geo location
- Manage GPS tracking and Google Navigation
- Confirm / Scan items delivered
- Capture Signature and Photos on the device
- Process shorts and returns
- Collect payments
- Print or Email delivery receipt



Route Sales

S2K Mobile Route Sales application automates the entire process of route sales including: truck loading, sales order processing, delivery confirmation, payment processing, inventory management and truck settlement.

S2K Mobile Route Sales features can:

- Confirm truck loading and manage inventory
- Perform pre-sales, delivery, returns, exchanges, and truck transfers
- Manage GPS tracking and Google Navigation
- Process orders and confirm items delivered
- Capture Signature
- Collect payments
- Print or Email delivery receipt and invoice
- Access Customer and Product Information
- Perform Truck Settlement

Why VAI?

The VAI Advantage

Cloud-Based

Cloud computing is now evolving like never before, with companies of all shapes and sizes adapting to this new technology. VAI solutions are built on standards-based technologies such as HTML5 and AJAX and can run on pretty much any platform with a modern web-browser. Modern ERP solutions require sophisticated infrastructure. Utilizing VAI's cloud takes the complexity of running this infrastructure out of your hands, and also gives you the benefit of a fully redundant data center. This also includes all of the maintenance, management and upgrades of this infrastructure, allowing you to concentrate on running your core business. As more consumers and businesses adopt tools such as smart phones and tablets, the ability to host applications in the cloud and access it from just about anywhere on the planet is quickly becoming vital.

Single Database

As companies grow, many organizations find themselves with disconnected databases and external spreadsheets to support their requirements. This type of environment involves redundant data entry, a lack of data consistency, and significant manual intervention to create meaningful reports. VAI offers a completely integrated ERP solution utilizing one central database. With our ERP solutions, you can update records one time- no more duplicate entries, copying files or dealing with integration issues. Discover the power of a single database solution with VAI solutions and see how you can regain control of your data, your people, and your business!

Total Cost of Ownership (TCO)

In today's world, businesses are paying more attention than ever to cost-cutting measures by controlling the cost of their assets. They must therefore strive to obtain systems that have enhanced reliability, faster deployment time, and lower cost of ownership. VAI is well known for offering tremendous value in our technology suite, but a critically overlooked TCO factor, particularly for enterprises operating in high-growth fields or in acquisition mode, is the cost of scalability. With VAI, companies can save hundreds of thousands of dollars with our Unlimited User License option. This allows organizations to expand locations, add users, deploy multiple sessions, and add RF or Mobile users, without paying additional software licensing and related maintenance fees.

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Integrated Applications Optimized for the Supply Chain

The debate between buying "best of breed" software products versus fully integrated systems has raged on for years. Each approach certainly has its pros and cons. If your systems are "best of breed", you have the best possible functionality. Your issues, however, lie in the areas of standardization, data integration, data flow, process flow, vendor management, coordinated software upgrades, and non-transferable skill sets. When you add cloud-based software into the mix, the issues magnify. In many cases, paying hundreds of thousands of dollars to integrate a "best of breed application" with just slightly better functionality and a nicer user interface is hard to justify. At VAI, our approach is to offer Integrated Applications optimized for the Supply Chain within our ERP solution that eliminate complexity and integration costs, and provide users with effective practical applications that deliver bottom-line results.

Support

At VAI, our focus is on your success. To that end, we work in concert with you and your team to design the right technology solution to meet your long-term goals. We take pride in our ability to develop innovative solutions that solve complex business problems. When implementing and maintaining your enterprise system, consistent ongoing support is critical. With VAI, your organization will be assigned an experienced high level support team that includes a project director, accountant, multiple programmers, trainers, and system engineers. Your team will be available to you throughout the implementation and beyond. During the implementation, we take the time to learn about your specific business environment. And while we encourage best practice concepts, our ultimate goal is to deliver a solution that best meets your company's objectives and unique requirements.

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Advanced Solutions

EDI (Electronic Data Interchange)

Companies need data integration in order to drive their business. But keeping up with the constant growing number of data formats required to support the business has become a monumental task. When IT cannot support a data format, it risks becoming a roadblock to taking on new business. VAI provides direct integration with powerful EDI and data transformation solutions that can support any data format, without custom-coding each one, and allow companies to immediately share data and start doing business.

Payment Processing

S2K provides a standard interface to a leading payment gateway, which allows companies to consolidate all types of payment processing for wholesale, retail, and e-commerce in one payment solution. By leveraging the payment gateway cardholder data is never stored on your systems, and you reduce your PCI compliance scope. When a customer pays using an EMV-enabled device, the device is instantly identified as an authentic, approved payment instrument through a process called dynamic authentication. When used with a PIN, the chip proves that the customer is paying with his or her own card.

Sales Tax Automation

Integration with leading tax solution providers can help your company manage tax processes related to sales and purchases more quickly, give your tax department more control, and enhance regulatory compliance. VAI partners with leading tax solution providers to provide automated transactional tax calculation, tax reporting, and returns processing - including returns preparation, filing and payments. Our partners' calculation and reporting systems are built upon industry leading tax research and proven technology.

Document Management / Workflow

Document Imaging solutions convert paper documents to digital images and enable you to store, access and manage them electronically. These products can be used to manage electronic document process automate Accounts Payable workflows; support document sharing, viewing and annotation; and handle automated document retirement. Document Imaging products can manage the full lifecycle of electronic documents for improved productivity, more responsive customer service, easier adherence to regulations and reduced storage costs.

Voice Picking

S2K Warehouse application provides seamless integration with voice directed warehouse applications. Voice picking systems create a hands-free, heads-up user workflow. Rather than stopping to read, scan, write or punch keys, users listen and speak in a fluid, efficient workflow. Voice can be used to capture and confirm additional product information, both to support product traceability and ensure picking accuracy. Beyond the hands-on advantages of voice, today's advanced warehouse voice systems add sophisticated reporting and management tools that complement and extend S2K's Warehouse management system.

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Transportation Management

VAI partners with strategic territory and route optimization solutions that allow you to balance overall workload while decreasing costs and adhering to business constraints. Create the optimal sales and delivery territories using our route planning software's powerful algorithms that encompass customer needs and available resources while considering geographic areas, capacity, and more. In addition, advanced GPS solutions will take your fleet to the next level by gathering all vehicle and driver activity, and presenting it to you in a beautiful, easy-to-use interface.

Freight Shipping Solutions

VAI partners with the leading providers of multi-carrier parcel and freight shipping solutions that enable companies to efficiently automate multi-modal transport carrier selection, rate shopping, collaboration, and auditing. To minimize carrier penalties and potential returns, the shipping software automatically validates addresses and provides residential indicators for the shipment. The shipping software automatically generates tracking numbers and Pro numbers, and prints labels and bills of lading along with any additional documentation that may be required for shipment.

Payroll / Human Resources / Time and Attendance

VAI provides integration with industry-leading HRIS systems that offers payroll processing and employee information management, as well as training and benefits administration. Powerful reporting tools help companies comply with Federal and State laws and plan strategically for their organizations. A powerful Human Resources application can provide applicant tracking, attendance management, wellness tracking, benefits management, and much more.

Manufacturing - Advanced Scheduling

For advanced production scheduling requirements, VAI interfaces to an industry leading production planning and scheduling product that uses advanced math to analyze and calculate achievable production schedules. This advanced tool takes into account a range of constraints and your specific business rules, allowing the planner to generate and evaluate multiple possible scenarios. Advanced Scheduling is an essential planning tool for companies who want to enhance competitiveness, increase profits and improve customer service.

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For more information please contact Authorized Dealer
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