

Epicor Prophet 21 Core Features



Product

- ▶ Epicor® Prophet 21®

Grow your sales, profits, and productivity with the Prophet 21 system—an enterprise resource planning (ERP) software solution for wholesale distributors. Prophet 21 comes packed with innovative core features that help distributors like you stay ahead of the competition.

Benefits

- ▶ Grow sales with tools that help you build customer relationships
- ▶ Improve margins with pricing optimization, inventory management, and analytics
- ▶ Set yourself apart from the competition with unmatched customer service
- ▶ Improve productivity and boost employee efficiency



Technology

Prophet 21 combines proven distribution expertise with web-enabled infrastructure and a modern technology stack—including HTML5, Angular JS, .NET, and SQL Server®. Cloud and on-premises deployment options are available. Prophet 21 features include:

- ▶ Multicompany compatibility
- ▶ Integration with Microsoft Word, Excel, and Outlook
- ▶ Portal Views
- ▶ Integrated forms
- ▶ Forms Designer—requires Crystal Reports® license
- ▶ Email directly from the solution
- ▶ Set workflow events and alerts
- ▶ Online help
- ▶ Document linking
- ▶ DynaChange® Screen Designer
- ▶ DynaChange Tab Designer
- ▶ DynaChange Menu Designer
- ▶ DynaChange Navigator
- ▶ DynaChange Portals
- ▶ Security controls
- ▶ Notes capabilities
- ▶ Time stamp business transactions
- ▶ Audit trails

Customer Relationship Management (CRM)

Prophet 21 CRM helps you manage prospects, customers, and contacts—from opportunity, to quote, to order.

- ▶ Track prospect and client information
- ▶ Contacts integrated with fax and email
- ▶ Track opportunities
- ▶ Access key information from one screen
- ▶ Customer Master Inquiry
- ▶ Sales Master Inquiry
- ▶ Create and follow up on tasks
- ▶ Multiple ways to look up customers

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Order Entry

Whether orders are entered at the counter, remotely via a mobile computing device or laptop, or over the web, information goes directly into your Prophet 21 solution for faster processing—eliminating manual work and rekeying errors.

- ▶ Enter quotes and orders
- ▶ One screen quote/order entry
- ▶ Price and availability requests
- ▶ Quote conversion
- ▶ Release schedules/blanket orders
- ▶ Multiple location processing
- ▶ Front counter sales
- ▶ Non-stock item creation
- ▶ Unlimited item information
- ▶ Accessory items
- ▶ Substitute items
- ▶ Signature Capture (requires hardware)
- ▶ Kitting and production orders
- ▶ Secondary processing
- ▶ View customer past orders and quotes
- ▶ Multiple ways to classify orders
- ▶ Serial and lot tracking
- ▶ Return Material Authorization

Pricing

Prophet 21 system gives you the flexibility to set prices as you see fit—ensuring you maintain your margins while meeting customer and market demands.

- ▶ Comprehensive pricing matrix
- ▶ Flexible pricing
- ▶ Contract-/job-based pricing
- ▶ Promotional pricing
- ▶ Second-pass discounting
- ▶ Changes and exceptions
- ▶ Sales analysis
- ▶ Pricing service

Inventory Management

Balance your customer service needs while maximizing your return on investment with advanced inventory management capabilities.

- ▶ Multiple inventory replenishment methods
- ▶ Dynamic purchasing methods
- ▶ Advanced demand forecasting
- ▶ Seasonal usage forecast
- ▶ Regional distribution centers
- ▶ Transfer surplus items between branches
- ▶ Bin management
- ▶ Lead-time per item per location
- ▶ Convert non-stock items to stock items

- ▶ Container receipt tracking
- ▶ Vendor-managed inventory
- ▶ Distributor-managed inventory
- ▶ Vendor returns
- ▶ Identifies and adjusts sporadic demand patterns

Purchasing

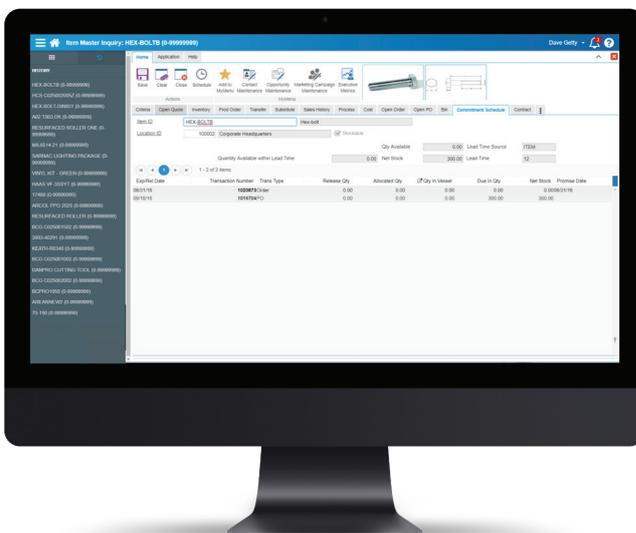
Prophet 21 software centralizes the purchasing process to enable you to optimize buying power and inventory levels—whether you have one warehouse or dozens.

- ▶ System-recommended replenishment
- ▶ Choose from multiple purchasing options
- ▶ Generate purchase orders for rush and drop shipments—from purchasing or order entry
- ▶ Compute landed cost
- ▶ Distribute freight to item cost by weight and/or quantity
- ▶ Track vendor rebate programs
- ▶ Create and track vendor RFQs

Warehouse Management

Wireless Warehouse Manager is a paperless warehouse solution for Prophet 21 that brings a new level of accuracy to all warehouse processes—including picking, receiving, cross docking, put-away, and more.

- ▶ Real-time cycle counting
- ▶ Label printing and bar coding
- ▶ Tagging/license plating
- ▶ Bin replenishment
- ▶ Flexible device options



Financial Management

Prophet 21 solution comes packed with a host of important financial features that provide vital insight into your company's well-being. Receive up-to-the-minute financial statements, track outstanding customer invoices, and integrate your inventory receipts and purchase orders to streamline your AP processes.

- ▶ General Ledger (GL), Accounts Receivable (AR), and Accounts Payable (AP)
- ▶ Real-time information
- ▶ Transaction drill-down
- ▶ Write financial reports
- ▶ Export financial data to Excel
- ▶ Online cash collections
- ▶ Designate customers' invoice preferences
- ▶ Apply cash receipts to multiple invoices
- ▶ Convert foreign currency
- ▶ Automatic invoice reconciliation

- ▶ Process payments and rebates
- ▶ Automatically reinstate vendor invoices for payment when voiding checks
- ▶ Pull up inventory receipt by the external purchase order number
- ▶ Set default purchase accounts
- ▶ Bank/cash account reconciliation
- ▶ ACH process for payments to U.S. banks

Reporting and Analysis

Prophet 21 system includes robust reporting tools to help improve decision making. With Prophet 21 as/of reporting, there is no reason to print and file the reports you run, and you can view past reports at any time according to whatever date parameters you choose. You can also export the data to any off-the-shelf data access tool like Microsoft® Excel®.

- ▶ Access hundreds of standard reports
- ▶ Import/export data
- ▶ Real-time reporting
- ▶ As-of reporting
- ▶ Print preview

Web Application

The Prophet 21 Web Application is a browser-based version of Prophet 21 that translates the user experience to the web, so you can use its familiar and rich distribution features from a web browser. Now, you can take Prophet 21 software with you outside of your corporate network and work from anywhere without the need for a VPN connection. With minimal training, your employees can be mobile and work anywhere, anytime—increasing productivity. The Prophet 21 Web Application is included with your Prophet 21 solution Maintenance Program. As a reminder, the Prophet 21 Web Application can be deployed as either an on-premises or cloud-based solution.