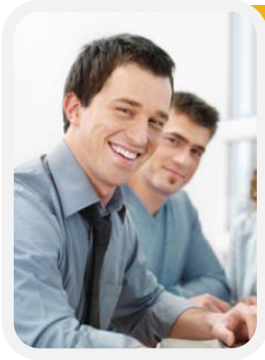




SUCCESS STORY – Six S Partners



Six S Partners Teams Up with Epicor to Further its Value-Added Services



Success Highlights

Challenges and Opportunities

- Six S Partners specializes in ERP support and training services aimed at helping businesses improve their bottom line
- Six S Partners teamed up with Epicor to widen the company's portfolio of offerings

Epicor Solution and Services

- Six S Partners has achieved Certified Silver Status for their knowledge, dedication and support of the Epicor suite of ERP software

Why Epicor?

- Proven technology
- Innovative and visionary company
- Recognized leader committed to building strong collaborative partnerships with its partners

Benefits

- Epicor has enabled Six S Partners to rapidly grow the business in a controlled fashion
- With the help of Epicor, Six S Partners grew the company by 100 percent in 2009 and again by another 100 percent in 2010

Company Facts

- Location: Waterloo, Ontario, Canada
- Partner Level: Certified Silver VAR
- Web site: www.sixspartners.com



“Epicor has enabled us to rapidly grow our business in a controlled fashion and has exceeded our expectations for the relationship they enable. Epicor truly is an innovative and visionary company, and we are honored to work with a recognized leader that is committed to building strong collaborative relationships with its partners.”

John Preiditsch, founder and president, Six S Partners

Founded in 2007, Six S Partners, Inc. is a consulting firm focused on operational improvement, with an emphasis on improved use of business systems technology. Six S Partners specializes in enterprise resource planning (ERP) support and training services aimed at helping businesses improve their bottom line.

Founder and president, John Preiditsch, has extensive knowledge and experience in the ERP market that stems from more than 24 years of software consulting and business ownership. A longtime software specialist, Preiditsch offers a new level of expertise when it comes to understanding what a customer is looking for from a technology standpoint. However, it's Preiditsch's deep appreciation for the evolution of the ERP marketplace that serves his reputation well for delivering value-added services to companies seeking single source enterprise applications as a means to achieve business process improvement and best practices. To help grow the business with award-winning products, Preiditsch teamed up with Epicor to widen Six S Partners' portfolio of offerings.

About Epicor

Epicor is a global leader delivering business software solutions to the manufacturing, distribution, retail, hospitality and services industries. Founded in 1984, Epicor serves 20,000 customers in more than 150 countries, providing solutions in over 30 languages.



With a focus on ERP software as it pertains to manufacturers and distributors, Six S Partners' specialty includes working with configure-to-order manufacturers that require specific skill sets unique to their particular industry. In addition, Six S Partners offers consulting services focused on leveraging a company's ERP system to help take control and manage lean period constraints.

Before he founded Six S Partners, Preiditsch was working as an independent consultant, and at the time he was representing an ERP product that was proving inefficient and wasn't keeping up with R&D investments. Meanwhile, Epicor emerged in the marketplace with a full Web services rewrite of its solution leveraging the Microsoft .NET Framework—something no other software company at the time had achieved.

Preiditsch's interest in Epicor peaked in 2004 when Epicor was on a mission to reinvent the company by putting a serious investment in their ERP product. As a result, in 2008, Epicor created a new fully converged ERP product called Epicor 9. According to Preiditsch, Epicor 9 was unlike any ERP solution in the market. But even prior to Epicor 9, Preiditsch had a close eye on Epicor as the company was making great strides and achieving industry "firsts" in the marketplace well before the company introduced its prized solution.

Exponential Business Growth with Epicor

In late 2007, Preiditsch opened Six S Partners and shortly afterwards became an Epicor partner in early 2008. Inside two years, Six S Partners experienced extensive growth.

"With the help of Epicor, in 2009 we were able to grow the company by 100 percent," said Preiditsch, as he explains how teaming up with Epicor quickly became a mutually beneficial partnership. "Together with Epicor's strong product suite and Six S Partners' approach to services and marketing in a down economy, we were able to grow again by another 100 percent in the first quarter of 2010. This marks a huge success since I was representing very few customers when I first started Six S Partners and I had zero customers coming into my partnership with Epicor," added Preiditsch.

With nearly 30 new customers today, Six S Partners has achieved exponential growth partnered with Epicor. It was discovered early on that Epicor's groundbreaking solution and Six S Partners' strong knowledge in the marketplace would serve both companies well.

As such, Six S Partners was the first Epicor partner to sell the Epicor 9 next-generation ERP solution.

Proven Technology

Having competed against Epicor in the past, Preiditsch took special note that if his customers didn't take a "deep dive" into the functionality of Epicor's product he had the upper hand and was able to win the sale with products he was representing at the time. However, this took a turn when Epicor introduced its next-generation ERP solution, making it even harder for Preiditsch to compete.

Before partnering with Epicor, Preiditsch was running a sales team in the United States and went head to head with Epicor. "Epicor's depth of functionality made it impossible for us to compete against," explained Preiditsch. "Following this experience, I saw an opportunity for a partnership relationship in Canada."

Having confidence in his ability to take his team and skill set, and leverage Epicor's new product, Preiditsch expressed his interest in partnering with Epicor to his fellow Canadian representatives and without delay became engaged with Epicor's partner recruitment team.

"It was immediately apparent that Epicor was focused on the value of selecting fewer quality partners versus signing up anyone who wanted in," said Preiditsch. "We knew Epicor had a vested interest in our success and that is what appealed to us the most during the recruitment process. We were also extremely confident Epicor was able to support Six S Partners' focus on delivering value-added customer service."

Ease of Selling Epicor Products

The complete nature of Epicor's total solution made Six S Partners confident in selling the product. "Epicor's modern, open architecture allows us to customize, tweak and tailor the solution in a much faster and efficient way that meets the unique needs of our customers," said Preiditsch. "Customers are attracted to the flexibility of the product as well as Epicor's proven reputation for delivering their solution at a lower total cost of ownership. Customers seek Epicor for these advantages and that is what keeps us competitive."

Preiditsch explains how implementing ERP software solutions can be particularly challenging and not always perfect. In recognizing that one of the biggest challenges is getting a customer to understand how the product will enhance their business, Six S Partners sees it as their job to help interpret the product's robust functionality.

Using XSOL®, a business process mapping tool, Six S Partners works closely with their customers to identify inefficiencies in their current workflow and resource utilization, and then defines new work procedures to improve business processes.

According to Preiditsch, as a partner you must be prepared to support your customers throughout the entire implementation process in addition to having a good business plan around how you are going to win business. Six S Partners finds that business process mapping makes it easier and faster for the customer to “buy in” on the business benefits inherent to implementing an ERP solution.

New Partner Ramp Up

Every new Epicor customer is a means for Preiditsch to grow the business. To Preiditsch’s satisfaction Epicor 9 is gaining great momentum.

“Customer adoption of the new solution puts my company in a great position to grow,” said Preiditsch. Within the first two months of their partnership, Preiditsch started recruiting more people who were skilled in ERP and knew Epicor’s product already.

In order to be a successful partner, Preiditsch explains the value of investing in training employees to learn the product to ensure a rapid delivery of support and services to customers. Additionally, it’s important to understand the dynamics between the channel and direct sales and learning how to work within that framework. Six S Partners’ deep understanding of the impact of the technology is what makes them so successful in selling and implementing Epicor’s next-generation business solution.

Training with Epicor

“We found the people at Epicor to be extremely helpful throughout the training process,” said Preiditsch. “At the time, Epicor was refocusing on their channel which proved to be very valuable as they recognized the need to do more with partners. In my experience, Epicor was very approachable and once they understood that Six S Partners was confident in selling and implementing their product, as partners we became very reciprocal in the knowledge transfer.”

Epicor’s Partner Certification and Training program is designed to ramp up its partners quickly and ensure success on their initial implementations.

Epicor and Six S Partners’ open and honest relationship satisfies both of their successes.

“Epicor is always available to fulfill any role where it is needed,” added Preiditsch. “Epicor has stepped in many times to give in-depth demonstrations where clear product expertise is required to win over a client.”

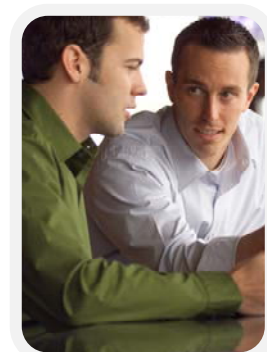
Certified Partnership Programs

Epicor seeks to build long-term relationships with organizations that are certified in Microsoft technology, are committed to delivering solutions to the midmarket, and value the opportunity to work with a recognized leader at the forefront of .NET platform and service-oriented architecture (SOA) adoption.

Celebrating many successes together as partners, Six S Partners has achieved Certified Silver Status for their knowledge, dedication and support of the Epicor suite of ERP software. In addition, as a Microsoft Certified Partner, Six S Partners provides tools and technologies that deliver value to today's information worker.

Together, Epicor and Six S Partners bring industry-leading solutions to the marketplace and implement these quickly and cost effectively to address the needs of small, mid-sized and large enterprises equally.

“Epicor has enabled us to rapidly grow our business in a controlled fashion and has exceeded our expectations for the relationship they enable. Epicor has delivered a product that has proven to leapfrog the competition and this unique mix has reinforced our decision to be an Epicor partner. Epicor truly is an innovative and visionary company, and we are honored to work with a recognized leader that is committed to building strong collaborative relationships with its partners,” said Preiditsch.



EPICOR®

Worldwide Headquarters

18200 Von Karman Avenue,
Ste. 1000
Irvine, California 92612 USA
Toll Free: +1.800.999.1809
Phone: +1.949.585.4000
www.epicor.com

Latin America and Caribbean

Bldv. Antonio L. Rodriguez #1882
Int. 104
Monterrey, Nuevo Leon, CP 64650
Mexico
Phone: +52.81.1551.7100
Fax: +52.81.1551.7117

Europe, Middle East and Africa

No. 1 The Arena
Downshire Way
Bracknell, Berkshire RG12 1PU
United Kingdom
Phone: +44.1344.468.468
Fax: +44.1344.468.010

Asia

238A Thomson Road #23-06
Novena Square Tower A
Singapore 307684
Singapore
Phone: +65.6333.8121
Fax: +65.6333.8131

Australia and New Zealand

Level 34
101 Miller Street
North Sydney NSW 2060
Australia
Phone: +61.2.9927.6200
Fax: +61.2.9956.8976