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### Sportsman's Guide Launches Epicor FFL Compliance Manager

#### ***Outdoor Sporting Goods Retailer Implements New Cloud-Based Firearms Compliance Tool to Stay on Par with Federal Firearms Laws***

Epicor Software Corporation, a global provider of [industry-specific enterprise software](#) to promote business growth, today announced that [Sportsman's Guide](#) has implemented the cloud-based firearms compliance solution, [Epicor FFL Compliance Manager™](#), to streamline the firearms compliance process in its retail outlet store.

Sportsman's Guide is a Saint Paul, Minnesota-based retailer that has been 'outfitting outdoorsmen' since 1977. The business' retail outlet store aims to provide customers with the guaranteed lowest prices on a diverse selection of name-brand outdoor gear, clothing, footwear, firearms and ammunition, power equipment, and more.

With a growing firearms and ammunition inventory, Sportsman's Guide decided that it was no longer practical to manage firearms compliance with a manual federal firearms licensees (FFLs) required 'bound' book for Acquisition and Disposition (A&D) recordkeeping. "Our firearms business is quickly expanding, so we came to the conclusion that now was the time to implement a solution that would streamline this time-consuming and complicated procedure," said Gary Kasper, firearms compliance and loss prevention manager, Sportsman's Guide.

#### **Strong Industry Partners and Functionality**

Sportsman's Guide selected the FFL Compliance Manager solution after evaluating other options and consulting the firearm industry's trusted compliance and operations experts at [Orchid Advisors](#). "In evaluating FFL Compliance Manager, Sportsman's Guide received excellent service throughout the review process, found solid product functionality, and worked in partnership with Orchid Advisors."

"Every firearm has to have an acquisition when it's obtained and a disposition when the firearm is transferred to a customer after having completed the 4473 federal form and the background investigation process, FFL Compliance Manager will expedite the entire firearms A&D process—helping us stay compliant and serve our customers more efficiently," said Kasper.

"Firearms compliance is a mandatory aspect of any FFL dealer's business," said Doug Smith, director, product marketing, retail and distribution, Epicor Software. "Sportsman's Guide saw that a manual



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Gary Kasper  
Firearms Compliance and Loss  
Prevention Manager  
Sportsman's Guide

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bound book was not going to suffice in order to keep the business running at full speed. We are excited to provide their business with tools it can use to stay compliant and operate efficiently.”

### **About Epicor FFL Compliance Manager**

Epicor FFL Compliance Manager software, created in collaboration with Orchid Advisors™, is designed to streamline transaction entry, reduce non-compliance risk, and quickly and easily generate the necessary reports for ATF inspections or inquiries. Ideal for entities of any size, the solution gives FFLs a comprehensive system to help them stay compliant and serve customers more efficiently. The cloud-based solution can be easily integrated with the leading Epicor Eagle retail business management system. The combination of the two solutions gives firearm dealers a comprehensive end-to-end solution that can protect and optimize every aspect of their businesses. Visit the Epicor FFL Compliance Manager [solution hub](#) to learn more.

### **About Orchid Advisors**

[Orchid Advisors](#) helps firearms manufacturers, distributors and retailers achieve compliance and operational excellence through education, technology, software and consulting solutions that reduce risk, cut costs, and provide expert guidance to make our clients' businesses more successful and efficient. Orchid Advisors is The Trusted Firearms Industry Compliance & Operations Experts and endorsed by NSSF, the National Shooting Sports Association. For more information, visit <http://www.orchidadvisors.com>.

### **About Epicor Software Corporation**

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements are built into every solution—in the cloud or on premises. With this deep understanding of your industry, Epicor solutions manage complexity, increase efficiency, and free up resources so you can focus on growth. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).

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