



## Epicor Success Story

# The Johnstone-Epicor Partnership

## Company Facts

- ▶ Location: Brooklyn Heights, Ohio
- ▶ Industry: HVAC
- ▶ Number of Stores: 350
- ▶ Web site: [www.johnstonesupply.com](http://www.johnstonesupply.com)



## Success Highlights

### Highlights

- ▶ Over 15 years of successful Johnstone-Epicor Eclipse implementations
- ▶ Dedicated Johnstone implementation processes and training resources
- ▶ Well-versed Johnstone data conversion specialists and setup
- ▶ Johnstone-specific implementation project planning tools

### Solution

- ▶ Epicor Eclipse

### Functionalities

- ▶ Automatic nightly updates of product, pricing, and costing data
- ▶ Automatic updates of Johnstone mailers and prices for customers
- ▶ Inventory sharing and visibility at participating Johnstone locations and distribution centers
- ▶ Automatic purchase order transmission to Johnstone, including the option for drop shipments to approved vendors
- ▶ Automatic updates of purchase orders with advance shipment notification
- ▶ Automatic creation of payables for Johnstone and approved vendors
- ▶ Honeywell and White Rodgers reporting options



Epicor is committed to being the software provider of choice for all Johnstone distributors. With our more than 15 years of experience implementing Johnstone accounts and more than a third of Johnstone stores already running an Epicor solution, many Johnstone distributors have realized benefits that only Epicor can deliver.

Our objectives in regards to Johnstone distributors are simple:

- ▶ 1. Listen to your specific needs as a Johnstone distributor
- ▶ 2. Develop functionality and services that will most impact your bottom line
- ▶ 3. Help you achieve greater profitability than your competitors who are running other systems

Epicor often talks about forming partnerships with new customers. But the following pages contain the proof, with specific advantages designed especially for Johnstone distributors. From special implementation services, to software functionality, to Johnstone-specific setups, you can see why Epicor has already become the software provider of choice for more than 30 Johnstone owner-groups.



## What Makes Epicor Unique?

Epicor is a leader in the distribution software industry, providing a wide spectrum of functionality that not only meets the specific needs of a Johnstone store owner, but expands your business potential.

- ▶ **Epicor AutoOrder** allows your customers to electronically submit orders directly from their system through their print, fax, or e-mail drivers with 100 percent accuracy, eliminating data entry for your business.
- ▶ **Strategic Pricing** typically results in a 2-4 percent margin improvement for distributors on affected items in the first year alone. This can mean an additional 30-40 percent to your bottom line. Epicor's exclusive partnership with Strategic Pricing Associates means you can't get this integration with any other software provider.
- ▶ **Interface with MITS** provides your executives with a powerful online business intelligence solution that offers a cost-effective way to gather, manage, distribute and analyze your business data. You can use it to improve both your understanding and the performance of your business across many functions—including sales, marketing, purchasing, expenses, inventory, employee productivity and process efficiency.
- ▶ **RF Warehouse Management** is a fully integrated, real-time warehouse management system that increases warehouse productivity, decreases shipping and receiving errors, and improves inventory accuracy. This real-time data transmission gives warehouse management the ability to verify receiving, put away, and picking activity; to set automatic replenishment and product movement guidelines; and to catch inventory discrepancies and perform cycle counts immediately.
- ▶ **Real-Time General Ledger (GL)**, accounts receivable (AR), and accounts payable (AP) system that can report on and control company performance, payables, cash collections, and cash flow. The Eclipse general ledger supports multi-company, multi-division, and multi-branch reporting, including consolidated reporting, along with customizable balance sheet and income statements, using the integrated financial report writer.

## Johnstone-Specific Set-Ups

- ▶ Product files
- ▶ Vendor files
- ▶ User authorization profiles
- ▶ User menus and screens
- ▶ Contact files

## Johnstone-Epicor Eclipse Customers (Headquarters Locations)

- ▶ Muskegon, MI
- ▶ Warminster, PA
- ▶ Jacksonville, FL
- ▶ Knoxville, TN
- ▶ Las Vegas, NV
- ▶ Tacoma, WA
- ▶ Columbus, OH
- ▶ Hammond, IN
- ▶ Houston, TX
- ▶ Fort Lauderdale, FL
- ▶ San Diego, CA
- ▶ Oakland, CA
- ▶ Albuquerque, NM
- ▶ Oklahoma City, OK
- ▶ Fayetteville, NC
- ▶ Kenilworth, NJ
- ▶ Tampa, FL
- ▶ Fresno, CA
- ▶ Cincinnati, OH
- ▶ North Highlands, CA
- ▶ Dayton, OH
- ▶ Dallas, TX
- ▶ Odessa, TX
- ▶ Providence, RI
- ▶ Florence, SC
- ▶ Montgomery, AL
- ▶ Jacksonville, NC
- ▶ Traverse City, MI
- ▶ Tulsa, OK
- ▶ Farmingdale, NY
- ▶ Albany, NY



## About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is 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 is built into every solution—in the cloud, hosted, or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).



Contact us for more information on Epicor Products and Services

+1.800.776.7438 [info@epicor.com](mailto:info@epicor.com) [www.epicor.com](http://www.epicor.com)

**Corporate Office**  
804 Las Cimas Parkway  
Austin, TX 78746  
USA  
Toll Free: +1.888.448.2636  
Direct: +1.512.328.2300  
Fax: +1.512.278.5590

**Latin America and Caribbean**  
Blvd. Antonio L. Rodriguez #1882 Int. 104  
Plaza Central, Col. Santa Maria  
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: +44.1344.468468  
Fax: +44.1344.468010

**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**  
Suite 2 Level 8,  
100 Pacific Highway  
North Sydney, NSW 2060  
Australia  
Phone: +61.2.9927.6200  
Fax: +61.2.9927.6298

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