

FOR IMMEDIATE RELEASE

Robert Bowden Selects Epicor BisTrack

Rapidly Growing Millwork Distributor Looks to Tighten Up Operations with Epicor Advanced Business Management Software

AUSTIN, Texas, July 22, 2014 – Epicor Software Corporation, a global leader in [business software solutions](#) for manufacturing, distribution, retail and services organizations, today announced that Robert Bowden Inc. has chosen the [Epicor BisTrack™](#) business management software to run their operations. Company executives decided to switch to Epicor BisTrack to improve overall order accuracy, information flow and inventory management.

Established in 1983, [Robert Bowden Inc.](#) is a privately-held wholesale building material supply and manufacturing corporation headquartered in Marietta, Georgia. Serving construction professionals in Georgia, South Carolina, North Carolina, Alabama and Tennessee, the company manufactures, assembles, sells, delivers, installs, and services a wide range of interior and exterior doors, windows, columns, moldings, siding and custom millwork.

Robert Bowden is growing significantly. The company was recently named a Top 100 Manufacturer by *Window and Door Magazine*, the 33rd Fastest Growing Private Company in Atlanta by the *Atlanta Business Chronicle*, and one of the 2014 Georgia Fast 40 by The Association for Corporate Growth.

Robert Bowden had been using a proprietary enterprise resource planning (ERP) system to run its operations. The one-off software served the company well throughout its early years, but has recently struggled to keep up with the company's spectacular growth. After much research and numerous discussions with BisTrack users, Robert Bowden executives decided to make the switch to the proven Epicor BisTrack solution to tighten up operations.

"We are enjoying tremendous success and growth thanks to our steadfast commitment to fast service, high quality products and great value," said Greg Lucas, chief financial officer of Robert Bowden Inc.

"When you are a small startup, you might be able to track your operations with spreadsheets, however when you reach a certain size it is important to have a system in place that will support, measure and report on your ability to maintain your core business values. BisTrack will give us the advanced controls and structure to make sure that we keep true to our principles."

Epicor BisTrack is a business management software solution designed to help pro-dealers and distributors of lumber, building materials and construction supplies better manage all aspects of their

businesses. BisTrack is a complete solution that offers all the functionality needed to process simple to complex transactions. The functional areas of BisTrack support counter sales and point of sale, quote and order management, inventory control, purchasing, CRM, manufacturing, delivery dispatch, finance, and credit control.

Robert Bowden plans to rely heavily on the Epicor BisTrack kit creation and management functionality. Kits can be a collection of items commonly sold together or a logic-based configurator that takes input from users and generates a manufacturing ticket complete with components and labor costs. They are convenient tools that ensure customers and the manufacturing department gets exactly what is required, and will be an essential part of Robert Bowden's business.

The Epicor implementation team is currently working with Robert Bowden to pre-configure the component list and program controls based on the company's complete product offerings. When completed, the kits will allow Robert Bowden employees to enter orders more quickly and with fewer errors, track and protect margins, improve picking and delivery accuracy, and track inventory at the component level. "BisTrack's advanced kit functionality is very exciting to us. We believe it is going to lead to fewer inventory adjustments and overall less inventory because of its comprehensive inventory tracking and management features," said Lucas.

"The Epicor sales and implementation teams have been tremendous technology and business partners," continued Lucas. "Epicor backs their technology solutions with industry veterans that really understand our business. These are people that have worked with building material distributors, and have a deep knowledge of how these businesses should be run. As we update our ERP system, we are collaborating with the Epicor team to learn LBM industry best practices and are taking the opportunity to also update many of our key business processes."

About Epicor Software Corporation

Epicor Software Corporation is a global leader delivering inspired business software solutions to the manufacturing, distribution, retail and services industries. With over 40 years of experience serving small, midmarket and larger enterprises, Epicor has more than 20,000 customers in over 150 countries. Epicor enterprise resource planning (ERP), retail management software, supply chain management (SCM), and human capital management (HCM) enable companies to drive increased efficiency and improve profitability. With a history of innovation, industry expertise and passion for excellence, Epicor provides the single point of accountability that local, regional and global businesses demand. The Company's headquarters are located in Austin, Texas, with offices and affiliates worldwide. For more information, visit www.epicor.com.

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