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Hydraulic Supply Company Selects Epicor Prophet 21

Leading Fluid Power Distributor Chooses Epicor for Industry Expertise and Increased Functionality to Support Aggressive Growth Plan

Epicor Software Corporation, a global provider of [industry-specific enterprise software](#) to promote business growth, today announced Hydraulic Supply Company has chosen Epicor® Prophet 21® as its new ERP solution to allow the company to continue enhancing its customer experience and support future plans for expansion.

Headquartered in Sunrise, Florida, [Hydraulic Supply Company](#) is a leading fluid power distributor of hydraulic, pneumatic, and industrial products. With more than 200 employees and 26 retail stores throughout Florida, Georgia, Alabama, North Carolina, South Carolina, and Tennessee, Hydraulic Supply Company is an established leader in the fluid power industry representing more than 100 top brands. The company was founded in 1947 to serve the local airline industry and remains family owned and operated today.

An ERP Solution for a Growing Business

To support an aggressive growth plan, the Hydraulic Supply executive team identified a number of key initiatives designed to expand its footprint, increase the company's revenue, and better serve customers. Senior leadership realized these objectives would require a more powerful ERP solution and began searching for a system that is user-friendly and intuitive, supported by an industry standard database, and would allow IT staff to customize and integrate applications, including the company's existing customer relationship management (CRM), ecommerce, and retail platforms. The executive team also agreed their selection must be able to seamlessly increase the company's retail presence and quickly deploy new products and services.



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John Serra, president
Hydraulic Supply Company

“It quickly became evident that our current software could not support the growth strategy our senior management team was planning to implement, so we went in search of a new solution. Most importantly, we needed a system that would allow us to mine and analyze our data to make smarter, faster decisions while we grow our company,” said Glenn Adams, chief information officer, Hydraulic Supply Company. “In the end, Prophet 21 met all of our key criteria and was an easy choice to support our strategic growth initiatives.”

“Our software solutions are designed to be as intuitive as they are powerful, so Epicor customers and their employees become proficient quickly and can access the information they need to work faster with fewer distractions,” said Michael Goeke, product marketing manager, Epicor. “Prophet 21 offers distributors the resources they need to build leaner, stronger, and more agile businesses.”

Customer Experience a Key Consideration

In addition to the modern design and functional capabilities of Prophet 21, early indications of Epicor’s approach to customer service stood out to Hydraulic’s executive leadership as they evaluated different solutions during the sales process.

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Goeke added, “We are thrilled to have Hydraulic Supply Company join the Epicor family, and we look forward to expanding our relationship and watching the company grow with Prophet 21.”

About Epicor Prophet 21

Leveraging a half-century of distribution industry knowledge and expertise, Epicor Prophet 21 is an end-to-end distribution solution offering deep functionality – from open ecommerce platforms to mobile sales and field services, wireless sales counters and warehouses, advanced inventory management, and customer optimization tools. Visit the Epicor Prophet 21 [solution hub](#) to learn more.

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.

About Hydraulic Supply Company

Hydraulic Supply Company has been stocking and distributing over 20,000 Hydraulic, Pneumatic, and Industrial products throughout Florida, Georgia, Alabama, North Carolina, South Carolina, Tennessee and Latin America for nearly 70 years. With 26 retail stores and 1 Distribution Center in Sunrise, Florida the company is looking to expand its presence and product & service portfolio to meet its growth strategy. Visit Hydraulic Supply at www.hydraulic-supply.com.

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Contact: Lauren Covello
 Specialist, Public Relations
 Epicor Software Corporation
 +1 512 278 5365
 lauren.covello@epicor.com