

FOR IMMEDIATE RELEASE

Seconique Selects Epicor ERP to Replace Business Systems

Improving Efficiency of Multi-Channel Wholesale and Distribution Operations

AUSTIN, Texas and LONDON, UK, January 22, 2015 -- Epicor Software Corporation, a global leader in [business software solutions](#) for manufacturing, distribution, retail and services organisations, today announced that [Seconique PLC](#), one of the largest independent importers and wholesalers of flat pack furniture in the UK, has chosen the [Epicor ERP](#) version 10 next-generation enterprise resource planning (ERP) solution.

Established in 1986, Seconique has sites in the UK and Northern Ireland. Over the last 20 years the web has become a significant sales channel for Seconique, with a large proportion of orders now placed online. Originally the business was based mainly on cash and carry processes, then delivery to retailers, but is now increasingly focused on online orders and offering drop-ship services, preparing deliveries to go directly to its customers' customers. The aging ERP solution at Seconique is making it difficult to operate the business and process orders as efficiently as possible in a more complex business environment.

"Currently we have to move data between systems and rekey it which can lead to human error, and stops our web order system working at optimum efficiency," said Philip Jones, chief financial officer at Seconique. "Implementing a modern ERP solution will mean all of our order channels and processes happen in a single system, with processes determined by us, not the system."

The existing system constrains the business through its lack of flexibility, forcing staff to find ways around it to deliver the customer service that Seconique is recognised for in its industry. The new Epicor ERP solution will be responsible for stock management, orders, warehousing and finance, with its use eventually extended to all staff through mobile devices and new picking processes on the shop floor.

Seconique reviewed 15 industry solutions, with nine invited to present. The functionality and ability to customise Epicor to meet business process needs without involving external developers, or changing the underlying codebase were highlighted as significant advantages over the competition. Investment in online research and development at Epicor, and the UK User Group community, were seen as demonstrating the company's long-term commitment to its customers and UK manufacturers.

“We really liked the product, but also the partner we will be working with, Epaccsys, has a great team that understand our business,” added Jones. “They have helped us with product demonstrations, site visits to other customers, and are guiding us closely through the whole implementation process.”

“Wholesale and distribution business need to operate in as lean a way as possible with well managed stock and delivery operations,” concluded Steve Winder, regional vice president for Epicor in the UK and Ireland. “Competition is high and customers can quickly move to other providers if they are let down. Epicor ERP provides specialist feature sets for these markets and is able to expand with your business to take advantage of new channels or business processes that you may want to adopt. Business software should always be an enabler and inspiration, not a barrier to progress. That flexibility is something at the heart of how we develop Epicor ERP.”

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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