EPMS

Focused on You

Print MIS

Providing powerful solutions to the Print and Graphic Arts Industry for over 25 years.

ABOUT EPMS

Founded in 1989, today, EPMS is one of the most sought-after print MIS Solutions providers in North America. Whether you are replacing a legacy MIS or looking at systems for the first time, EPMS will provide you with a management system that will grow and change with you for years to come. Delivery of the most powerful print MIS solutions is the core of our business model and we are one of the few companies worldwide that can offer robust, fully integrated print MIS solutions to printing companies of any size or type. From simple quoting to sophisticated client relationship management, accounting, and JDF integrations, our products eliminate the need for clients to continually change management system vendors. You will have real time access to information about every aspect of your business. Product flexibility and scalability, along with our strong integration partnerships, distinguishes us from our competitors at all levels.

Since our inception, we have continually evaluated industry changes and issues, and have rewritten and updated our EPMS product lines to reflect the changing times and technical innovations embraced by our industry. The strength of commitment to product development is evident in the depth and scope of our integrated product suites in use worldwide by hundreds of successful printing companies. While delivery of powerful MIS solutions is the core of our business model, we also understand that an extraordinary product must be supported by extraordinary service. Quick response, listening to client needs, and continual product enhancement are all testimony to the high level of commitment to exemplary service and support that is the backbone of our company.

EPMS offers an array of services that exceeds even the most demanding of client expectations. To maintain this reputation, we have created a comprehensive and professional project management and implementation planning methodology that is unparalleled in the printing and graphic arts industry. It has been designed to ensure that implementations are smooth, efficient, and cost effective. Our Project Management and Implementation team is a highly professional group of people with roots in the printing industry and real life work experience in printing companies. Implementations are guided carefully by this team and managed to conclusion on time and within budget.

Customer Service Modules

EPMS' Customer Service modules provide printing companies with the tools that enable us to manage all of our customers' details, while offering an unparalleled level of customer service – service that differentiates EPMS from the competition, and keeps our clients coming back.

Production Modules

Solid business decisions are fueled by accurate and high quality information – information that helps printing companies maintain their competitive edge in a rapidly changing marketplace. EPMS' Production modules are the vehicles that deliver that information, in real time.

Financial Modules

Every business needs solid financial systems that provide strong management controls. EPMS' fully integrated financial suite delivers instantly accessible and accurate financial data, with full drill down capabilities and a large library of standard financial reports.

Solutions Partners/Integrations

Over time, EPMS has developed a wide range of communication interfaces to various third party applications. These applications include common retail Accounting Package, E-Commerce front end systems developed by one or more of our Business Partners, and a generic Paper Import Utility that can be used with Paper Suppliers.

Product Support

A print MIS is only as good as the support system behind it – a concept that EPMS fully understands. The EPMS Support Plan is built around this concept, enabling our customers to stay on the cutting edge of technology.

Product Services

EPMS' training services are designed with tried and true methodologies that provide not only a clear implementation path, but also the flexibilities to meet an individual company's needs. Several levels of training are offered and include on-line sessions, classroom, on-site and refresher courses.

Customer Service Modules

CRM

Your customers and prospects are two of the most important assets in your business. EPMS knows that competitors will always be around to take these two assets away from you and we have developed our CRM module to help you focus on client retention and outstanding customer service. In order to do so, you need to have every bit of information about your clients and your sales prospects at your fingertips, in real time and in one place. The CRM module will provide executives and staff with a global graphical view of corporate sales and financial and production performance, while at the same time managing all aspects of customer and prospect-related details. Fully integrated with the EPMS print management system, the CRM module pulls together all the business critical information about your company into one module that is both customer centric and business centric.

Some of the key features of this module are:

- Built-in e-mail functionality
- Optional Outlook Integration
- Ability to track estimates, orders, client correspondence and sales activities all from one module
- User customizable views and lists
- Access to all client related sales notes, e-mails, history, request for quotes, jobs and estimates
- Customizable user-specific Favorites Tab presents calendars, task lists, and e-mail notifications
- Instant access to commonly used applications and documents
- Customizable Report Tabs to show only reports that the user commonly accesses
- Customizable dashboard provides quick access to various charts, gauges and graphs
- Ability to easily monitor sales activity, production performance and finance – security protected
- Dashboard widgets provide instant drill-down capability to reports supporting the graphical detail
- Ability to manage tasks, reminders, meeting schedules
- Pop-up and e-mail notifications
- Real Time Key Performance Indicators
- Identification of top customers
- Customer Level Budget/Forecast Management and Tracking
- Ability to create a sales budget forecast that will show actuals vs. estimated performance
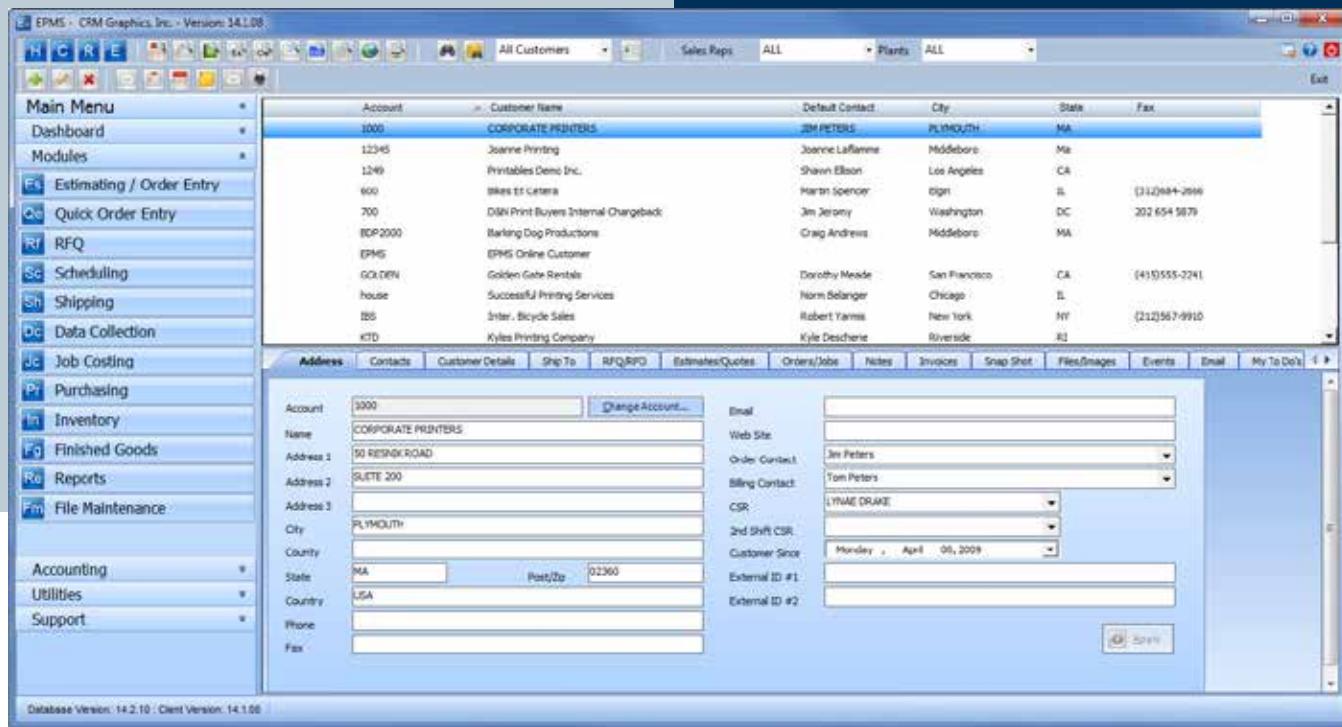
Customer Service Modules

RFQ

The Enterprise RFQ/RFO module is both a client and browser based application. The primary users of this module are sales people and internal staff who work remotely from the office to request Quotes or enter Orders by entering specs selected from a controlled list of materials and Prepress and Postpress processes. Templates may also be provided for easy selection by the user. Pricing is then made available on the web site for the customer to view and accept as well as convert to an order, once a Request for Quote or Request for Order is placed. While this module is not meant to take the place of an external Web 2 Print application, there are times when it might make sense to give certain clients access to this module when they want to request a quote.

Some of the key features of this module are:

- Uploading of files prepared by the customer to accompany RFQ
- Select whether a Sales rep or CSR receives a confirmation email when an RFQ or RFO has been entered
- Utilizes a customizable Wizard to give the user an easy step by step process when entering an RFQ
- Feeds directly into estimating system in real time so the estimator does not have to rekey any of the data entered through the RFQ
- Online quoting option available so that certain user defined wizards can give an instantaneous price quote online
- Designed to be used remotely, and particularly useful for sales reps out in the field
- Client and Browser based version of the application both available
- Ability to view Quote online once the RFQ has been turned into an estimate
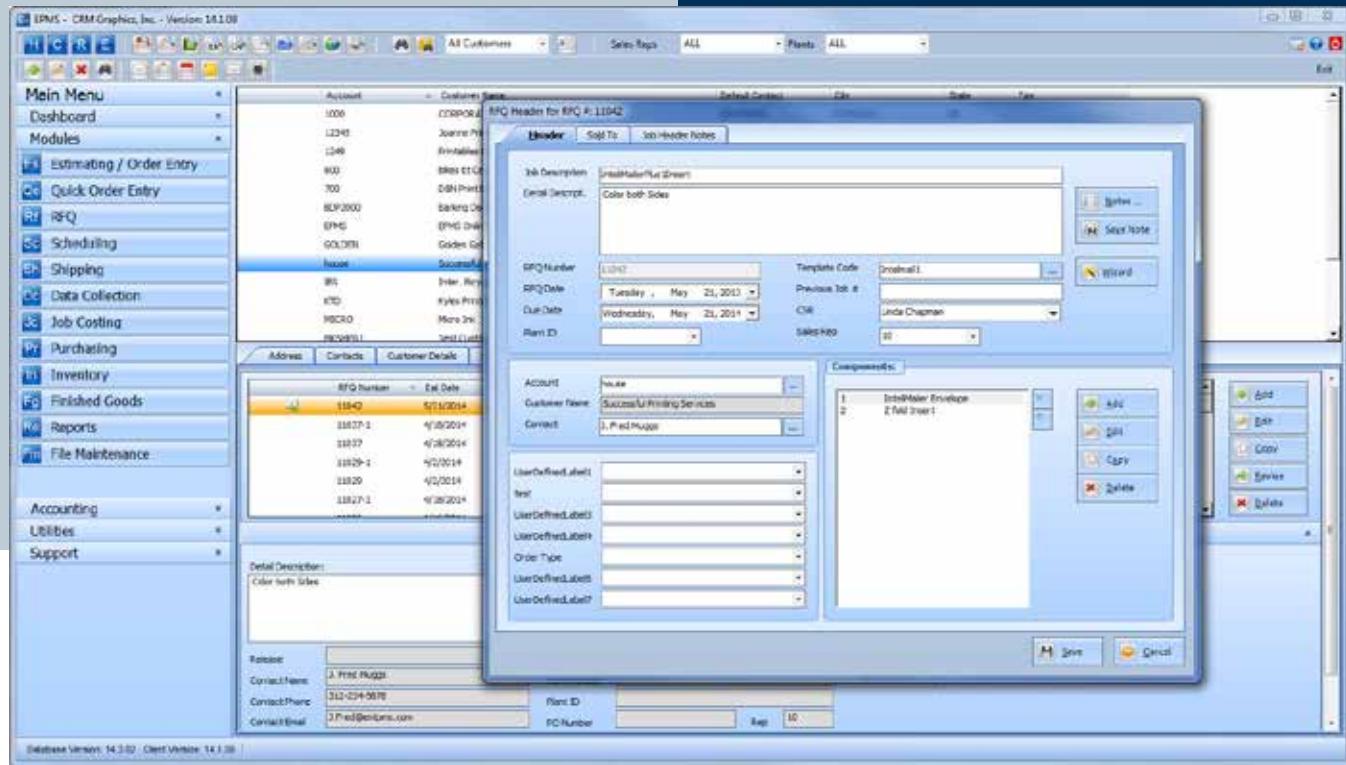
Customer Service Modules

ESTIMATING

Producing profitable jobs is the goal of any printing business. The Enterprise print management system provides the tools to help company managers reach that goal. At the heart of the Enterprise system is the Estimating module. It is the foundation upon which the rest of the system is built. This module streamlines the entire quoting, order entry, and job planning processes from the time the quote is entered until the time comes to schedule the job and requisition stock. Comprehensive standard reports will help managers analyze key areas of the quoting/order entry process, while at the same time providing information on why jobs were won or lost.

Some of the key features of this module are:

• Ability to handle/combine multiple styles of workflows in one place and even combine them into one job - Digital, Sheetfed, Web, Flexo, Mailing, Finished Goods, Business Forms, and even custom workflow types. This removes the need to manage different workflows in different applications and/or to have to unnecessarily split estimates and orders into multiples

• Configurable Wizard Functionality that will streamline the process of entering estimates into the system. The Wizard will guide the user through the necessary questions based on the type of product they are entering. This reduces mistakes and allows less knowledgeable users to create more sophisticated jobs more easily and more accurately

• Powerful Price Setter feature that assists the user in being able to more efficiently negotiate price on a job without losing sight of suggested estimate price, profitability, and value added

• Well integrated with a Request For Quote/Order module to more effectively deal with the hand off from Sales/CSRs to Estimating/Job Planning. This capability alerts Estimating that there is a request and gives them an easy way to view/edit/and quote these requests once they've come in

• Very easy search/sort/retrieval capabilities that allow you to keep as much historical data as you want and be able to easily retrieve past estimates and make new copies from them. Users can also setup their own personal favorite searches and also their own default search in order to reduce the time it takes to get the information that you need

• Extensive Customer based pricing capabilities that allow the system to automatically implement any special customer pricing, discounts, markups, etc. when applicable

• Unique multi-plant capabilities that help users manage and plan estimates across multiple plants more efficiently

• Automated alerts and warnings that help prevent mistakes such as incorrect sizes, minimum/maximum sizes, forgetting to enter Paper and Inks, using a press capable of running the job, etc

• Ability to attach and maintain files against an estimate. For example PDF files, Word Documents, ZIP files, email correspondence, shipping/mailing lists in a spreadsheet, etc. Users will be able to view these attached files on demand

• Request for Proposal capability that will let users enter and maintain multiple RFP bids for outside services against the estimate/order. This saves you time by giving you a central/easy to use place to request multiple bids from multiple vendors for a single outside service

• Integration to Outlook and other email servers to allow for easy sending of various documents (i.e. Quote Letter, Acknowledgement, Invoice, etc.) via email as an attached PDF. No need to get up and go to a fax machine or even save a PDF file first to the hard drive before attaching it to an email. One click of a button and you're there

• Extensive Template database to allow the user to store a library of commonly used estimates and provide easy retrieval of these templates to make data entry quicker and with fewer mistakes

Customer Service Modules

ORDER ENTRY

While the Estimating module is at the heart of the Enterprise system, Order Entry, it's sister module, is equally important. Not every job needs to be estimated and Enterprise allows the user to enter job information without the need to first create an estimate. Not only can orders be entered by your staff, they can also be entered into a third party Web 2 Print application that integrates with Enterprise, thereby creating a job number and a job ticket.

Some of the key features of this module are:

• Order Entry will handle multiple styles of workflows in one place and combine them into one job – workflows such as Digital, Sheetfed, Web, Flexo, Mailing, Finished Goods, Business Forms, and even custom workflow types.

• Well integrated with a Request For Quote/Order module to more effectively deal with order information from Sales/CSRs to Job Planning. This capability alerts Order Entry staff that there is a request and gives them an easy way to view and edit these requests once they've come in

• Very easy search/sort/retrieval capabilities that allow you to keep as much historical data as you want. Easily retrieve past orders and make new copies from them. Users can also setup their own personal favorite searches and also their own default search in order to reduce the time it takes to get the information at your fingertips that you need

• Creates multiple styles of job tickets, all of which are easily customizable.

• Unique multi-plant capabilities that help users manage orders across multiple plants more efficiently

• Automated alerts and warnings that help prevent mistakes such as incorrect sizes, minimum/maximum sizes, forgetting to enter Paper and Inks, using a press capable of running the job, etc

• Proactive Inventory alerts and auto requisitioning of materials that are low. This proactively warns the user when placing an order if stock is low based on the requirements of the job and it will even auto generate a requisition to Purchasing

• Ability to attach and maintain files against an order. For example PDF files, Word Documents, ZIP files, email correspondence, shipping/mailing lists in a spreadsheet, etc. Users will be able to view these attached files on demand

• Request for Proposal capability that will let users enter and maintain multiple RFP bids for outside services against the order. This saves you time by giving you a central/easy to use place to request multiple bids from multiple vendors for a single outside service

• Integration to Outlook and other email servers to allow for easy sending of various documents (i.e. Quote Letter, Acknowledgement, Invoice, etc.) via email as an attached PDF. No need to get up and go to a fax machine or even save a PDF file first to the hard drive before attaching it to an email. One click of a button and you're there

• Extensive Template database to allow the user to store a library of commonly run jobs and give the user easy retrieval of these templates to make data entry quicker and with fewer mistakes

• Change Order capability to give users a way to easily capture Change Orders up front and attach them to the job. This will improve efficiency in both production and billing since the Change Orders will automatically update the job ticket and show in red and alert users in Data Collection when change orders exist. On the billing side it will ensure that additional line items will automatically be created on the invoice for the changes orders so they are not forgotten

Production Modules

INVENTORY

The Enterprise Inventory Control module is a management tool that will provide real assistance in the management and control of sheet stock, roll stock and standard item materials. Inventory turns, valuations, and levels are easily monitored, and management reports provide key data for purchasing decisions, stock level control, and stock investment decisions. When used in conjunction with the EPMS Multi-Plant/Multi-Company licenses, users have the ability to view, monitor and manage inventory across multiple locations. The Inventory module is integrated with all necessary modules in the Enterprise system. EPMS also has several integration tools that will allow you to import inventory items from paper manufacturers and distributors.

Some of the key features of this module are:

• Ability to manage sheet stock, roll stock, standard items, inks and plates

• Handles LIFO, FIFO, Average and Standard valuations

• User definable database

• Allows for an unlimited number of stock items and categories

• Allows monitoring of inventory across multiple plants

• Bar coding of inventory items (requires bar code scanner module)

• On hand, on order and allocated items automatically tracked

• Vendors identified with unique vendor id's for each inventory item

• Stock data imported from vendor electronic files

• Comprehensive reports to monitor inventory by job and by individual roll, as well as by current on-hand, allocated and available status

• Monitors re-order levels and on-order items

Production Modules

FINISHED GOODS INVENTORY

Printing companies need to offer diverse services to remain competitive in a fast paced marketplace. Managing and warehousing finished goods inventory for clients is quickly becoming one of the most popular services offered by printing companies today. The Enterprise Finished Goods Inventory module will provide the tools that help printing companies offer real fulfillment services, thereby creating a true competitive edge to the business. Tracking and monitoring finished goods inventory and controlling all of the associated costs are simplified with the use of this highly functional management tool. Used in conjunction with the EPMS browser-based Finished Goods Orders module, you'll have a powerful tool to not only manage the inventory but also to allow clients to both monitor stock levels and place on-line orders against their warehoused inventory.

Some of the key features of this module are:

• User definable database

• Inventory level tracking in real time

• Ability to track and store kits in both assembled and unassembled form

• Ability to track inventory in multiple locations

• Ability to identify and group inventory by product category or by customer

• Ability to generate picking lists for full kits or for individual parts

• Ability to attach images to all items

• Bar coding to identify and receive goods

• Comprehensive reports to analyze availability, on hand values, re-order levels, backorder status, allocations, and adjustments
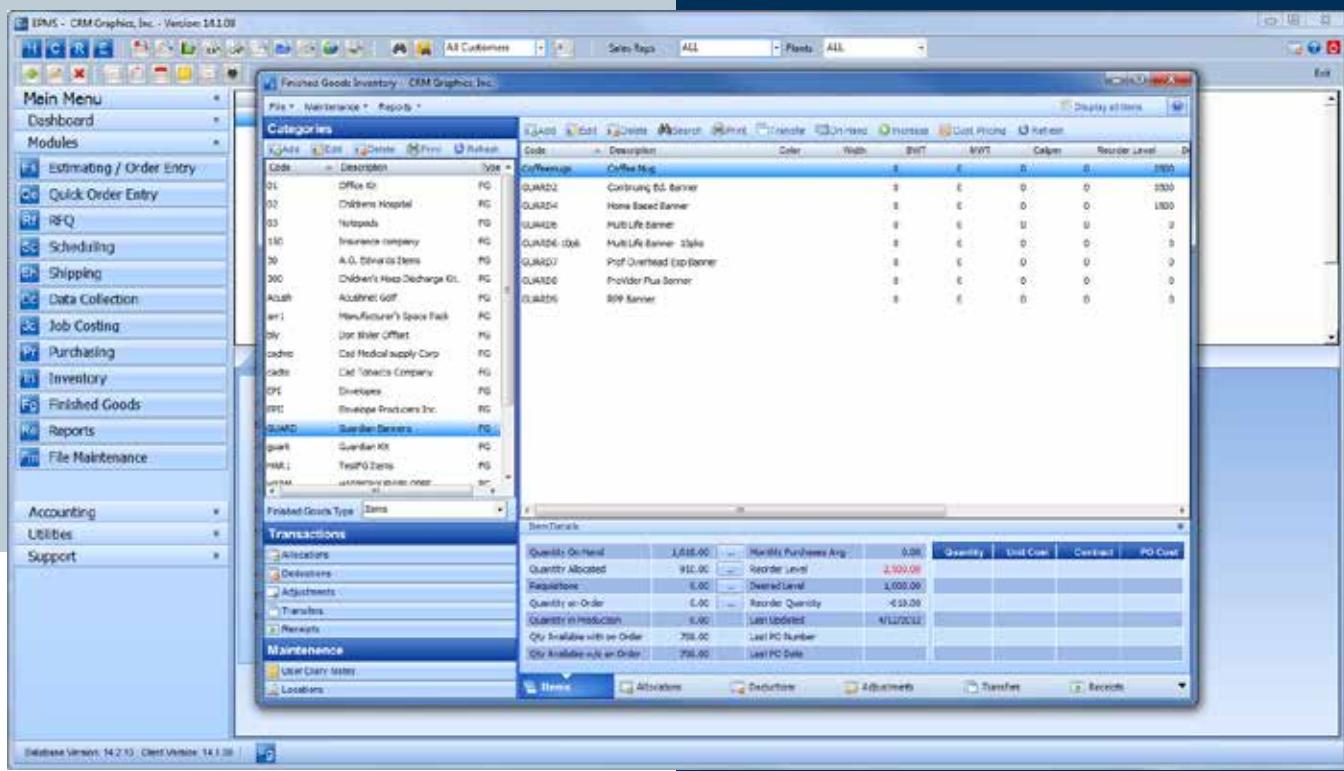
Production Modules

PURCHASING

The Enterprise Purchasing Module streamlines and simplifies the entire purchasing process by saving time, ensuring accuracy, and helping to maintain control so that nothing slips through the cracks. When used with the Inventory Control module, accuracy in the receipt of goods and adjustments to inventory is ensured. Comprehensive reports provide information on all open and closed purchase orders; by vendor and job, with the added advantage of providing instant access to historical data.

Some of the key features of this module are:

• Full integration to Inventory Control and Enterprise Accounts Payable

• Ability to raise purchase orders for both job and non-job related goods and services

• Ability to customize purchase order forms

• Management of material receipts

• Ability to store comprehensive vendor data base

• Ability to store vendor price lists and discounts

• Ability to track status of all purchase orders

Production Modules

SCHEDULING

The Enterprise Scheduling module is designed to assist busy printing plants with the management of production workflow and job planning in an easily accessible graphical display format. Fully integrated with the other Enterprise modules, the Scheduling module provides detailed job information on all cost centers, in real-time. Readily accessible shop capacity load and job status detail data help to identify production problems before they escalate. When used in conjunction with the Job Costing and Shop Floor Data Collection modules, the scheduling module will display real-time job and cost center status as the job moves through the shop. For multi-plant organizations, the ability to schedule work across plants, and see cost center capacities at each location, streamlines the entire job planning process and enhances customer service efforts.

Some of the key features of this module are:

- Ability to Auto Schedule or manually schedule jobs
- Ability to schedule jobs forward or backward from specific due dates or start dates
- Optimization calculations based on loads and capacities
- Production sequences for cost centers easily established
- Graphical displays of cost center and process status are easily accessible
- Extensive drill down capabilities for instant information
- Readily available Master Schedule reports
- Comprehensive job tracking reports
- Gang run scheduling capability
- Ability to schedule jobs across multiple plants
- View job related data such as Outside Purchase and material status
- Ability to by drag and drop work among similar cost centers
- View change orders
- Ability to create "what if" planning scenarios
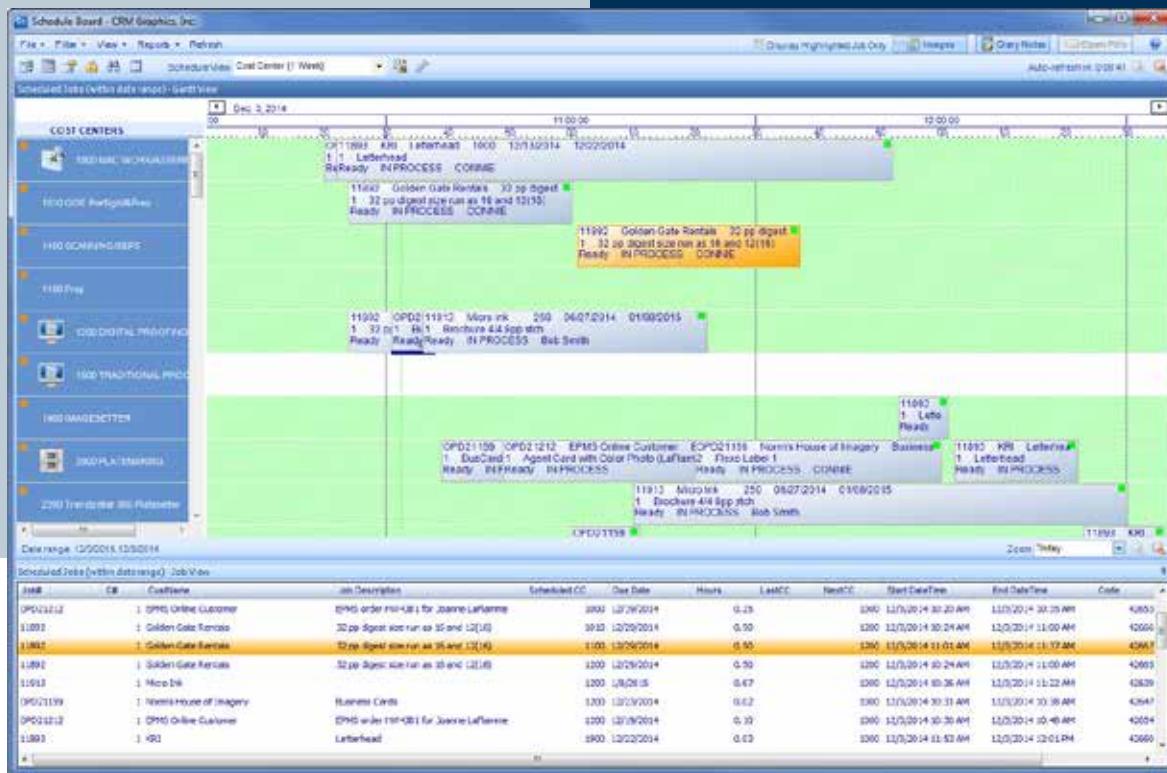
Production Modules

DATA COLLECTION

The Enterprise Data Collection module is the perfect complement to the Job Costing module. Data collection from the shop floor eliminates the need for any manual data entry regarding costing and production detail. When the Data Collection module is used on the shop floor, all job related detail is captured in real-time as the job moves through the plant. Data capture is done via the use of PC's, Thin Clients, and certain mobile devices.. Bar coding devices may also be used in conjunction with the data collection terminals. Management can determine the level of detail needed for costing and data collection at the time of module set up.

Some of the key features of this module are:

• Ability to capture data via pc's, thin clients, and bar code devices

• Ability to collect data on ganged jobs

• Ability to handle multiple shifts in a plant

• Easy set up of crews and helpers

• Electronic job tickets visible at each terminal location

• Change orders instantly visible to production employees

• When used with the Inventory module, automatic adjustment of inventory as stock is used

• Allows data collection of concurrent work

• Allows live job status visibility

• Efficiently allows cost center and material selection specific to current job
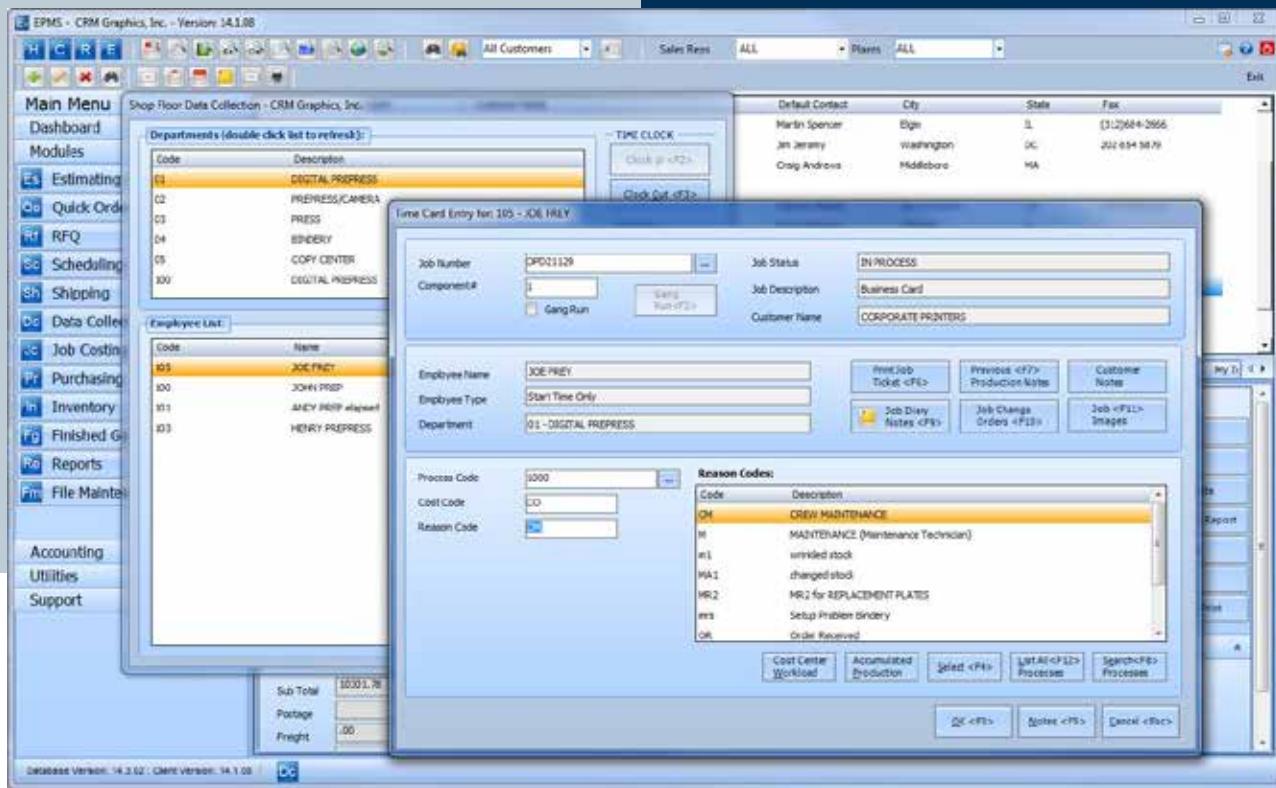
Production Modules

JOB COSTING

The ability to measure each job's contribution to the bottom line is essential to the production of profitable, high quality work. The Enterprise Job Costing module will provide management with the tools to analyze and manage data from the shop floor in real-time. Ready access to job profit and loss detail along with information regarding equipment and employee performance will facilitate job related costing decisions when profitability is involved. While Job Costing can be used without Shop Floor Data Collection, it is most valuable when used with that module.

Some of the key features of this module are:

• Cost Center analysis reporting

• Employee productivity reporting

• Estimated vs. actual analysis

• Material usage reporting

• Ability to track employee and cost center productivity

• Ability to track house errors and client change orders through to the shop floor

• Ability to track non-chargeable time and processes

• Ability to allocate gang run costs across all ganged jobs
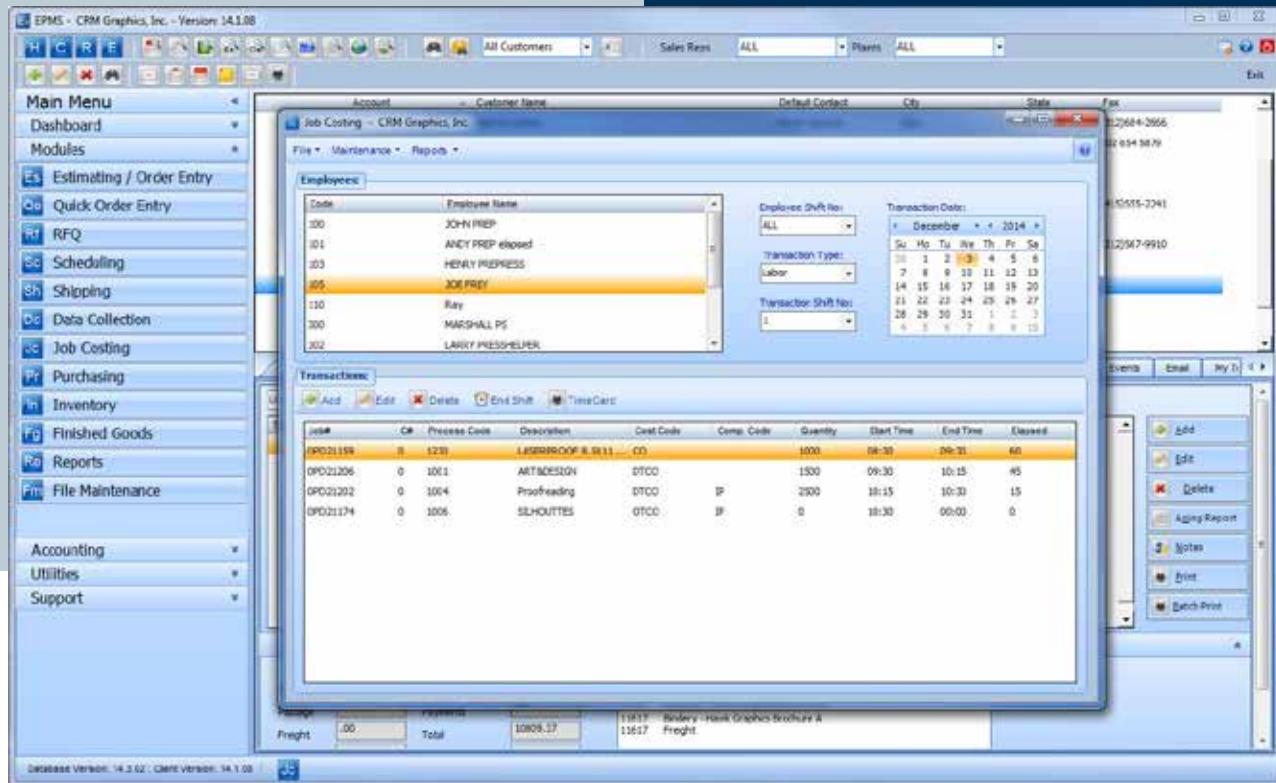
Production Modules

SHIPPING

The Shipping Module in Enterprise will enable the client company to efficiently manage the movement of products and materials to a customer, a vendor for Outside Services, or directly to the in-house inventory for both completed items to be used in fulfillment services, as well as preprinted shells held for further production operations.Shipping lists may be imported within the module; allowing for error free handling of large lists of destinations. Each shipment entered into the system can be composed of one or several packages, where each package may be identified with a unique identifier, or several may be grouped for a single consolidated shipment. The module can be interfaced with various carrier systems integrating shipping charges and tracking information in the database. The controls available to be set as defaults within the system allow for simple status change of jobs from In Process to Completed preventing inadvertent delays.

Some of the key features of this module are:

• Easy to understand and use controls

• Ability to ship to multiple addresses

• Automated List Imports

• Automated closeout of orders including invoicing is available

• Split shipments

• Mandatory deduction from inventory of Finished Good items

• Integrated listing of customer specific ship to addresses

• Defaulted client preferred shipment service levels and carrier preferences by destination

• Direct link to accounting modules and specific and freight accounts
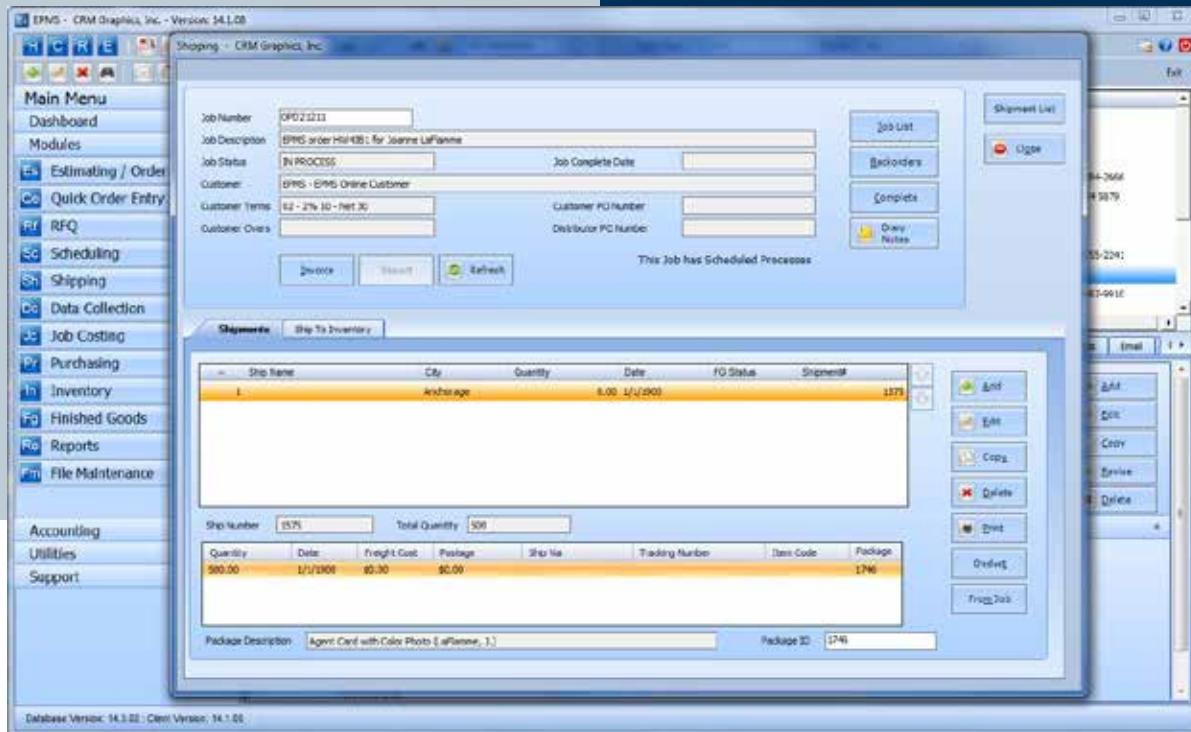
Financial Modules

ACCOUNTS RECEIVABLE

The Enterprise accounts receivable module is a client based application and is a complete AR module that is capable of handling all your receivable needs, from invoicing to customer payments and reporting. Because the Enterprise accounting system is directly integrated with the MIS system, a user has visibility to all jobs that are entered to the system from within the job close out section. A user is able to see valuable information at this stage, such as the total recorded actual cost, whether there are prepayments recorded against the job, and even print out the estimated vs. actual report.

During the receipt of payment process there are a number of options available to satisfy any and all needs to record the allocation of payment appropriately. A user will mainly elect to allocate against an invoice or invoices; however there is the ability to record the payment against a specific job number, thus creating a prepayment. There's the added ability, while recording payment, to choose to write off the invoice, if short paid, or to write off the receipt if overpaid.

Additionally, you will find credit note transactions, as well as credit and debit journal transactions available. These transactions allow you a broad range of options to properly and accurately record transactions that need to be applied to a customer account, and perhaps offset an already entered transaction such as an invoice to be written off or otherwise credited.

Furthermore, this module allows for great ability to view information entered at a transaction level as well as at a customer level. There is also a full suite of reports allowing for a wide array of information at your quick disposal. These reports include, but are not limited to, the customer aging report, statements, various sales reports, tax reports, transaction based reports, etc.

Some of the key features of this module are:

• Job close-out function where a user is able to review certain job level information prior to generating the invoice

• Offers plenty of flexibility during invoicing to invoice a single job multiple times as well as invoice multiple jobs on a single invoice

• Ability to record payments against both invoices as well as against a job number

• Includes debit and credit journal transactions

• Full suite of reports for all your accounts receivable reporting needs

• Includes postage tracking in order to maintain customer balances for postage record keeping

• View data at a transaction level, batch level as well as at a customer level

• Wide range of options/settings to help conform the module to work best for your specific needs
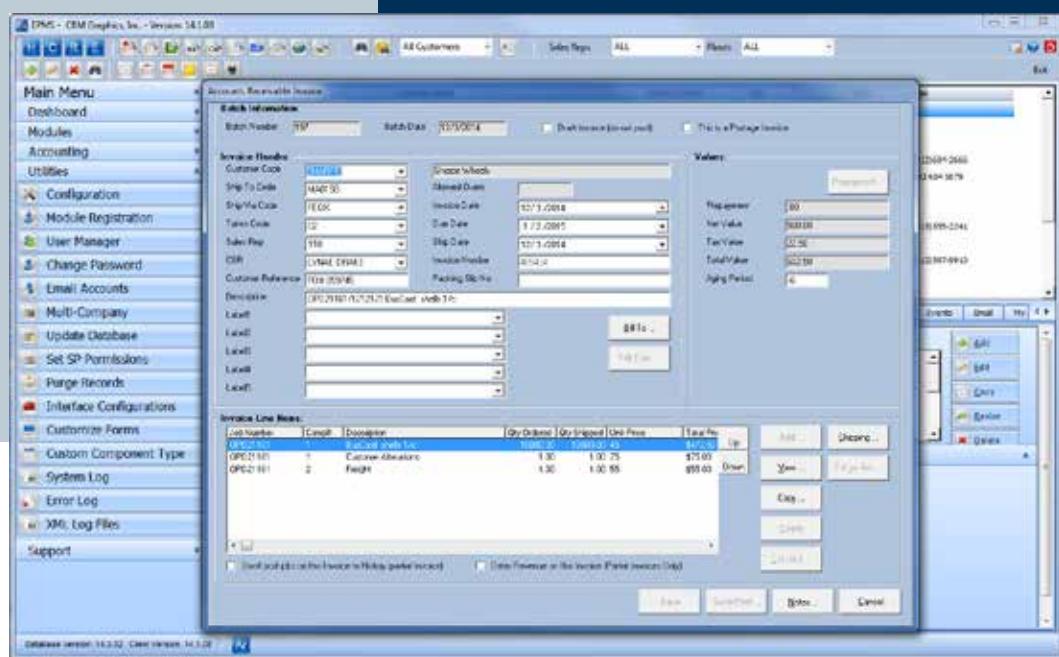
Financial Modules

ACCOUNTS PAYABLE

The Enterprise accounts payable module is a client based application and is a complete AP module that is capable of handling all of your payable needs from generation of vendor invoices, to issuing of checks and reporting. Because of the integration between the accounting modules and the main MIS system, a user will have visibility to purchase-order data from within the payable invoice entry screen-making it a very simple process to turn a purchase order into a supplier invoice.

A user has a number of options available when selecting which invoices to choose for payment, such as filtering by supplier, filtering based on how old the invoice is, filtering based on discount information. The user can also use a manual method, while at the same time sorting by supplier and selecting a number of invoices at once to quickly add to a payment batch.

A user can also expect to find the ability to enter manual checks that do not require an invoice, credit note transactions, credit and debit journal transactions. The available transactions allow a user to record any and all transactions that would be necessary to fully and accurately record all payable entries.

The module also includes great ability to view information entered at a transaction level as well as from a supplier level. A user can also expect to find a wide array of reports available. These reports include, but are not limited to, the vendor aging report, 1099's, purchase reports, checks/ remittance advice, etc.

Some of the key features of this module are:

• Easily turn a purchase order into a supplier invoice while being able to verify the receiving information done against the purchase order

• Enter discount information on the invoice and the check will be written automatically with the discount taken

• Utilize a number of options to select invoices that you wish to pay and have added to a payment batch

• Ability to enter manual checks that do not require an invoice to be generated

• View information from a transaction, batch or supplier level

• Ability to place certain invoices and/or suppliers on hold and prevent un-wanted invoices from being paid

• Utilize a full suite of accounts payable reports

• Set up vendors in such a manner that will print out a balance for the vendor on a 1099 report
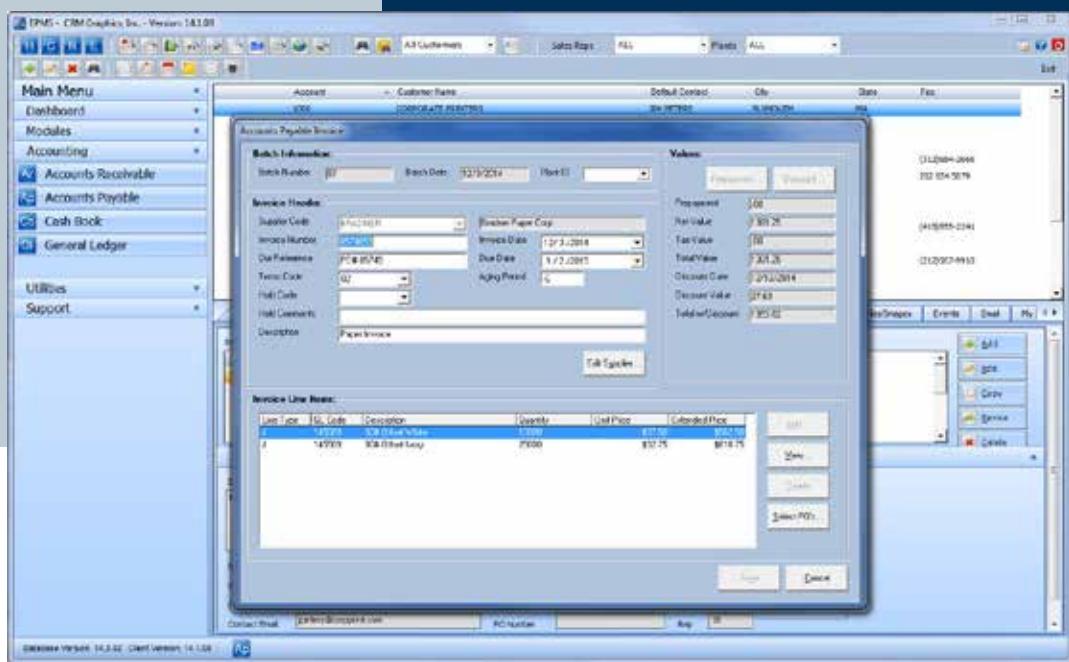
Financial Modules

GENERAL LEDGER

The Enterprise general ledger module is a client based application and comes complete with a wide range of abilities from creating journal entries, to reporting, to viewing data on screen based on transaction level, account level, and journal entry level. The accounting modules are all directly integrated in real time, so, as batches are being posted from AR, AP or CB, the general ledger module is being updated in real time with the entries. There is no second step required to accept the data to the GL.

Users will find an ability, of course, to create journal entries. While these entries are being created there is an ability to record the entry as being recurring. Once an entry is flagged as recurring, there will be a simple approach to locating the recurring batches for ease of duplicating or reversing the entry.

The module provides an ability to view data both on screen and from a reporting level. On screen you can expect to find ways to look at data from an account level, a transaction level, and a journal entry level. There is a full suite of GL reports that will offer the reports that you'd expect such as the balance sheet, profit and loss statement, trial balance, among others.

Additionally, the module offers a GL account structure that can accommodate 3 distinct parts. The account can be setup with its main code along with a prefix and a suffix to handle circumstances that warrant plant/division and departmental factions. If using the prefix and/or suffix to the GL account, there is a benefit when printing reports; that you are able to filter both balance sheet and the P&L at both the prefix and the suffix level to get a divisional and/or a departmental report.

Some of the key features of this module are:

• Create your entire wide array of journal entries

• Fully integrated to the 3 sub-ledger modules and posting is done in real time

• Quickly filter for recurring entries for easy access in order to duplicate and/or reverse an entry

• Setup budget information and have that data included on the profit & loss statement

• Setup general ledger accounts with 3 distinct parts so as to distinguish/report based on division, department or the whole

• Numerous reports exist such as the balance sheet, profit and loss, trial balance, etc

• View data from a transaction, journal entry or GL account perspective

• When highlighting a transaction referencing a source document, such as an AR or AP invoice there is ability to drill down and view the source document on screen
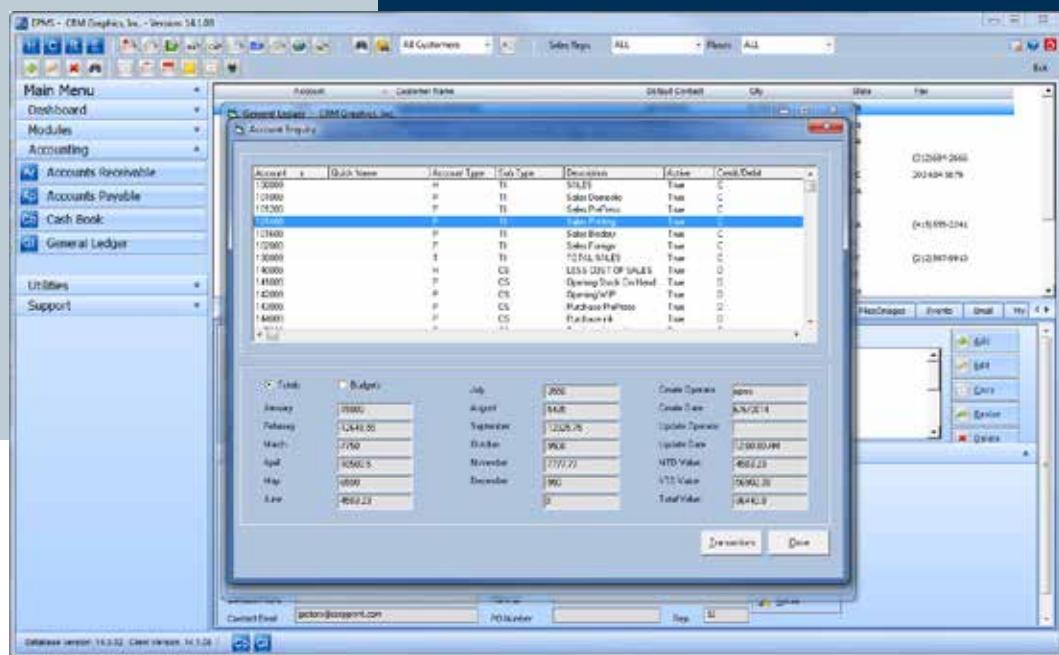
Financial Modules

CASH BOOK

The Enterprise cashbook module is a client based application and is capable of handling the recording of any/all cash specific transactions, as well as the reconciliation of bank statements. With the full integration of the accounting modules you will see that all AR deposits and all AP payments are uploaded into this module automatically and in real time.

There is an ability to record both payment and receipt type transactions that are cash specific, and quickly upload the transactions to the general ledger as journal entries. You are able to create a predefined listing of various transactions that are typically recorded in this module and assign the GL code to the transaction category so that as the transactions are being entered the desired GL code will populate with the transaction seamlessly.

This module also includes a bank reconciliation function. You will be able to see all outstanding transactions on one side of the screen and quickly highlight multiple transactions to mark as reconciled. There are checks and balances in the system to ensure that the reconciliation is not posted as final until the system sees that the reconciliation is accurate and matches to the bank statement. There is also a reconciliation report that can be generated once in balance to provide the details.

Also included in this module is a variety of reports such as the check register and bank statements, among others. There is also an ability to view directly on screen; various data regarding each of the bank accounts in the system for a quick, in real-time look at what the system has recorded as an available bank balance.

Some of the key features of this module are:

• Ability to setup a number of unique bank accounts to record transactions against

• Able to predefine the various transactions that would be recorded and assign default GL codes

• Simple transaction entry screen for ease of recording both payment and receipt transactions

• A complete bank reconciliation screen

• A variety of reports available including but not limited to the check register, bank statements, bank reconciliation, etc

• Offers an ability to view data on screen by transaction as well as by bank account

• Post recorded transactions quickly and in real-time to the general ledger

• Posted batches from both AR and AP are automatically and in real time integrated to this module
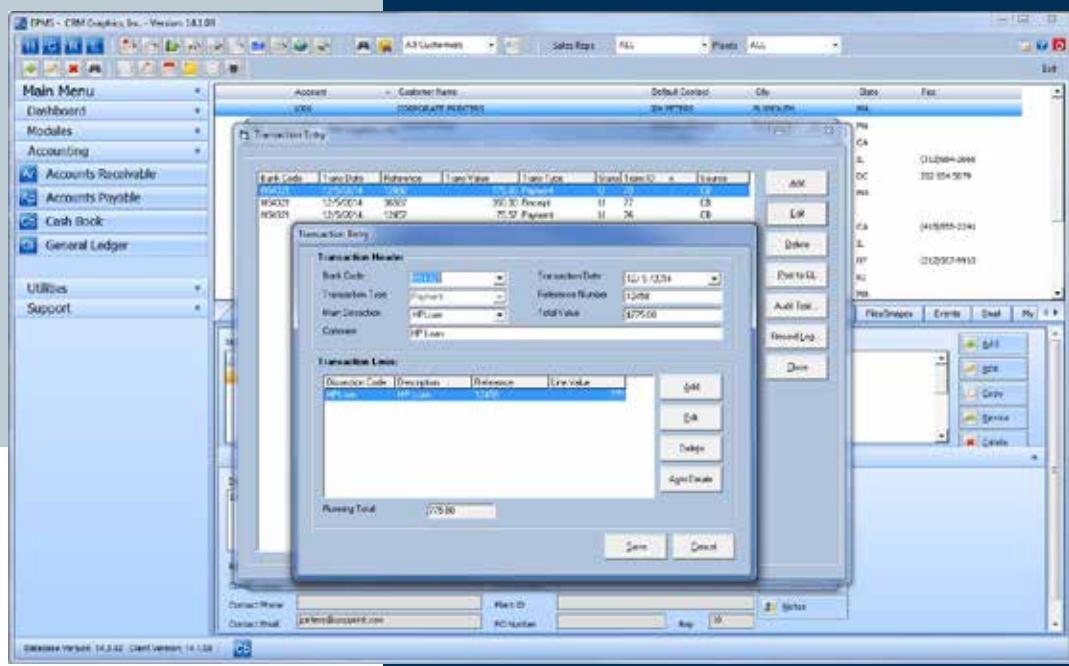
SOLUTIONS PARTNERS/ INTEGRATION OVERVIEW

Through the years, EPMS has developed a wide range of communication interfaces to various third party applications. These applications include common retail Accounting Package, E-Commerce front end systems developed by one or more of our Business Partners, and a generic Paper Import Utility that can be used with Paper Suppliers.

By employing any one of our interfaces, companies can utilize and communicate with applications that fall outside of EPMS product lines, thus minimizing human interaction and manual data entry, all of which translates to fewer mistakes and higher productivity. All EPMS developed interfaces are supported by EPMS.

Integration Options

EPMS strives to provide our customers with the best integration option it can through strong, committed relationships, with other companies that can provide our customers with a variety of systems, such as Web To Print, JDF/Workflow, and Accounting System Integration.

Product Partners

Over time, EPMS has developed several key relationships with other companies that can provide our customers with a variety of production related products and services that can provide a direct advantage when used with the EPMS production module.

WEB-TO-PRINT INTEGRATIONS

EPMS has partnered with some of the best Web 2 Print products on the market, because we know how important it is for printing companies to utilize the benefits of a good W2P product to engage their clients. We chose to form integration partnerships with the "best of breed" applications, rather than develop our own W2P application, because those partner companies devote their entire development time to bringing extraordinary W2P products to the industry. The days of using W2P for simple corporate identify products have disappeared. Today's applications are robust enough to handle printing jobs and marketing campaigns with varying degrees of complexity. If you are looking for a solid, W2P product, with a proven track record, we hope you will take a look at what our integration partners have to offer. Best of all, they integrate seamlessly with the Enterprise Estimating/Order Entry modules, giving printing clients the benefit of self-service functionality.

PageDNA

PageDNA's cloud-based web-to-print technology powers more than 20% of the Fortune 500 with online print ordering services. Since 1997, PageDNA's online typesetting engine has produced perfectly formatted brand identity products for some of the most demanding companies in the world. PageDNA's template editing tools allow easy creation of online documents by prepress staff - there is no need to hire a programmer or pay outside firms to build your variable data items.

PageDNA is proud to offer an integration with EPMS providing a seamless transfer of PageDNA artwork and order data into EPMS. PageDNA is a leader in value, features, and momentum, with more than 1800 live storefronts.

WEB-TO-PRINT INTEGRATIONS

Pressero

Founded in 2005, Aleyant Systems is an innovative leader in providing robust Web-to-Print software solutions to the graphic communications industry at value-driven prices. Their expertise lies in developing highly functional and flexible applications using the most current web development technologies available, including workflow aimed at lights-out automation. Their flagship Web-to-Print software, Pressero, is a highly customizable retail and business-to-business storefront interface and has launched many of their clients into the exciting world of Internet-based print sales. Aleyant also offers their web-based online design and variable data publishing (VDP) system, eDocBuilder, as a separate product, and it is now integrated into multiple MIS and Web-to-Print systems.

Pageflex

The Pageflex product line is the technology of choice for variable publishing. Pageflex offers unparalleled design capability with its patented flex technology. Your variable pages can literally redesign themselves on the fly. For document customization over the Web, Pageflex is the clear leader with its online editing technology, the most interactive editing experience you can have with a Web browser.

Pageflex has a variety of products which can support you whether you're working on single desktop computer or processing jobs across a server farm, whether you're working on corporate intranet or across the World Wide Web.

JDF/WORKFLOW INTEGRATIONS

EPMS understands the value of collaboration with other industry partners in order to provide the best possible business solutions to our mutual clients. We continually seek integration partnerships with industry vendors whose products or services are in use at client sites. Engaging in integration partnerships that are mutually beneficial will add value to everyone concerned. These partnerships are usually based around JDF integrations and workflow integrations. EPMS has also, on occasion, provided integration pathways to products that have been custom developed for clients.

All Systems Integration

Workflow Automation Experts

All Systems Integration has been improving the efficiencies of Print and Graphic Arts professionals for more than 20 years. They integrate production workflow components to achieve maximum efficiency. Their solutions include components like MIS (e.g. Enterprise), File Delivery, Proofing, Preflighting, Imposition, RIPping, Printing, Shipping and Archiving. Let them show you how to reduce touches, reduce turn around times, increase efficiency and increase profits!

InSoft Automation Pvt. Ltd.

Imp software from Insoft Automation is an industry leading product for automatic creation of optimized sheet/roll assemblies for printing. The software can calculate the best print and die layouts for jobs of any size and quantity thus making it an ideal tool for estimators. By a single click, estimators can graphically evaluate the best way to lay-out a job(s), while minimizing printing and finishing costs. Estimators can evaluate the trade-off between material efficiency, printing costs and finishing costs to the last penny. Further Imp can be used by Planners and completely eliminates nesting, step and repeat and imposition in prepress. Imp software enabled printers not only to automate planning and layout creation, but also to quote lower to their customers while retaining margins and thus win more business and grow.

Today, it is very common for printers to print wide range of print jobs (flyers to packaging), run both offset and digital presses, on sheet-fed as well as roll-fed formats. Imp software

from Insoft Automation is the one and only option for such versatile printers when it comes to planning and creating optimized sheet/roll assemblies on wide range of printing technologies. The level of automation in layout planning with Imp software is unparalleled, but the uniqueness lies in its ability to optimize across a variety of job and machine categories, considering all production variables. It is truly a one stop shop for all imposition and ganging needs.

Ultimate TechnoGraphics

Automation drives results in printing. This is the foundation of all Impostrip® product developments and today printers swear by Impostrip®'s speed, power, flexibility and ease of use in a digital or hybrid environment. Ultimate TechnoGraphics invented digital imposition with the first release of Impostrip® in 1989, and has continued to play a leading role in the market ever since, while providing the most innovative and progressive imposition products. Ultimate today leads in imposition and finishing automation software solutions. The company has a rich history of providing and integrating imposition technologies into hardware and software workflow solutions for print industry leaders including Duplo, Glunz&Jensen, HP, Muller Martini, Ricoh-InfoPrint, Xerox, and others.

Metrix

For more than 17 years Rohan Holt, CEO of Metrix® Software, has been advancing the boundaries of productivity, integration, and automation within the graphic arts industry. Rohan pioneered an entirely new class of productivity software that dramatically reduces the material and labor costs related to planning, imposition and spoilage.Metrix assists your estimator by automatically generating "no-rock-left-unturned" manufacturing scenarios, insuring that your pricing is consistently sharp, reliable and profitable. With push-button ease and unparalleled integration, Metrix instantly calculates highest-profit, prepress-ready layouts that precisely conform to the full spectrum of your shop-specific manufacturing variables, including optional presses, sheet sizes and run methods. If 'instantly' isn't quick enough for you, Metrix rules-based scripting modules are the answer to truly "lights-out" automation.

The benefits of integrated accounting systems are immense, and while EPMS offers its own proprietary, fully integrated accounting system, we are aware that many of our clients would prefer to keep their current systems intact – products like QuickBooks and Peachtree, in use in many small to mid-sized printing companies. We've developed integration modules for these third party accounting systems so that our clients can keep the system of their choice. Some of the more robust accounting systems, like Dynamics GP, provide Integration Managers, that enable the linking of the accounting system to the print MIS.

Business Works Accounting Interface

Those EPMS customers who use the Business Works Accounting software package to manage their financials can purchase our BW Interface to simplify their work flow and help eliminate human errors. In order to use this interface, the Invoicing Module as part of the Enterprise 32 Suite is required. With all three programs in place (Enterprise 32 Invoicing, BW Interface, and Business Works Accounting software), and the required setup completed, the communication between each of the systems can be executed by the click a few buttons. For specific details on information transferred via this interface, please review details below:

Information Tranferred via Interface:	Enterprise 32 to Business Works:	Business Works to Enterprise 32:
Customers:	Yes	Yes
Suppliers:	Yes	Yes
General Ledger Codes:	No	Yes
Invoices:	Yes	No
Purchases Orders:	Yes	No

QuickBooks Accounting Interface

Those EPMS customers who use the QuickBooks Accounting software package to manage their financials can purchase our QuickBooks Interface to simplify their work flow and help eliminate human errors. In order to use this interface, the Invoicing Module as part of the Enterprise 32 Suite is required. With all three programs in place (Enterprise 32 Invoicing, QuickBooks Interface, and QuickBooks Accounting software), and the required setup completed, the communication between each of the systems can be executed by the click a few buttons. For specific details on information transferred via this interface, please review details below:

QB interface using Invoicing module

Information Tranferred via Interface:	Enterprise 32 to QuickBooks:	QuickBooks to Enterprise 32:
Customers:	No	Yes
Suppliers:	No	Yes
General Ledger Codes:	No	Yes
Invoices:	Yes	No
Purchases Orders:	Yes	No

QB interface using send AR invoices option

Information Tranferred via Interface:	Enterprise 32 to QuickBooks:	QuickBooks to Enterprise 32:
Customers:	No	Yes
Suppliers:	No	Yes
General Ledger Codes:	No	Yes
Invoices:	Yes	No
Purchases Orders:	Yes	No

QB interface using send AR Transactions option

Information Tranferred via Interface:	Enterprise 32 to QuickBooks:	QuickBooks to Enterprise 32:
Customers:	No	Yes
Suppliers:	No	Yes
General Ledger Codes:	No	Yes
AR Transactions:	Yes	No
Purchases Orders:	Yes	No

Peachtree Accounting Interface

Those EPMS customers who use the Peachtree Accounting software package to manage their financials can purchase our Peachtree Interface to simplify their work flow and help eliminate human errors. In order to use this interface, the Invoicing Module as part of the Enterprise 32 Suite is required. With all three programs in place (Enterprise 32 Invoicing, Peachtree Interface, and Peachtree Accounting software), and the required setup completed, the communication between each of the systems can be executed by the click a few buttons. For specific details on information transferred via this interface, please review details below:

Information Tranferred via Interface:	Enterprise 32 to Peachtree:	QuickBooks to Peachtree:
Customers:	No	Yes
Suppliers:	No	Yes
Invoices:	Yes	No

PRODUCTION SOLUTIONS PARTNERS

Over the course of years, EPMS has developed several key relationships with other companies that provide various production related products and services that can provide a direct advantage when used with EPMS production module.

Profectus Inc.

Cost Rates Advisor Budgeted Hourly Cost Rates software by Profectus Inc.

The Cost Rates Advisor budgeted hourly cost rates software will determine the minimum cost rate you must charge for your production equipment and services in order to break-even. The cloud-based software uses industry best practices and formulas to calculate your true out-of-pocket costs based on your expenses, employee wages, assets, and production.

Cost Rates Advisor calculates the "All Inclusive Rate" and "Direct Manufacturing Rate" for each cost center or process in your EPMS software so you can produce more accurate cost estimates, make better pricing decisions, track job costs, and improve your financial reporting. EPMS customers receive a 10% discount.

SHIPSTORE from Applied Resources

Developing high-tech shipping solutions and custom applications is what they do at Applied Resources Engineering. Creating solutions revolving around you means they fit the technology to meet your business needs, rather than change your business to fit the technology.

Through the development of cutting-edge parcel technologies, they help companies lower costs, modernize shipping departments and automate key processes in the shipping supply chain. Their engineers integrate parcel technology to your existing IT resources and connect the flow of data throughout your organization including financial, accounting, human resource, supply chain and customer information.

Their SHIPSTORE transportation management system provides flexible solutions for companies of all sizes, ranging from their powerful enterprise software to their cost-efficient cloud-based application. SHIPSTORE knows that no solution is one size fits all, so they offer choices that fit your needs.

PRODUCTION SOLUTIONS PARTNERS

Soft Solutions

SoftSolutions offers Direct Machine Interface technologies that help clients get easy access to real time production information. Their workflow automation and DMI integration platform close the loop between planning and execution by eliminating as many human "touch points" in production workflow as possible.

Riedman Work Flow Design and Warehouse Solutions

Riedman provides over 30 years warehousing expertise to apply technology to the warehousing and the inventory tracking process. Technology solutions that include extending EPMS functionality to the production floor and warehouse that will provide greater inventory accuracy and location. Benefits include:

1. Less time spent looking for items or completed jobs.
2. Reduced costs of handling situations when incorrect inventory is shipped and resulting customer dissatisfaction.
3. Less capital tied up in inventory with real time accuracy.
4. Lower labor costs as order fulfillment takes less time.
5. A reduction in the time to complete a physical inventory.

Riedman offers a full bundled solution that provides a ruggized warehouse mobile computer or computers with software that provides users with EPMS-like screens allowing users to make changes to inventory reflecting receiving, shipping, moves, and physical inventory adjustments. The software running on the mobile computer is linked in real time via a wireless connection to software that interaces directly to the EPMS PT bar code scanner module. This solution includes hardware, software, installation, training and support.

They can also provide an additional level of analysis that will access warehousing operations and make recommendations on changes to warehouse processes and technology resulting in additional savings through productivity improvements within the warehouse. Examples include receiving & sorting, put-away & replenishment, cycle counting & inventory management, label printing, picking & selection, packing, staging, quality control and shipping & delivery.

PRODUCTION SOLUTIONS PARTNERS

Avalara's Sales Tax Automation Solution

Avalara helps businesses of all sizes achieve compliance with sales and excise tax, VAT, and other transactional tax requirements by delivering comprehensive, automated, cloud-based solutions that are fast, accurate, and easy to use. Avalara's end-to-end suite of solutions is designed to effectively manage complicated and burdensome tax compliance obligations imposed by state, local, and other taxing authorities in the United States and internationally.

Avalara offers hundreds of pre-built connectors into leading accounting, ERP, ecommerce and other business applications. The company processes millions of tax transactions for customers and free users every day, files hundreds of thousands of transactional tax returns per year, and manages millions of exemption certificates and other compliance related documents.

A privately held company, Avalara' s venture capital investors include Sageview Capital, Battery Ventures, Warburg Pincus, Technology Crossover Ventures, Arthur Ventures, and other institutional and individual investors. Avalara employs more than 1000 people at its headquarters on Bainbridge Island, WA and in offices across the U.S. and in London, England and Pune, India.

Survey Advantage

EPMS has integrated Survey Advantage's CustomerPulse™ System to help you gather continuous customer feedback after jobs, manage repeat customers survey frequency, drive over 30% response rates, generate sales leads, drive testimonials to your website using Testimonial Publisher™, generate 5 star reviews on social media sites, and gather referrals. Their service alerts your personnel immediately when a customer is dissatisfied with a job, and compiles your corporate dashboard to view printer benchmarks and manage sales leads. Invest just 1 minute a week to keep the pulse of every print buyer. They do all the work.

EPMS CONTACT INFORMATION

There are many ways to contact us at EPMS. Depending on what your specific business needs are. Please use either one of the phone numbers provided below, then select the appropriate phone system option to be directed to the correct department, or individual.

If you are an existing customer who needs product support, first enter your issue into the EPMS On-Line Support System by clicking the link below, after which you may call the team member assigned to your incident by selecting option 1 from the phone system.

EPMS Address

Enterprise Print Management Solutions
1 Abbey Lane
Abbey Park
Middleboro, Ma. 02346

EPMS Phone Numbers

Toll Free: 1-877-382-5380
Main: 1-508-947-4510
Phone System Options
Option "1" EPMS Product Support.
Option "2" EPMS Dial by Name Directory.
Option "3" EPMS Product Sales.
Option "4" EPMS Operations
Option "5" EPMS Accounting Department
Option "6" EPMS Development Team

Website

www.entpms.com

Additional Contact Details

Mark Andersen, President/CTO - ext 202, email: mark.andersen@entpms.com
Craig Andersen, Exec/VP/COO - ext 220, email: craig.andersen@entpms.com
Carol Andersen, Chairman - ext 219, email: carol.andersen@entpms.com