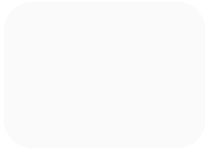


# Global Business Management

Business without Barriers

**EPICOR®**

# Experience a virtualized enterprise with a unique approach to global multicompany, multisite operations



**Global Business Management**

- Multicompany Management
- Global Multisite Management
- Multilingual Data Management
- Master Data Management
- Service Connect



# Epicor Global Business Management

**Whether through acquisition or organic growth, more and more companies are wrestling with the complexities of managing multiple business entities.** Epicor Global Business Management ensures that no matter how distributed your organization becomes you can maintain business without barriers.

Managing disparate business units offers unique challenges and opportunities with respect to centralized or distributed operational control, enterprise-wide visibility, inter-company supply chain management, and financial consolidation. To support the needs of today's increasingly distributed business; Epicor offers robust global business functionality within its design.

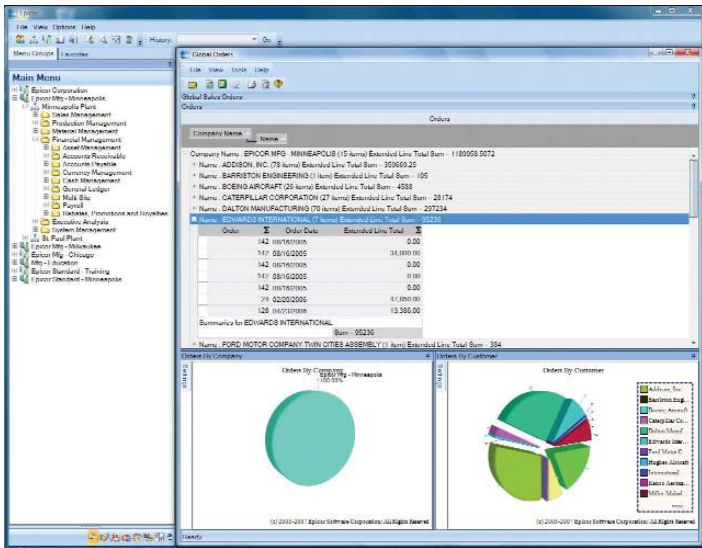
Alongside comprehensive multicompany functionality is end-to-end multisite management which provides companies with multiple facilities and flexible options when setting up operations. Some companies may prefer to run most business functions centralized within the same company but at multiple facilities, or they may run completely separate company entities with the ability to consolidate financial information at month or quarter-end. However you choose to define your business, Epicor supports transactional functions between systems and entities including inter-company transactions such as inter-company orders, transfer orders, and shipments between plants and warehouses. Epicor facilitates these scenarios within a single application that is flexible enough to grow with you as you expand your business. Epicor Global Business Management offers organizations the essential tools needed to create and maintain a single version of the truth.

## Multicompany Management

Epicor Multicompany Management capabilities can assist your business in consolidating operations such as procurement and accounts payable as well as offer enhanced tools to improve operational visibility across companies.

Automation of inter-company financial transactions as well as financial recognition optimizes enterprise performance to shorten lead times on key product lines. Additionally, from a financial perspective, multicompany organizations may choose to not only report as individual entities but also consolidate multiple currencies and report across business entities to a single consolidation company.

Underpinning this functionality is a complete technology framework to support global enterprises that is scalable, offers choice in deployment, and includes a set of productivity enhancing tools designed for global business operations.



Create user and role profiles across companies and move effortlessly between them using simple menu hierarchies.

## Multicompany Menu

Define all companies within the organization and user security and access rights by function for each. Moving between companies becomes as simple as selecting the company and function from the left hand menu hierarchy. In this manner a user can switch between order entry in one company to any number of other companies by selecting that option on the menu. This can significantly increase user productivity by removing the need to log in and out of different companies.

## Global Customers, Parts, and Suppliers

Define global customers, parts and suppliers. Defining Global records that can be transferred between companies and maintained either globally or locally based on a set of user-defined rules and mappings, automatically ensuring that new and changed records are sent to all companies within your enterprise.

## Credit Checking

Define each company with its own credit limit against a customer, then deploy as well a global credit limit for all companies conducting business with that global customer, thereby facilitating a more comprehensive global credit management system.

## Forecasts

Automatically send raw material forecasts to supplier companies that can be transported into a MRP Forecast.

## Unique Accounts

Establish individual accounts, including inter-company elimination accounts, for each plant and company.

## Centralized Payment

Allows the flagging of suppliers as a Global Supplier that will be centrally paid and managed. Any AP invoice or debit that is created will be centrally paid and managed. The local invoice is posted to the supplier account, but flagged immediately as being fully settled by an inter-company transfer. A new 'corporate' single-line invoice is then created and subsequent management of the debt including payment is performed from a centralized location.

### **Consolidated Purchasing**

As businesses strive to gain market share and remain competitive it becomes increasingly important to control procurement costs. Having the ability to combine requirements across locations not only gives your business the leverage to negotiate better pricing with suppliers but also consolidates purchasing resources.

### **Financial Consolidation**

Set up multicompany consolidations between companies within or outside the Epicor database. Financial consolidations can even be done with companies on other external financial systems.

### **Multiple Currencies**

Consolidate financials in any currency. Each company in the hierarchy has its own currency, and the top-level corporation may have a different currency not shared with any other company.

### **Global Supplier Price Agreements**

Send agreements to companies by setting up global price agreements for raw materials to ensure materials are purchased from the correct supplier at the appropriate global price.

### **Multicompany Journal Entry**

Generate inter-company journals that automatically book expenses and/or accruals across companies for subsidiary and or parent companies.

### **Inter-Company Trading**

Multicompany automates supply and demand transactions company-wide through standard purchase order and sales order functionality. To request replenishment from a supply company, generate a purchase order. The inter-company purchase order will automatically show up as an inter-company sales order suggestion linked to the supplying company. Complete financial recognition as well as shipment notification accompanies all inter-company trading, thereby automating the Accounts Payable process associated with Inter-Company Purchase Orders.

### **Inter-Company Eliminations**

Map accounts between companies for smooth inter-company eliminations. With frequent mergers and acquisitions, the general ledger account structure corporate and subsidiary companies may not be the same.

### **Subcomponent Security**

Authorize each user to only view information about specific companies to which they have access.

### **Virtual View**

Build virtual views of the enterprise. For example, build a workbench or a dashboard that allows a user to see all orders for a customer across all companies even though those companies may exist on separate servers and databases. You can then open sales orders in separate companies from the same workbench.

### **Unlimited Hierarchy**

Define parent-child relationships between companies in an unlimited hierarchy. Each organization can specify a parent company, which may also have another parent company, and so on.

### **Scalable Deployment**

Deploy your companies on a single server/single database, or on multiple databases and multiple servers around the world. Many enterprises require their companies' data management systems to be geographically dispersed on different servers and different databases, to protect against communication glitches causing site downtime.

Epicor Global Business Management includes a robust messaging engine, which ensures the successful transfer of information whether your companies are on a single database, multiple databases or multiple servers. This facilitates automatic transactions between internal and external companies around the world. Epicor is flexible enough to grow with you and removes the barriers to business success.

- Multiple companies within a single database
- Single server with multiple databases
- Multiple servers with single or multiple databases
- Communication across databases and servers in all directions

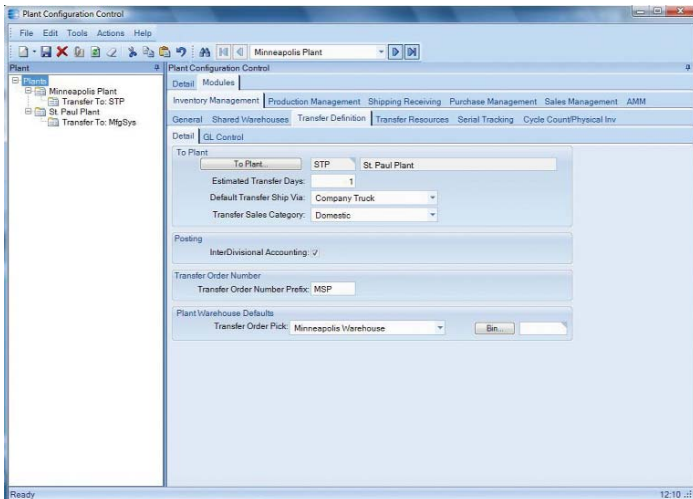
## Global Multisite Management

Best-in-class enterprises are outpacing their competitors today with new initiatives to drive out redundancies in corporate operations. Maximizing the use of internal supply chain resources can be a key differentiator. Supply chains demand synchronization of production with distribution and logistics. This is most effectively accomplished with a single system providing visibility and consolidation of resources in multiple facilities. Companies may also prefer to run business functions centralized with separate production and distribution functions, or they may run them separately with the ability to consolidate financials at month- or quarter-end. Epicor supports both scenarios within one application. Multisite Management provides support for centralized accounting and purchasing, while allowing separation of production and distribution facilities.

Financial consolidation through Epicor Multicompany Management is only one way that Epicor Multisite Management helps businesses achieve their goals. For example, manufacturing and distribution organizations can leverage the planning and scheduling efficiencies with Epicor's robust multi-plant functionality. Not only are manufacturers and distributors looking for new tools to oversee multi-plant and warehouse operations, they are also looking to maximize the use of existing resources.

### Sourcing by Plant

Define a unique source per part or plant—whether its default sourcing is purchased, produced or transferred. What is produced in one location may be purchased—or transferred in—from another.



Maintain Plant Information such as planning criteria and shared warehouses as well as establish criteria for plant transfers.

### Production Plants

Gain visibility to separate each plant's resource groups, inventory levels and jobs.

### Virtual Plant Support

Divide single sites with multiple production lines into multiple sites for virtual plants.

### Shared Warehouses

Share one or more warehouses per plant to reflect the way each company conducts its business.

### Costing Workbench – Cost by Plant

When developing costs through the costing workbench, companies are able to load alternate methods. These methods are plant specific and are used to develop plant specific costs. Hold average, standard, lot, FIFO, and last costs per part, per plant, ensuring the same costs apply to all plants.

### Alternate BOMs and Routings per Plant

Define alternate BOMs and routings per part, per plant. When the same part is produced at multiple facilities, each plant can generate a BOM and execute a routing inclusive of their processes and configuration. You retain visibility and control, as plant-specific BOMs and routings are maintained as sub-revisions of the base revision.

### Plant Scheduling Functions

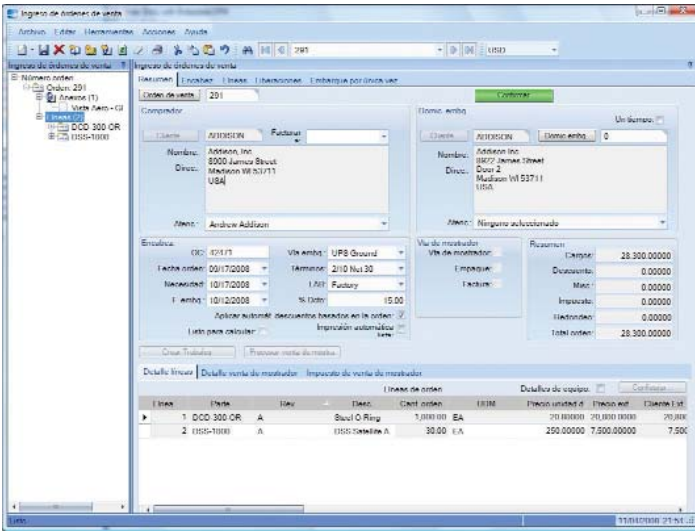
View jobs for one plant or all plants, without sacrificing security. Provide control and flexibility to each production facility, which often has its own production planner and scheduler.

### Subcomponent Security

Authorize each user to only view information about specific plants to which they have access.

## Multilingual Data Management

Corporate growth and expansion inevitably leads to new markets and new geographies. Epicor Multilingual Management, alongside Epicor Global Configurable Engines facilitates this growth, with resources that can manage your business wherever you take it, or it takes you, with support for country-specific requirements around tax, currency and languages.



Epicor is flexible in the deployment of languages in your enterprise applications across the various geographies in which you do business.

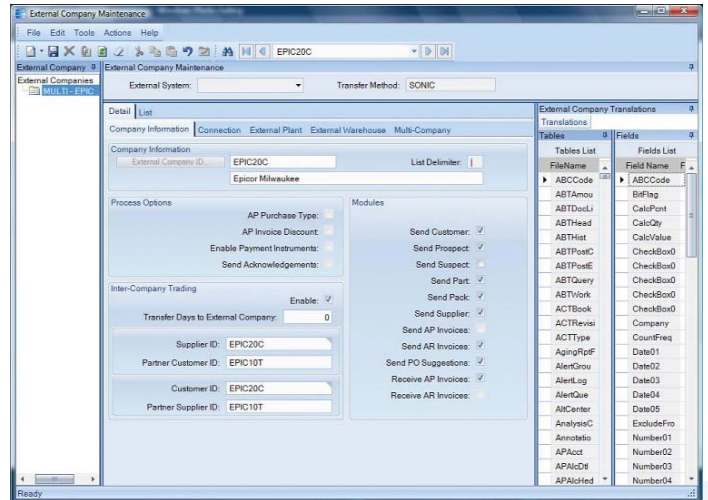
## Translation Layer

Epicor Layered Client Framework eloquently separates the language of the business logic from the language of the end-user interface allowing you to operate your business seamlessly in any language.

For example, an organization that is headquartered in one country can deploy applications in the native language for that country. When a satellite office in another country needs to add users that require another language, the only difference for the user is the language. All corporate processes that the headquarters have deployed are unchanged and no local language customizations are required at either location.

## Master Data Management

As organizations grow, decentralize, or make acquisitions, the potential for multiple, inconsistent versions of the same data in different parts of the company can cause real problems with the quality, reconciliation and potential redundancy of data. The recent emphasis on regulatory compliance, the advent of Service-Oriented Architecture (SOA), and mergers and acquisitions has made the creation, stewardship and maintenance of accurate and complete master data a business imperative. Epicor Master Data Management (MDM) can help to ensure that your Multicompany and Multisite data meets regulatory requirements and also provides the consistency needed for real-time distributed operations, leading to greater customer satisfaction, operational efficiency, and business performance.



Facilitate automatic transactions between internal and external companies around the world and select which master data to publish right down to the field level of each table.

## Extensible Markup Language

Epicor MDM works across a single database or multiple databases in different locales around the globe by utilizing an eXtensible Markup Language (XML) message-based infrastructure to facilitate the movement of disparate data into and out of the master data repository.

## Transformation Engine

Epicor MDM includes a powerful transformation engine which provides the mapping capability to transform inbound data to the requisite master data definition and to map data definitions retrieved from the master data repository to XML for output. Based on a set of user-defined rules and mappings, diverse global entities may now have records transferred and maintained between companies with the assurance that new and changed records are sent to all companies within your enterprise.

## Global and Local

At the same time, local customers, parts, suppliers, etc. in each company remain autonomous between your companies. This is vital so that each company can maintain its own business function without being restricted to working only with global customers or suppliers. This also allows each company to produce/sell their own product line by having localized part values that are specific to each company.

## Data Hierarchies

In addition to master data itself, Epicor MDM allows you to maintain data hierarchies—for example, bill of materials for products, sales territory structures, national accounts structures for customers, and so forth. Epicor MDM captures these hierarchies and also allows you to modify the hierarchies independently of the underlying systems. Epicor MDM manages hierarchies so that a change to the hierarchy in a single place can propagate the change to all the underlying systems.

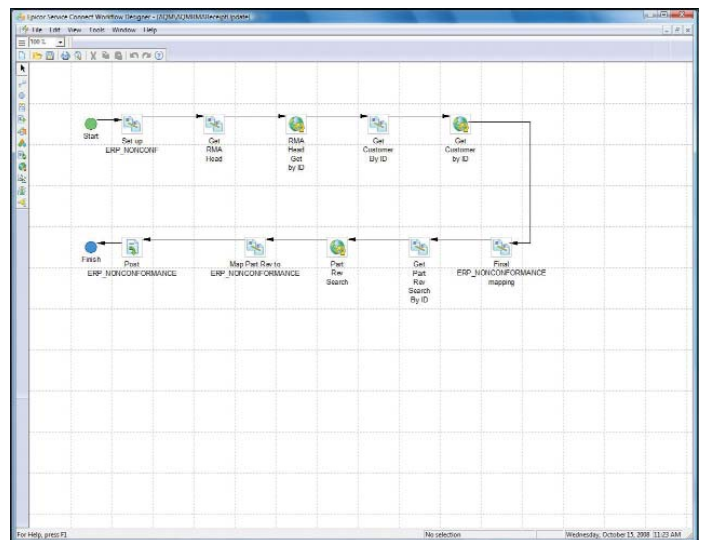
## Field Level Management

At the same time, Epicor MDM provides total control over which fields are managed by the master data publisher and which fields the subscribers can change and offers enterprise views and a complete menu system to allow you to view all entities from single login. This means you are able to simultaneously view the customer, inventory, part or any other records that are part of the master data repository that are located in different companies.

## Epicor Service Connect

Today's business world is a connected world and integration and automation is everywhere—linking sales staff on the road, warehouse staff in the bays, engineers on the shop floor, customers and suppliers together in a seamless web of commerce and connecting your distributed organization around the world.

Epicor Service Connect is a business integration platform that functions as a central integration point for secure workflow orchestrations within Epicor applications as well as external connectivity to Epicor and non-Epicor applications. Users can automate tasks and processes within the application to promote lean principles, continuous performance initiatives and Six Sigma quality within the organization or across the supply-chain. Service Connect lets employees focus on value added activities and management by exception instead of repetitive data (re)entry tasks. Built to support collaborative processes, Service Connect links different business entities, applications or users using open, industry wide standards and technology that enables businesses to deploy solutions—confident that their investment will remain intact for the future. Service Connect harnesses the openness of XML and includes service-bus functionality for Security, Messaging, Orchestration, Transformation, Scheduling, Notification, and Exception Handling to deliver rock-solid reliability combined with ease of use.



*Epicor Service Connect is a business integration platform, functioning as a central integration point for secure workflow orchestrations.*

### Much More than a Programming Interface

Programming interfaces and system integration has typically been a complex and difficult task. Even if applications have a published application programming interface (API), the effort to connect both applications still requires code for mapping the integration, proper error handling, scheduling, and so on. In other words, an API is only the start of a long integration process. The aim of Service Connect is to eliminate this extra coding effort required to integrate an Epicor solution.

Service Connect is more than a tool for integration; it is a rapid platform for incorporating workflow and system orchestration through visual designers with little to no programming effort. Service Connect uses XML documents to provide simple Web service connectivity to Epicor solutions and other applications that support XML standards. Integration can be easily built by using the Service Connect Visual Data Mapping tool to link and transform XML documents to map to different systems along multiple communication channels and protocols to support a wide range of integration scenarios.

Service Connect logs workflow processing for both transactional integrity and compliancy. Processes are available for review and tracking while in progress or after the process completes. If for any reason processes error or stop, transactions are rolled back and queued for subsequent correction and resubmit. Notification services can be incorporated into the workflow to alert either the submitting application (e.g. system integration or EDI process) or an administrator.

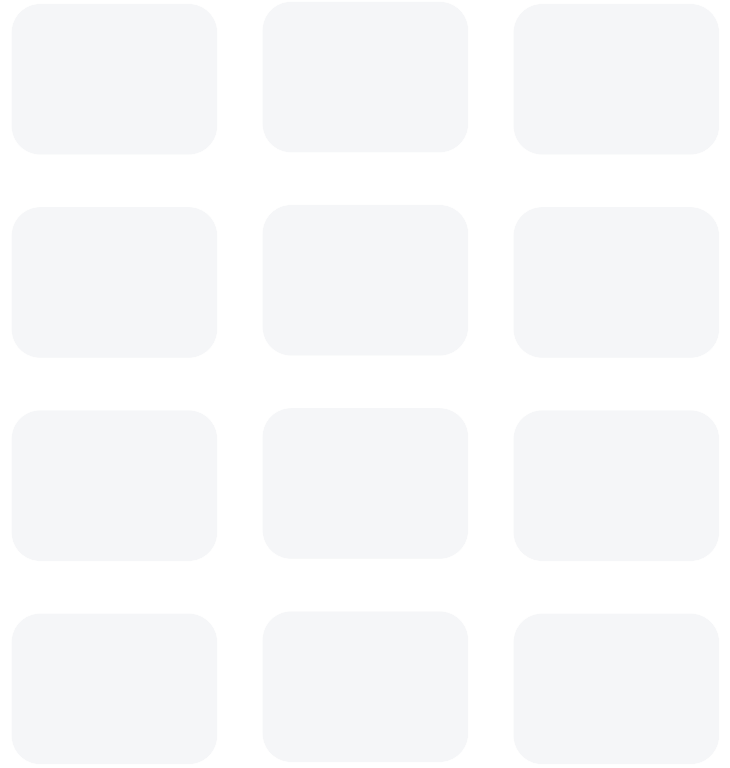
### Added Value for a Service-Oriented Architecture Foundation

Epicor *True SOA*™ enables workflow orchestrations within Service Connect to streamline processing within the application framework. Business components, represented as Web services outside of the application, can be recomposed within Service Connect to eliminate non-value added steps or potentially speed up any process.

### About Epicor

Epicor Software (NASDAQ: EPIC) is a global leader delivering business software solutions to the manufacturing, distribution, retail, hospitality and services industries. With 20,000 customers in more than 140 countries, Epicor provides integrated enterprise resource planning (ERP), customer relationship management (CRM), supply chain management (SCM) and enterprise retail software solutions that enable companies to drive increased efficiency and improve profitability, and also empower global enterprises to achieve even greater success.







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