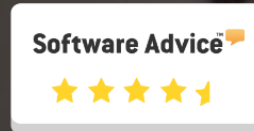




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Agenda

- ✓ Business Overview
 - ✓ Small Business Cloud ERP
 - ✓ Prior Systems Used
 - ✓ Market & Products
 - ✓ Pricing
 - ✓ Implementation
- ✓ Product Tour Setup
 - ✓ Scenario
 - ✓ Flow
 - ✓ Highlights/Focus
- ✓ Product Tour

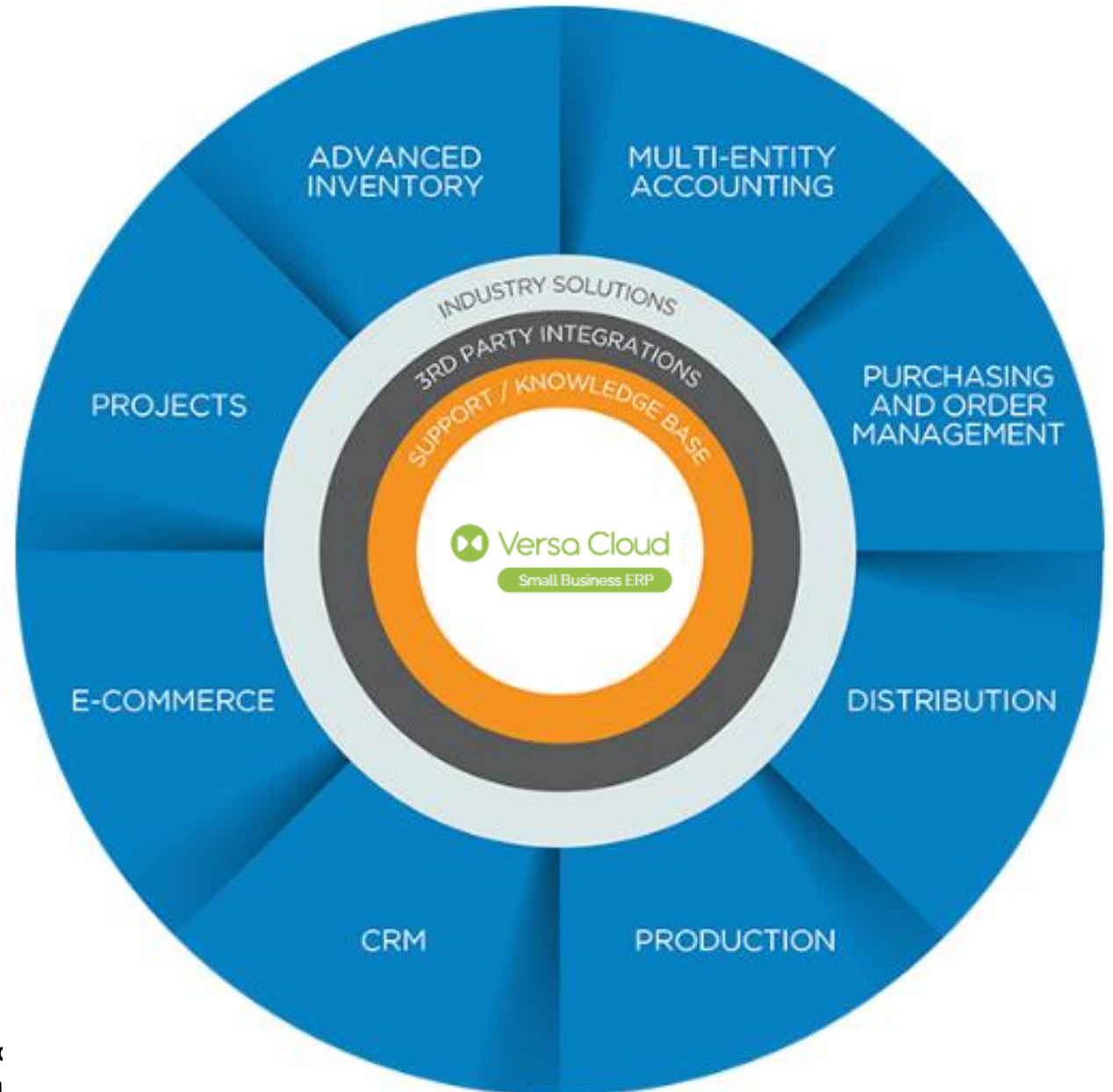
Small Business ERP Focus

✓ Customer

- ✓ \$5-\$50M Annual Revenue. (\$150K - \$750M)
- ✓ Inventory Heavy
- ✓ Online
- ✓ Multi-Company/Currency
- ✓ Global

✓ Product

- ✓ Complete - All-In-One Package
- ✓ Affordable
- ✓ Easy to Connect (API,EDI, Files)
- ✓ Built-in-Integrations
- ✓ Mobile
- ✓ Self-Service Migrations
- ✓ Easy, Easy, Easy



Prior Systems Used

Legacy/On-Premise



Legacy Mainframe
Custom & Excel



Entry Level
QuickBooks Enterprise + Add-Ons



Mid-Tier ERP

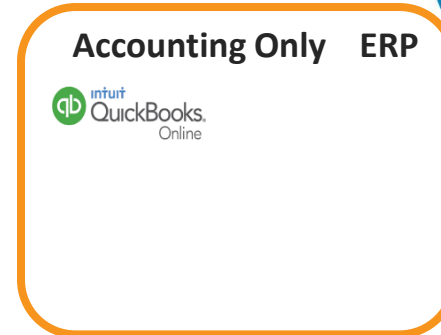


Entry Level
Non-QuickBooks + Add-Ons

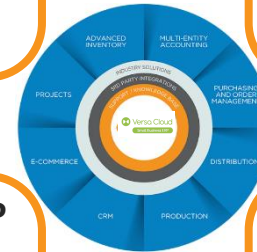
Cloud



Legacy Mainframe
Custom & Excel



Entry Level
QuickBooks Enterprise + Add-Ons

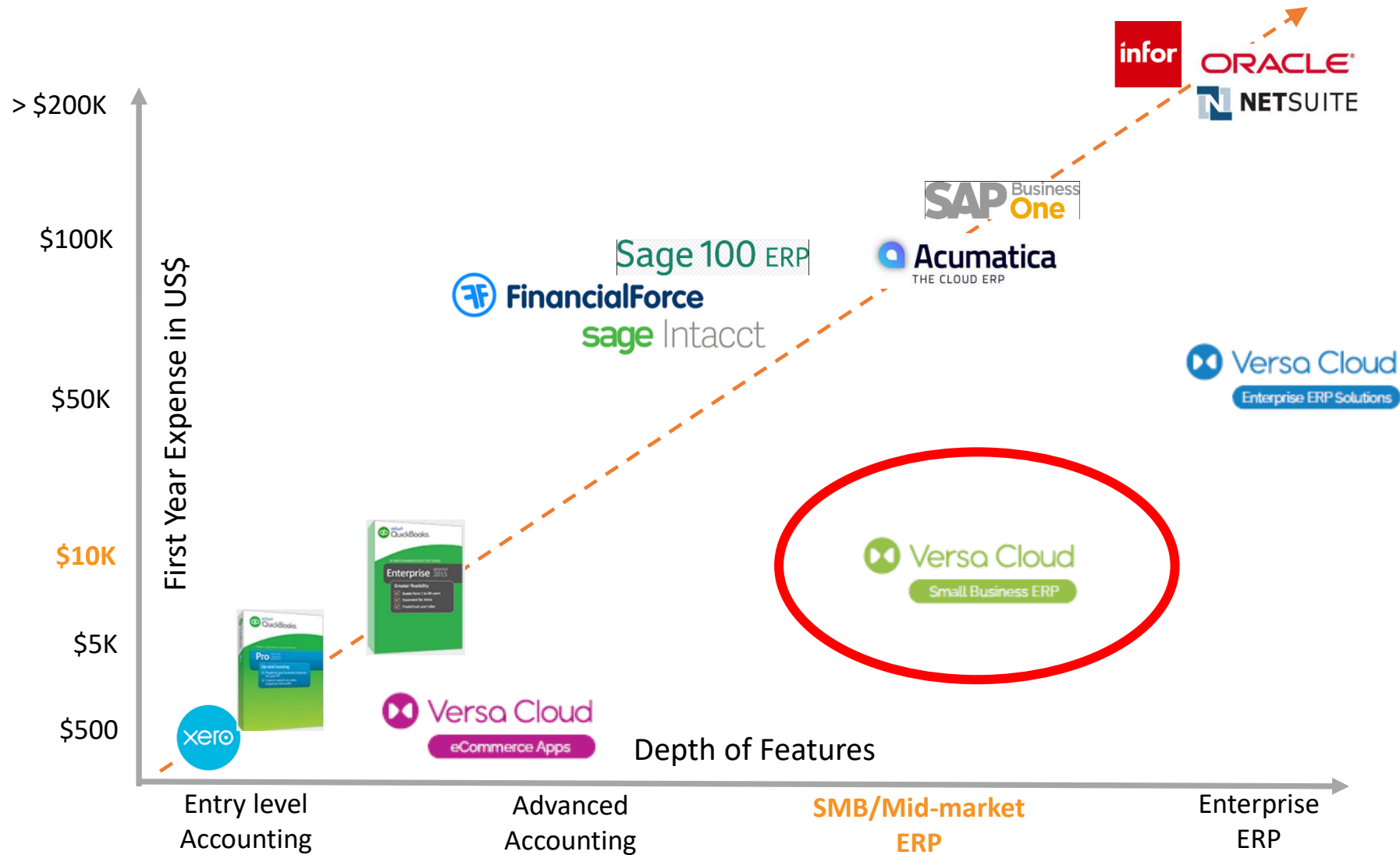


Mid-Tier



Entry Level
Non-QuickBooks + Add-Ons

Versa Markets and Products



Pricing

- ✓ Implementation Fee
USD \$4,500 or
USD \$150 per Meeting
- ✓ Premium Modules
- ✓ Integrations
- ✓ Customization
 - ✓ Reports
 - ✓ Forms
 - ✓ Integrations
 - ✓ Software

User Based Subscription Plan		Revenue Based Subscription Plan	
# Full Users	Subscription Fee per Year	Prior 12 Mo Revenues	Subscription Fee per Year
1	USD \$ 1,800	Less Than/Equal to USD \$500k	USD \$ 2,500
2	USD \$ 3,510	USD \$1M	USD \$ 5,000
3	USD \$ 5,130	USD \$2M	USD \$ 9,650
4	USD \$ 6,660	USD \$3M	USD \$ 13,950
5	USD \$ 8,100	USD \$4M	USD \$ 17,950
10	USD \$ 13,950	USD \$5M	USD \$ 21,500
15	USD \$ 17,550	USD \$10M	USD \$ 34,250

Self-Service Implementation

✓ Everything Together

✓ Test System

- ✓ Migrate Data
- ✓ Configure & Customize
- ✓ Training & Testing
 - ✓ Integrated/Iterative
 - ✓ Data
 - ✓ Workflows
 - ✓ Reports & Forms

✓ Production System

- ✓ Migrate Implementation
- ✓ Smoke Test
- ✓ Go-Live
- ✓ Stabilize
- ✓ Cut Over

✓ One at a Time

✓ Production System

✓ Process #1 (O2C)

- ✓ Load Initial Data
- ✓ Configure
- ✓ Go-Live

✓ Process #2 N (P2P etc)

- ✓ Load More Data
- ✓ More Configuration
- ✓ Start Process #2
- ✓ Repeat

Product Tour Scenario

✓ Setup

- ✓ 2 Companies
 - ✓ Entities
 - ✓ Currencies
- ✓ 2 Shopify Carts
- ✓ 2+ Warehouses
- ✓ 1 B2B Portal
- ✓ Carrier Integration

✓ Pricing

- ✓ 5 Users
- ✓ Annual
 - ✓ USD \$10,350 - Subscription
- ✓ One-Time Setup
 - ✓ USD \$2,500 - Integrations
 - ✓ USD \$4,500 - Implementation

Flow

- ✓ Menu Tour
- ✓ O2C
 - ✓ Orders
 - ✓ B2C - Shopify
 - ✓ B2B Portal
 - ✓ Traditional - Sales Order
 - ✓ Shipping
 - ✓ Carrier Integration
 - ✓ Invoicing/Payment Receipt
- ✓ P2P
 - ✓ PO/PO Planner
 - ✓ Goods Receipt & Stock
 - ✓ Bill Receipt & Payment
- ✓ Inter-Company
 - ✓ Multi-Entity COA
 - ✓ Inter-Company Transactions
 - ✓ SO/PO
 - ✓ Invoice/Bill
 - ✓ Consolidation
- ✓ Reports
 - ✓ Standard Reports
 - ✓ Custom Reports
 - ✓ Dimensions
- ✓ Getting Started

Highlights

- ✓ Completeness
- ✓ Ease of Use
- ✓ Multi-Entity
 - ✓ Currency
 - ✓ Consolidation
 - ✓ Inter-Company TX
- ✓ Inventory Focus
 - ✓ Serial/Lot & Multiple UoM
 - ✓ Variant/KIT/BOM
 - ✓ Locations
 - ✓ Allocation
 - ✓ Traceability
- ✓ Warehouse Management
- ✓ Batch Support
- ✓ Rules Engine
- ✓ Built-in Integrations
 - ✓ Carts, POS, Marketplaces
 - ✓ Carriers
- ✓ B2B Portal
- ✓ Reporting
 - ✓ Data Sources
 - ✓ Dimensions
- ✓ Customization Features
 - ✓ Fields
 - ✓ Workflow
 - ✓ Forms/Reports
 - ✓ API
- ✓ Migration Features
 - ✓ Import/Export
- ✓ Automations



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