The Only Business Software You’ll Ever Need For Your Wholesale/Distribution Business

www.distone.com
INFORMATION:

Is the force that drives your wholesale distribution business. It does not however, always drive you forward. When information is difficult to access or hard to understand, it has little or no value.

V2, the total information management system specifically for you, a Wholesale Distributor, puts all your information at your fingertips.
Distribution One’s mission is to provide advanced technology for Wholesalers and Distributors.

Distribution One’s V2 software suite is the most powerful system ever developed exclusively for Wholesalers and Distributors.

V2 is Distribution One’s second-generation software system, a natural progression from our successful Vision software product. Although V2 incorporates all of the same great features of Vision, V2 offers a more exciting, dynamic point-and-click Windows interface. V2 is powered by using Microsoft’s latest solutions and thin-client technologies.

Advanced Windows® technology has allowed us to create and manufacture a software suite that has a user-friendly interface that can be fully integrated with other business applications such as Microsoft® Office. With just a mouse click, you can retrieve information quickly and accurately showing exactly what’s happening in every area of your business. V2 is backed by our world-class support team who are some of the brightest and most experienced individuals in the industry, making them second to none in our field. We will be there for you with an uncompromising commitment to make your business run smoothly.

Distribution One helps our customers cope with the ever-changing conditions of the business landscape. Distribution One’s philosophies allow the company to remain stable, strong, and profitable so that our customers can be given the software that they need. Dean Christianson and I are committed to following through with these beliefs. We invite you to learn more about all the features and benefits of the V2 software suite and how it can help make your business grow faster and more profitable.

Customer Relations Mgmt ______ 10
Cash Management & Accounts Receivable___________________ 11
Inventory & Warehouse
Mgmt __________________________ 12
Inventory Replenishment ______ 13
Purchasing _____________________ 14
Item Sales & Contract Pricing____ 15

Contents
Introduction to V2 _____________ 6
V2 at a glance __________________ 7

Features
Sales Order Entry _______________ 8
Invoice & Billing __________________ 9
Customer Relations Mgmt ______ 10
Cash Management & Accounts Receivable___________________ 11
Inventory & Warehouse
Mgmt __________________________ 12
Inventory Replenishment ______ 13
Purchasing _____________________ 14
Item Sales & Contract Pricing____ 15

Vendor & Accounts Payable _______ 16
General Ledger __________________ 17
Sales Analysis ___________________ 18
Front Counter _______________ 19
Interactive Mgmt Reporting ____ 20
Document Management ________ 21

Supplemental Software
EDI ____________________________ 22
E-commerce ____________________ 23
Shipping Solutions _____________ 24
Credit Card Processing _________ 25
Distribution One Services _______ 26
Testimonials __________________ 27
The only business software you’ll ever need for your wholesale/distribution business

V2

By Distribution One

Providing powerful business software for wholesalers and distributors.
MORE POWERFUL FEATURES OF

V²

- Windows Server
- Pricing & Availability
- Business-to-Business Internet Order Entry
- Laser Forms
- Bar Coding
- Remote Salesman Order Entry
- EDI
- Serial Number Tracking
- Customer Relations & Management
- Warehouse Automation
- Shipping Manifest
- Flexible Note Pad
- Lot Control
- Excel & Word Integration
- Faxing
With more than three decades of experience in the business of information technology, Distribution One is an industry leader in designing, developing, manufacturing, implementing and servicing software for wholesalers and distributors.

At Distribution One, we know what it takes to manage information and generate solutions for wholesale and distribution companies just like yours. We also know there’s no substitute for experience, innovation, market expertise, and rock-solid service.

Distribution One is comprised of some of the brightest and most experienced individuals in the industry with an uncompromising commitment to helping you run your business efficiently and profitably.

In the information age, it is very easy for companies to find themselves in unfamiliar territory. It’s difficult for many wholesalers and distributors to tell exactly where they are in relation to the information around them.

As a premier information management company, Distribution One is constantly developing new ideas, products, and services that help our customers improve their ability to manage information.

Thanks to V2, you now have immediate access to customer-related activities, inventory and asset management, workflow and order processing, financial and system management, analysis and reporting tools, and other business activities.

With a mouse click, you can retrieve information quickly and accurately showing exactly what’s happening in every area of your business at all times.

When it comes to wholesale and distribution, V2 knows the terrain. V2 from Distribution One is a very powerful, technologically advanced, information management system, designed to change the way you use information.
V2 gives the information you need, when you need it!

This powerful software product is the result of years of experience and market expertise. V2 was designed to run your entire business operation from order processing through general ledger activities. Plus, the V2 software was designed to run efficiently on Windows® based servers, utilizing the latest local and wide area network technology. The system is so flexible that there is no need for extensive customization, which allows for rapid installation and a very fast learning curve.

Advanced features that are standard on the V2 system:

- Fully-integrated with external programs such as Excel, Word, etc.
- Direct link to the Internet
- Internal and Internet-based help
- Dynamic audits of changes to all files
- Imbedded Imaging and Linking
- SQL compliant database and ODBC connectivity
- Internal and external data import and export
- Windows WYSIWYG (what you see is what you get) reports and forms
- Built-in forms and faxing capabilities (no expensive 3rd party software needed)
- The capacity for unlimited multiple companies, branches and divisions
- Warehouse automation (no expensive 3rd party software needed)
Sales Order Entry

The heart of effective sales order processing is the instant availability of all relevant information...

Such as the status of all customer orders, inventory availability, and individual customer-by-item pricing. Additionally, the flexibility provided by Distribution One’s software allows you to structure your paper flow the way you want. For example, you may have a combination picking ticket/packing slip, or separate these functions. The flexibility of the V2 system allows customizing to each individual user’s needs.

Some of the Sales Order features include:
- Price & availability with one step to quotation or order
- Quotations
- Phone order entry
- On-line price book
- Flexible credit
- Counter Sales
- Sales analysis
- Customer buying history directly in order entry
- Full line of all relevant customer current and historical information
- Returned goods authorization
- Instant availability of inventory in all locations
- “Unusual Sale” option allows inventory to reflect “true” demand
- Kits and sub-kits
- Remote salesman and customer access via web interface
- Job costing
- Commissions
- Mailings
- User defined order class (Warehouse, Direct, etc.)
- Full order inquiry from the standpoints of customers and/or items
- Pro-forma order edit list
- Customer information management
- Multiple pricing capabilities including contracts and rebates
- Linking sales orders directly to purchase orders
- Delivery route management
- Flexible backorder handling
- Work orders
- Item complement suggestions
- Item substitution suggestions
- Retail pricing stickers
- “Invoice with Delivery” options
- Supports international addresses and currencies
- On-line, real-time, order status
- Automatic international customer setup
With Distribution One’s V2 System, data will flow smoothly from sales order to billing.

The flexibility and efficiency of V2 will assure you that your billing requirements are customized to meet your needs.

**Some of the Invoice and Billing features include:**

- All Order Entry features are also available in Invoice & Billing
- Full accounting audit information for any accounting procedure
- Automatic batch billing, plus individual route billing
- Automated bills of lading
- Automatic sales tax processing
- Point of Sale module with cash controls
- Flexible “un-bill” option (eliminates the need for excessive credits)
- “Line” or “Bottom Line” discounting
- Flexible terms dating and discounting
- User defined non-merchandise charge categories
- Pre & post billing options
- Automatic linking of credits and invoice
- Flexible “Working cost” and “Cost of Goods Sold” options
- RMA creation
- Invoice canceling and duplication
- Bill credit analysis
- System allows billing from shipping manifest
Customer Relationship Management

How and when sales will close and keeping a firm hold on your sales pipeline is key to growing your business.

Support your sales staff by making it easier for your sales people to contact and relate to your customers or prospects. One screen that can provide targeted sales information and allow your staff to drill to the details they need. Don’t just provide the leads your salespeople need, provide them with the tools they need to close those leads. Distribution One’s CRM provides a system integrated approach to customer management.

If you are currently using another CRM package and it is serving your company well, let us show you how we can make that deployment stronger by integrating activities, scheduling, contacts, prospects or customer and sales information directly from the V2 system.

Some of the features of sales and Customer Relationship Management include:

- Call activity tracking
- Calendar interface for scheduling and alerts
- Customized management views for calendar scheduling
- One touch order or quote entry
- One touch order or quote duplication
- Quick view sales and summary information
- Unlimited company contacts
- IP phone system integration
- Unlimited freeform notes
- Order source tracking
- Recall listing for follow-up calling
- Sales pipeline report with closing percentage
- Mail merge of predefined sales letters
- Marketing letters for prior sales customers
Cash Management and Accounts Receivable

Knowing your customer, from their buying patterns to their payment trends, is the foundation of your business.

With Distribution One’s Cash Management System, you’ll have complete customer information. The ability to search for a customer is as easy as keying in one character or more, to displaying all customers that will match that character. Whether you need to know a customer’s buying pattern or payment history, an easy to read “pop-up” window gives you that information instantly. The integrated V2 system allows you to search your inventory to give your customer instant information and even reserve stock for them. This allows you to “personalize” your services for each customer.

Some of the Cash Management and Accounts Receivable features include:

- Dynamic customer look-ups: name, phone, address, etc.
- Open item and balance forward statements
- Customer pop-up window giving customer profile and history
- Automatic credit review both before and after order entry
- Average days to pay
- Pop-up window for customer/item buying pattern advising the CSR to see what other items should now be prompted for
- Bill & Hold Processing
- Hold & Bill Processing
- Payment trend analysis
- Collection call follow-ups with notebook capability
- Collection notes
- On-line recall of paid and unpaid invoices and complete summary and detail payment history
- Cash receipt projection
- Cash expected report and cash flow analysis
- Easy cash applications
- User defined aging columns and aging history recall by customer
- Customer budgeting
- Late charge processing
- User defined dunning letter capability
- Blanket order
- Credit card processing
- Collection notes
- Salesperson commission
- Rebate for customers
- Royalties
Proper Management of Inventory is the key to a wholesaler or distributors' success.

At Distribution One, Inc., we know how important it is to have accurate control of your inventory in order to keep your business running smoothly and efficiently. Your inventory can only work for you 100% of the time, if it is managed effectively. And V2 makes it work for you all the time!

Some of the Inventory and Warehouse Management features include:

- Easy item setup accommodates both simple and advanced approaches
- Flexible physical inventory options
- Inter-warehouse/branch transfers
- Full audits of all inventory transactions
- Critical re-order point
- Handling of multiple definable units of measure
- Inventory report writer
- Stock status reporting that tracks trends
- "Lots" tracking
- Flexible resale pricing options
- In-transit inventory
- Easily managed backorder processing
- Warehouse productivity
- Lot/serial number control
- Flexible order picking options
- Multi-bin locations
- FIFO, LIFO, Average, Last, Standard, HIFO costing
- Hazard classifications
- Full transaction tracking
- Serial number tracking
- In-Transit (Import Container) tracking
- Bar code labels
- Inventory labels
- Automatic price changes
- Cycle counting
Your inventory dollar investment works harder and smarter when your inventory works for you.

From the book by Gordon Graham, *Inventory Management for the Twenty-First Century*, suggestions for how to handle Inventory Replenishment have been incorporated into the V2 system. V2 tracks your inventory and can report when you have stock shortages or surpluses, in both single and multiple warehouse environments.

Some of the Inventory Replenishment features include:

- Supports EOQ, Classification, Min/Max, and order up-to methods
- Inventory net usage history, reflecting “true” customer demand
- Suggested buy options
- “Seasonal” determination and processing
- Replenishment “Exceptions” reporting and processing when usage factors are outside of user defined ranges
- Usage exceptions
- Automatic lead time calculations
- Ability of user “Freezing” of replenishment factors
- Dead stock reporting
- GMROI “Turn and Earn” reporting
- Automatic generation of purchase orders from “User Defined” buy information directly in the “Suggested Buy” screen
- Supports both “Push” and “Pull” methods of branch replenishment
- On-screen purchasing
- Protected quantities
Intelligent purchasing is more than experienced guessing.

It’s a result of information that is processed in an intelligent and timely manner. Special customer requests, suggested inventory replenishment and inventory linking are fundamental to intelligent purchasing. V2 processes all this and more to provide precise reports and on-line displays.

Some of the Purchasing features include:

- Automatic purchase order (P/O) creation from inventory replenishment option by vendor and item
- Flexible costing options
- P/O Inquires on all levels
- Full P/O audits
- Automatic P/O cost add-on factors
- P/O history and notes
- Link into accounts payable (A/P) vouchering
- Drop shipment
- Auto faxing of P/O’s to vendors
- Bar code receiving
- Easy receiving functions with on-line updating with full auditing capabilities
- Track goods in transit
- Buying using Min/ Max and historical sales data
- Distribute freight to cost
- Late P/O reports by customer sales order
- Receiving sheets
- Expediting reports
- Backorder- purchase associations
- Vendor performance
- P/O- sales order linking
Item Sales & Contract Pricing

Here’s the help you need to handle virtually any pricing situation throughout your distribution business.

At Distribution One, Inc., we understand the client sensitive nature of pricing. That’s why the V2 system offers a multi-bracket price book, that allows for a variety of pricing classifications to handle virtually any pricing situation.

Some of the Inventory Replenishment features include:
- Standard price book, multiple price brackets
- Standard contract pricing
- Volume pricing
Pricing by:
- Customer/Item
- Customer Class/Item
- Customer/Item Class
- Customer Class/Item Class
- Margin pricing
- List and retail pricing
- Discount pricing
- Future pricing
- Like or “Copycat” pricing
- Kit pricing
- Easy price and/or cost adjusting
- Standard and bracket costing
- Special sale pricing
- Contract pricing
- Customer rebates
- Customer groups
- Vendor groups
- Item groups
- Pricing schedules
Vendor and Accounts Payable

Taking control of bill payments makes it easier and cuts the cost.

Even though not many people like paying bills, control of Accounts Payable is critical to the overall task of Asset Management. You’ll build healthy business relationships with your suppliers because V2 offers a variety of parameters, which let you choose how to best manage bill payments.

Some of the Vendor and Accounts Payable features include:
- Fast easy entry of vendor invoices link into PO receiving
- Rebate reporting
- Automatic due date calculation
- Automatic discounting calculation
- Flexible aging columns
- Flexible check printing
- Bank reconciliation
- Cash requirement reporting within client defined period
- Check processing and payment
- Flexible payment selection options
- Fixed/recurring expense
- Multiple accounting periods simultaneously
- Batch control option
- Vendor historical information of purchases and disbursements
- Bank reconciliation
- Debit processing
- Full accounting audit control for any period
- Cash needed forecasting
- Automatic integration into the General Ledger
- Recurring checks
- Void checks
- Hold/Pay options
- Total on-line recall of all transactions affecting a vendor
- Buying groups
- Multiple remit to addresses for vendors
- International payments
General Ledger

V2 accounting transactions are completely interfaced in our General Ledger system.

Any necessary manual entries are simple, one-step procedures. Multiple companies can easily be accommodated. Client defined historical and trend reports will help you to better manage your dollars. Income statements that can be compared to budget statements are included, as well as balance sheets and statements of cash flow. Of course, year-end processing will occur for your fiscal year. With V2, adjustments made to the prior year are automatically carried into the balance sheet of your new fiscal year.

Some of the General Ledger features include:

- Multiple month processing with all months open at all times, interfaced from all sub-systems
- Monthly, Quarterly, and Yearly Financial statements
- Recurring journal entries with automatic reversals
- Client defined historical reports for any time period
- Budget creation
- Full access to all summary and detail journal transactions from all sub-systems from any period
- Consolidated financial statements
- Budget vs. actual reporting
- Client defined chart of accounts
- Calculation of business ratios
- Totally flexible, client defined reporting for any period
- Interface into popular “spreadsheet” programs
- Forced balanced entry
- The most complete and easy to use audit inquiry capabilities for all transactions in any period
It is often said that in life, if you don’t know where you’ve been, how can you know where you are going.

What could illustrate this better than your Sales Analysis? With V2, information is available for you to inquire, report, compare and track trends.

Some of the Sales Analysis features include:
- Customer analysis by product class, customer class, item, salesman
- Multiple costing capabilities, including rebates Profitability Reports, based on “Working” or “Accounting” costs
- Vendor rebate tracking and reporting
- Analysis by product
- Analysis by product-class
- Analysis by salesman
- Analysis by customer
- Analysis by customer-class
- Any combination of the above
- Ability to run any report for any period
- Inquiry and Reporting on what customers DO NOT BUY!
- Inquiry and reporting of customers beyond their normal buying cycle on products
- Sales commission programs, including split commissions
- Based on accrual or earned sales
- Reporting of “Who Bought What” using different variables
- Reporting of “What did a Customer Buy”
- Item Pick Frequency Reporting
- Inventory Time Line Report
- Customer Item Usage Reporting based on Salesperson, Customer, and Vendor
The Front Counter System allows for the fast processing of computer sales through the use of bar coding.

Full cash control is another benefit of this system. Beyond usual cash and credit card sale capabilities, is the ability to process company charge sales to existing charge customers. Transactions may even be a combination of cash and charge.

Some of the Front Counter features include:

- Fast bar coded entry
- Ability to mix cash, credit card and company charge on one transaction
- Full credit checking for company charges
- Full Inventory & Customer look-up
- Full cash management
- Complete interface to Inventory Control
- Complete interface to Customer Sales Analysis
- Item complement suggestions
- Item substitution suggestions
Owners and managers of today’s businesses need a quick summary of where their business is today... as compared to yesterday or last month. V2 offers concise exception reporting, that puts important management information at your fingertips. Journalized information allows you to explore the very invoice or payment that made up the original record.

V2 makes this information accessible at the touch of a button.

The click of the mouse will export your report to Excel or Word. With V2’s interactive reporting feature, you can even modify the report by adding, removing and sorting columns on the fly.

Importing information such as price lists and new product lines from your vendors is just as simple with V2. With an intuitive import wizard, you’ll eliminate what used to take hours of data entry.

Some of the Interactive Management Reporting features include:

- Booked orders
- Invoiced sales
- Open orders
- Order and line fill ratio
- Real time updates of sales and profits
- Lost order reports
- Billing summary and detail audits
- Service levels
- Company wide aging display
- Cash received/disbursed
- Profit exception reporting
- Purchases
- Inventory valuation and cost management
- Purchase orders received and issued
Dealing with everyday documents can overwhelm your company with paper. Distribution One provides unique solutions to reduce paper and still provide flexibility for customers.

With the click of a mouse you can fax an order confirmation to your customer or email a purchase order to a vendor. V2 will prompt you to complete a cover page for a fax or a message for an email. Gone are the days of printing a hard copy and walking to the fax machine. Emailing and faxing directly from V2 is just one way of showing how Distribution One is committed to making your company more profitable.

Some Document Management features include:

- What you see is what you get forms creation (WYSIWYG)
- The ability to save any document as a PDF
- Email and faxing of any document directly from the V2 software
- Logging of all fax and Email transactions
- Advanced confirmations of fax and email status
- Built in label designer with the ability to pull database fields and barcodes on to the label
- Report security to prevent loss of critical data
- Document Batching
- Scheduled send times for off hours faxing or email
Supplemental Software

EDI

EDI is a simple and cost-efficient way to do business with your customers or vendors.

EDI allows companies to electronically carry out business transactions, by utilizing the internet. EDI allows your business to be more efficient, and carry out transactions at greater speeds. Since EDI allows you to handle your transactions electronically, slow, mundane paper transactions are a thing of the past, and redundancy and human key-errors are greatly reduced.

V2 integrates the EDI process into order entry, shipping, billing, and accounts receivable. Also, document maps can be developed and set-up through the V2 software. V2 EDI will allow you to process and ship more orders in less time, get instant verification and acknowledgement of orders and purchase orders. V2 also gives you a complete electronic log of all transactions, which can be printed for safekeeping.

A Partial list of available transaction sets include:

- 3M
- A & P
- ACE Hardware
- AGFA
- Allen Bradley
- Bed Bath & Beyond
- Books-A-Million
- Burlington Coat Factory
- Corning
- Dollar General
- Falk Corporation
- Federated Dept. Stores (includes Bloomingdale’s, Macy’s, Bon Marche, etc.)
- Fred Meyer
- Garden Ridge
- Gottschalks
- Hoffman Engineering Co.
- Jo-Ann Stores
- Kodak Polychrome Graphics
- Kids R Us
- Kohl’s
- Konica
- Linens ’N Things
- May Company (includes Filene’s, Hecht’s, Lord & Taylor, etc.)
- Mervyn’s California
- Michaels Dept. Stores
- OSG Corporation
- Sears
- Stein Mart
- Supply Force
- Target
- Toys R Us
- TruServ Hardware
- Wal-Mart
- Wards
- Wilmar Industries
- World Kitchen
Supplemental Software

E-Commerce

A real time Business to Business e-store that allows your customers to conduct business with you 24 hours a day, 7 days a week.

For wholesalers and distributors to sell products competitively online they need more than just a good web site. Companies must have three fundamental functions tied to their e-commerce site to be successful:

- Have a search engine optimization “SEO” procedure in place to drive people to your site.
- Have one database to sync the data between the web and your ERP system.
- Manage inventory and order processing within your back-end ERP software.

V2’s e-commerce module has the ability to accommodate all of this! Both you and your customers will benefit from increased efficiency, secure credit card transactions using an encrypted connection, automatic inventory updates, account information online and much more.

Plus the fact that customers will be able to place orders 24 hours a day 7 days a week on your site. Your store is completely customized to suit your needs. Our system so flexible that it can be implemented into your current website, or a professionally designed website can be developed for you. Complete web hosting services are also available, as well as Yahoo! Store and PayPal integration. Our e-commerce Features include: Current Quantities on Hand, Pictures of Product, Sorts and Searches by Product Groups, Item Numbers, Keywords or Descriptions, Manufacturer and Price Ranges make entering an order a snap. Your customers can also track open orders and check on their status, View and/or Print Invoices and see their Aging Summary.
Supplemental Software

Fully Integrated Shipping Solutions

V2 is capable of fully integrating to most major shipping manifest software solutions.

We easily integrate with:
- UPS WorldShip
- FedEx
- DHL
- Harvey
- Pitney Bowes
- Kewill
- Clippership
- Star Ship
- USPS
- Spee-Dee
- California Overnight

This feature is a perfect fit for companies that want to fully automate their shipping process. Simply place the package on the scale and scan the order number. The V2 Order Information including: Customer Name, Address and Preferred Shipping Method populate within the shipping system and the Weight, Freight Amount and Tracking Number are added to V2’s Order Record, automatically! COD and pre-paid freight orders flow through the system just as easily.
Supplemental Software

Automatic Credit Card Processing

V2 supports a broad range of payment processing, so you can accept new payment types as your business expands.

V2 Credit Card Processing helps you handle all of your in-store, mail and telephone transactions in one easy-to-use program. V2 Credit Card Processing software can help you reduce data entry errors and problems during reconciliation, which could be a problem when dealing with multiple payment transaction types and multiple processors.

V2 Credit Card Processing provides reporting to match the exact dates of your merchant statement greatly reducing reconciliation time. V2 Credit Card Processing not only supports multiple internet-based processors and merchant services, it also supports various security features. Since V2 Credit Card Processing supports a broad range of payment processors, you can easily accept new payment types as your business expands without worrying about expensive and time consuming hardware upgrades. For example, V2 Credit Card Processing can support multiple merchant numbers for professional offices, mail, telephone processors and business-to-business commerce using corporate purchase cards, as well as traditional counter payments. Simply put: V2 Credit Card Processing is the most comprehensive payment processing software product available for merchants!

Security features include:
- Card Encryption
- CVV2 Validation
- Address Verification (AVS)

Supported Processors include:
- Authorize.net
- Merchant Services
- Verisign/Paypal
Distribution One Services

Our Services
Distribution One’s Business Implementation Professionals have implemented hundreds of successful installs for Wholesalers and Distributors. Distribution One uses a proven and successful method that minimizes any downtime and allows you to remain focused on running your business.

Installation
Distribution One’s technical support specialists have expertise with various computing platforms, network configurations, and software applications. In coordination with our Installation Technicians, Distribution One will professionally load the application software, configure workstations, define printer setups, etc. with the goal of maximizing the stability and reliability of your V2 Software system.

Training
User training is key to achieving excellence with your new software implementation. Distribution One offers personalized, hands-on training that can be delivered at your location or ours and tailored to fit your specific needs. Additionally, our world-class support staff is always available to assist after the training for a refresher of your training topics.

Consulting
You can completely rely on Distribution One’s consulting staff to help you get the most from your software investment. Together, we can discuss your critical business issues and identify the technology solutions that will help you obtain your business goals. Based on the objectives, Distribution One will develop a plan that can ensure a consistent and quality approach to achieving your goals through the successful implementation of information systems technology.

Data Transfer
When migrating from an old legacy software system, the safeguarding of existing data is essential. Distribution One’s data experts transfer your data to a format that is compatible with the V2 software, in a way that minimizes the expense, burden, and downtime of manual re-keying while ensuring greater accuracy.
WHAT OUR CUSTOMERS SAY ABOUT US…

“…it’s been a pleasure dealing with you and I have every confidence we have made the right choice.”

“…very happy with the V2 system and want to give special thanks to the Distribution One team.”

“…we have never worked with as patient, professional, quick-acting, understanding and very easy-to-work with group.”

“…handled all issues promptly and professionally.”

“…truly happy to have you as our partner.”

“…Distribution One… the right choice!”

“…good software running on cost effective hardware by great people.”

“…the changeover went better than expected.”

“…want to compliment Cathy and Carol for the fine job… they are truly an asset to Distribution One.”

“…the program that you wrote has really taken a lot of pressure off us… is flexible and accurate.”

“…to report inventory receipts, sales, adjustments, and transfers for seven branches has turned a weekly, four-hour job into five minutes!”

“…you’ve given me a week of my time back each month to devote to other areas of business.”
Providing powerful business software for Wholesalers and Distributors.
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