

VAI INFORMATION TECHNOLOGY QUESTIONNAIRE

Please FAX completed form to: 513-936-0128

DATE: _____

CUSTOMER NAME: _____

CUSTOMER ADDRESS: _____

TYPE OF BUSINESS: _____

TELEPHONE: _____

FAX: _____

PRESIDENT: _____

NAMES OF OTHER PERSONNEL INVOLVED IN SYSTEM SEARCH:

NAME: _____ POSITION: _____

NAME: _____ POSITION: _____

NAME: _____ POSITION: _____

NAME: _____ POSITION: _____

WHO WILL MAKE THE COMPUTER BUYING DECISION:

NAME: _____ POSITION: _____

NAME: _____ POSITION: _____

ANNUAL SALES DOLLARS (OPTIONAL): _____

TOTAL NUMBER OF EMPLOYEES: _____

CURRENT SYSTEM ENVIRONMENT

(1) CURRENT SYSTEM INSTALLED:

SERVER BRAND: _____

SERVER MODEL: _____ OPERATING SYSTEM: _____

IBM SERIAL NUMBER : _____ (IF APPLICABLE)

CURRENT MEMORY: _____ CURRENT DISK: _____

TOTAL TERMINALS:

BRAND/MODEL : _____

QUANTITY : _____

TOTAL PERSONAL COMPUTERS:

BRAND/MODEL : _____

QUANTITY : _____

TOTAL POS DEVICES:

BRAND/MODEL : _____

QUANTITY : _____

TOTAL NUMBER OF USERS AT REMOTE LOCATIONS: _____

TOTAL NUMBER OF USERS AT MAIN LOCATION: _____

TOTAL NUMBER OF PRINTERS AT REMOTE LOCATIONS: _____

TOTAL NUMBER OF PRINTERS AT MAIN LOCATION: _____

TOTAL NUMBER OF ACTIVE USERS ALL LOCATIONS: _____

TOTAL NUMBER OF ACTIVE USER SESSIONS ALL LOCATIONS: _____

NEW HARDWARE / SOFTWARE REQUIREMENTS:

DISASTER RECOVERY/HIGH AVAILABILITY PLAN IN PLACE: _____

UPS SYSTEM REQUIRED: _____

NEW SYSTEM SERVER CONSOLE REQUIRED: _____

FAX SOFTWARE REQUIRED: _____

NUMBER OF GUI CLIENTS: _____

NUMBER OF TEXT BASED CLIENTS: _____

RF EQUIPMENT AND SITE SURVEY REQUIRED: _____

LAN TYPE ETHERNET 10/100: _____

LAN TYPE GIGABIT ETHERNET: _____

INTERNET ACCESS SPEED: _____

IS A FIREWALL CURRENTLY INSTALLED: _____

EMAIL SERVER INSTALLED: _____

BUSINESS REQUIREMENTS

Area	Required Y/N	Future Y/N
<p><u>Financial Management</u></p> <p>System 2000's financial modules provide complete integration and give you the information needed to tighten control over payables and receivables, improve cash flow, and react to business cycles. Accounts payable provides a three-way match of purchase orders, receipts and invoices, and conditional email options alert buyers of accounts payable invoice discrepancies. Global customer aging inquiries and collection reminders take the guess work out of follow-up and collection calls, and conditional e-mail options alert managers of customer credit issues as they happen. All transactions post to the General Ledger and includes detail account drill-down capabilities to view specific transaction history. The comprehensive "Information Center" provides a snap-shot of the overall financial status of the company and the financial report writer allows users to create an unlimited number of financial reports based on user defined parameters.</p>	<p>_____</p>	<p>_____</p>
<p><u>Distribution Management</u></p> <p>Today, distributors must offer a broader product mix and meet increasingly sophisticated demands from more suppliers and customers. Distributors also face increased competition to gain and maintain customer loyalty. This increased competition squeezes revenue, profits and margins, making it harder to ensure profitability. Distributors require powerful, yet easy to use information systems to help them enrich customer service, reduce costs, and improve the quality of their decision making. VAI answers the call with System 2000 for Distribution. This exciting solution provides a dynamic suite of applications that can help distributors meet the challenges of today's economic environment.</p>	<p>_____</p>	<p>_____</p>
<p><u>Manufacturing Management</u></p> <p>More than ever, manufacturers are facing increased pressure from domestic and international competition. To effectively compete, and grow the business, manufacturers are examining all aspects of their operations in order to minimize costs, maximize profitability, and open new markets. Manufactures require modern, easy to use, cost effective solutions that deliver a real return on investment. VAI addresses these needs through System 2000 for Manufacturing.</p>	<p>_____</p>	<p>_____</p>
<p><u>Retail Management</u></p> <p>The retail business is not getting any easier: New distribution channels and e-commerce are nibbling at gross margins, the life cycles of products are shortening, fussy customers are becoming more demanding, and erratic changes in demand are forcing retailers to make decisions faster then ever before. Worse, consolidation is creating ever-larger chains, which means retailers must manager more store locations, more items, and make thousands of pricing and inventory decisions for each item at each store. The time is right for powerful tool that combines the efficiency of point-of-sale, with the sophistication of an integrated enterprise solution. VAI is please to introduce System 2000 for Retail, a comprehensive solution for the retail industry.</p>	<p>_____</p>	<p>_____</p>

Area	Required Y/N	Future Y/N
<p><u>Warehouse Management</u></p> <p>System 2000's Warehouse Pro application helps you enhance productivity, improve overall warehouse efficiency, and provides real-time integration to System's 2000 Enterprise Management solution. Integrated EDI features provide automatic UCC-128 label printing and electronic advance ship notices. With true random bin, lot and serial number tracking for receiving, pallet assembly, movement, picking and order verification, System 2000's Warehouse Management features enable accurate and efficient tracking of goods through your entire facility.</p>	_____	_____
<p><u>e-Business</u></p> <p>Taking advantage of e-commerce is much more than simply opening up a new, online sales channel. It's about using technology to streamline your business model, creating savings, and increasing efficiency.</p>	_____	_____
<p><u>Customer Relationship Management</u></p> <p>Improve your bottom line by strengthening customer loyalty with VAI's Customer Relationship Management (CRM) solutions. This dynamic suite of applications can help you cost-effectively identify, acquire, develop and retain your most profitable customers. With one central database, Contact Management provides an enterprise-wide view of all interactions with Customers and Prospects. Unlimited user-defined fields provide a flexible database for searching and analysis, and detailed notes help track all communications. From one sales team dashboard, users can generate quotes and track specific opportunities, review account information and history, and create to do lists to flag follow-up activity. Marketing Automation provides the ability to automate marketing campaigns to the contact database via email, fax, or mail. Using the group email feature user can send promotional information, price lists, and collateral instantly to specific contacts within the database.</p>	_____	_____
<p><u>Business Intelligence</u></p> <p>Powerful Business Intelligence tools help you make sense of all the information in your database so you can make better business decisions faster. Through rich data analysis and data mining capabilities that integrate with familiar applications such as Microsoft Office, these powerful Business Intelligence tools enable you to provide all of your employees with critical, timely business information tailored to their specific information needs. Forecast revenue, analyze sales pipeline, view account activities, analyze item, customer and vendor information and much more. Seamlessly integrated with System 2000 data, these tools offer organizations an easy growth path to world-class Enterprise Performance Management.</p>	_____	_____

APPLICATION SOFTWARE CHECK LIST

(Key: Y- Yes, N- No, F- Future)

VAI APPLICATIONS	Y/N/F	THIRD PARTY APPLICATIONS	Y/N/F
System 2000 Financial Management		CYBRA Mark Magic	
- Accounts Receivable		- Laser Forms	
- Accounts Payable		- Bar Code Labels	
- General Ledger		- Quantity of barcodes produced daily	
- Financial Report Writer		NGS-IQ Report Writer	
		- NGS IQ Builder	
System 2000 Distribution Management		- NGS Q-Port	
- Customer Orders		- NGS Smart View	
- Sales Analysis		- Number of users	
		- Number of reports	
- Inventory Management		EXTOL EDI	
- Purchase Orders		- EXTOL EDI	
- Product Quality		<i>(Please attach a list of Trading Partners and Documents required)</i>	
- Customer Relationship Management			
		- Number of transactions daily	
System 2000 Warehouse Management		Credit Card Authorization	
- RF Receiving, Pallet Creation, Movement		- ROI JavaCard Software	
- Bin Management		<i>(For Back Office and Web Orders)</i>	
- Order Management		- Number of credit card transactions daily	
- RF Picking and Order Verification		VeriSign Credit Card Authorization	
- Number of RF devices		- Verisign Payment Services	
System 2000 Manufacturing Management		<i>(For Web Orders Only)</i>	
- Work Order Processing			
- Material Requirements Planning		Optimum Payroll, HR, TA	
- Capacity Requirements Planning		- Optimum Payroll	
- Shop Floor Control		- Optimum Human Resources	
- Forecasting		- Optimum Time and Attendance	
- Product Quality		- Number of employees	
		Varsity Shipper	
System 2000 Retail Management		- Freight Tables and Shipping	
- Retail Max Point-of-Sale		<i>(Multiple Carrier iSereis Shipping Solution)</i>	
		- Number of packages shipped daily	
System 2000 for the Web (e-business)			
- B2B Order Processing			
- B2C Order Processing			
- Sales Team Access			
- Order Status Inquiry			
- Account Status Inquiry			
- Product Catalog			
- Firewall required			
SalesLinx (Laptop SFA)			
- Order Processing			
- Item Inquiry			
- Order Status Inquiry			
- Customer Inquiry			
- Contact Management			
- Numebr of users synchronizing			

SYSTEM 2000 FILE SIZING

- **ACCOUNTS RECEIVABLE**

NUMBER OF COMPANIES _____

NUMBER OF CUSTOMERS _____

INTERFACE TO CREDIT AND COLLECTION SYSTEM (Y/N) _____

NUMBER OF SHIP-TO ADDRESSES _____

NUMBER OF TAXING COUNTIES _____

NUMBER OF MONTHS TO KEEP A/R DETAIL RECORDS _____

INTERFACE TO GENERAL LEDGER (Y/N) _____

NUMBER OF MONTHS TO KEEP MONTHLY RECORDS _____

INTERFACE TO COMMISSION PROCESSING _____

- **INVENTORY CONTROL**

NUMBER OF LOCATIONS _____

NUMBER OF ITEMS _____

NUMBER OF VENDORS PER ITEM _____

NUMBER OF MONTHS TO KEEP DETAIL TRANSACTIONS _____

INTERFACE TO LOT CONTROL OR FIFO (Y/N) _____

- **WHOLESALE CUSTOMER ORDERS**

NUMBER OF ORDERS PER MONTH _____

AVERAGE NUMBER OF DETAIL LINES PER ORDER _____

NUMBER OF INVOICES PER MONTH _____

- **RETAIL ORDERS**

NUMBER OF TRANSACTIONS PER MONTH (ALL LOCATIONS) _____

AVERAGE NUMBER OF DETAIL LINES PER ORDER _____

- **SALES ANALYSIS**

NUMBER OF MONTHS TO KEEP DETAIL INVOICE HISTORY (Wholesale and Retail Orders) _____

- **PURCHASE ORDERS**

NUMBER OF ORDERS PER MONTH _____

AVERAGE NUMBER OF LINE ITEMS PER ORDER _____

REQUIRE TO SAVE RECEIPT HISTORY (Y/N) _____

NUMBER OF MONTHS TO KEEP HISTORY _____

INTERFACE TO ACCOUNTS PAYABLE (Y/N) _____

- **ACCOUNTS PAYABLE**

NUMBER OF VENDORS _____

NUMBER OF INVOICES/VOUCHERS PER MONTH _____

NUMBER OF CHECKS PER MONTH _____

NUMBER OF MONTHS TO KEEP DETAIL TRANSACTIONS _____

- **GENERAL LEDGER**

NUMBER OF LEDGER ACCOUNTS PER COMPANY _____

- **MANUFACTURING**

NUMBER OF MANUFACTURING ORDERS PER MONTH _____

AVERAGE NUMBER OF LINES PER ORDER _____

AVERAGE NUMBER OF LINES IN A BILL OF MATERIAL _____

AVERAGE NUMBER OF ROUTING STEPS PER ITEM _____

NUMBER OF DAYS TO KEEP MFG. DETAIL TRANSACTIONS _____

NUMBER OF DAYS TO KEEP MFG. PRODUCTION HISTORY _____

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