

The Uniform Solution for Windows

Premier Data Systems 800-286-8929



VENDOR PARTNERSHIP PROGRAMS

At Premier Data Systems, we are committed to advancing the uniform retailer and their business through the use of our inventory control software, The Uniform Solution. Over the past 15 years, we have been able to help almost 800 retail locations increase their sales, control their inventory, and reorder merchandise with ease.

During the last few years, we have made a concerted effort to “connect” our customers to their vendors with our Connected Partner Program. These “connected” services have not only dramatically improved the efficiency of the retailers business, but they have improved each vendor’s relationship with their customer, reduced errors and staff involved in order entry and customer service operations, and have provided intangible benefits to both the retailer and the vendor.

If your company is serious about the uniform industry, we strongly encourage you to become a connected partner with us. We are certain the benefits will easily outweigh the costs. Below you will find the partnership programs we are currently offering.

Basic Partner Program - \$500

Have your complete product line included in The Uniform Solution's Vendor Catalog. Pre-loaded inventory enables your customers to quickly set up and maintain your product line. It is always included in all new installations, posted on our website within 48 hours of receipt, and distributed with all updates. The Basic Partner Program cost just \$500 to begin.

Connected Partner Program - \$1,250

Becoming a “Connected Partner” opens the door to improved customer service, reduced order entry personnel, and an improved relationship with your customer. The Connected Partner Program has five components: (1) Direct EDI, (2) Advance Ship Notices, (3) Image Lookup, (4) Vendor Stock Reporting, and (5) Ecommerce Images (3rd to 4th Qtr 2008).

The Connected Partner Program cost just \$1,250 to begin. Each purchase order sent using Direct EDI will cost \$1. The maximum cost of the program in a calendar year is \$12,000. There are no additional costs for the other components of the Connected Partner Program.

Direct EDI

Direct EDI (Electronic Data Interchange) allows users of The Uniform Solution to send an electronic purchase order directly to your FTP site - one that doesn't have to be entered by a customer service representative. This form of purchase order reduces order entry errors, increases efficiency, and saves you money by eliminating the need for an order entry person to manually enter each order you currently receive.

Advance Ship Notices

An Advance Ship Notice enables your customers to receive the merchandise you ship by the carton. Similar to EDI, you'll simply place a file on your FTP site that contains the shipment information for a customer order. Customers are then able to quickly and accurately receive shipments.

Image Lookup

Show your customers an image of the products you sell. We will pass a style and color code to an ASP or similar web page and you can choose what to show to the customer. You can use the page to show an image of the style with a color swatch, an image of the style and the stock levels for each size of a passed style and color, or anything along these lines.

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Real-Time Vendor Stock Reporting

From the customer's perspective, this is one of the greatest features you could provide. By setting up a fairly simple Web Service, your customers can instantly see your stock available as they create orders for customers, purchase orders, or while they review their stock in our Inventory List. The feature is truly seamless in its operation and extraordinarily beneficial to the customer.

Ecommerce Images

Starting in 2009, customers using The Uniform Solution will be able to easily open a web storefront to service their customers – extending selling hours, customer service, and reach. Connected vendors will have the option to provide images of their products hosted on their webserver that all Uniform Solution customers will be able to use to show their customers. We will be providing specifications for the image size and name in 2008. Being one of the first vendors to offer this option will certainly get you noticed.

Preferred Partner Program - \$500/year/Sales Representative

Premier Data Systems has created the Preferred Partner Program to greatly enhance a vendor's opportunity to increase their sales by utilizing their sales force and key aspects of The Uniform Solution software. For a vendor that provides core re-orderable merchandise to a uniform retailer, nothing is more critical than the retailers need to properly reorder merchandise. This program provides the following benefits and opportunities:

- Receive a complete listing of stores using The Uniform Solution Professional and Enterprise
- Receive immediate notification of all new purchases of The Uniform Solution Professional and Enterprise versions - including additional stores
- Have PDS pre-load your product line and set the retail price for the customer using a standard formula
- Have PDS load a model stocking program for your product line - as determined by your companies sales representative
- Have PDS coordinate an appointment for your sales representative to complete any setup of your product line in The Uniform Solution after the new customer receives their new system - enabling you to have your product line ready for immediate re-ordering.
- Use The Uniform Solution for Sales Reps
 - Enter and maintain model stock programs for all customers on a portable notebook PC
 - Download model stock programs to a customers copy of The Uniform Solution
 - Export model stock levels and physical inventories into easy-to-read excel spreadsheets and reports
- For stores **without** The Uniform Solution - (1) Take physical inventories of a customer's stock with a portable barcode scanner and quickly create fill-in orders for basic stock items. (2) Create actual purchase orders for customers using the current inventory and the customer's model stock program (3) EDI the purchase orders to the home office (4) Maintain a history of all purchase orders for each customer that is created in The Uniform Solution.
- Sales reps can enter all customer orders they normally enter by hand into The Uniform Solution then EDI the order into the main office.

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Premier Partner Program - \$50K/Year

The Premier Partnership Program is for uniform vendors that wish to greatly enhance their relationship with their smaller customers. Although the benefits of using The Uniform Solution's software package can always outweigh the cost associated with purchasing a hardware and software solution, many retailers are still reluctant to implement a system due to the perceived cost.

The Premier Partnership Program eliminates the cost barrier to the retailer by allowing a vendor to provide the "standard" version of The Uniform Solution to their customers - at no cost if they wish. The cost to the vendor is a \$50K per year licensing fee plus \$300/year/license with a 100 license minimum. The "standard" version of The Uniform Solution provides the core functionality needed by the retailer, and keeps the program installation simple by limiting the users access to more complex operations. And the great thing about the "standard" version is that your customers have an upgrade path if their operations expand.

The Standard Version of The Uniform Solution

- A splash screen shows the software was provided by the partnering vendor
- Provides features that enable full inventory control, tag printing, sales entry, and automatic purchase ordering creation with EDI and ASN capability, Accounts Receivable, and purchase order receipt. The main component not included in the "standard" version is the ability to enter and automatically order special orders.
- Enables users with more complex or larger operations to easily upgrade to either the Professional or Enterprise version of The Uniform Solution.

How to Leverage the "Standard" Version of The Uniform Solution

- Require your customers to keep a model stock program for your product line
- Require your customers to EDI their purchase orders

Only modest increases in sales volume can be dramatic when multiplied by the number users with the "standard" version of The Uniform Solution.