The Uniform Solution

The Uniform Solution+ SQL Server
4:30 pm to 5:00 pm
Session III
Diamond Data Systems
Investing in Your Tomorrow

- 1992 – The Uniform Solution for DOS
- 2001 – The Uniform Solution for Windows
  ◦ Development Investment (12–18 man-years by 2001)
- 2003 to 2014 – EDI, ASN Receiving, VStock, Vendor Images
  ◦ Development Investment (3–5 man-years to date)
- 2011 – The WebStore and Web Server Technology
  ◦ Development Investment (~$800,000 by 2011)
- 2014 – SQL Server
  ◦ Development Investment (~$600,000 by 2014)
- 2014 to 2015 – iOS and Android apps for employees
  ◦ Development Investment (ongoing)
What is The Uniform Solution+ SQL Server?

- A single solution designed to run a uniform retailers entire day-to-day operation
  - Point-of-Sale with Order Entry and Tracking, plus A/R
  - Purchasing and Receiving with EDI, ASN Receiving, and Real-time vendor stock reporting
  - Accounts Receivable, Payroll Deduct, and Allowance Tracking
  - Time Clock
  - eCommerce with Group Selling
  - iOS and Android app for employees with Owner Dashboard and item stock lookup
Supported Business Models

- Retail and Order Entry (with Multi-Store integration)
- On-Site/Mobile (Hospitals, Large Groups, Nursing homes, etc..)
- eCommerce
  - Individuals (with access to retail and eCommerce purchases)
  - Groups (with specific items, discounts, and work order details)
Microsoft SQL Server 2012 is a robust, scalable, fast, and secure database trusted by the most successful companies in the world

- The Uniform Solution+ SQL Server is faster
  - Reports on workstations are 3–5 times faster
  - Transactions save 6+ times faster (.07 vs .47 seconds)
  - Robust SQL Server features make some operations 10+ times faster
  - After upgrading, make sure you check out the Top 40 Report and Inventory Search

- The Uniform Solution+ SQL Server is more reliable
  - With a battery backup on your server, database corruptions just don’t happen
  - Say goodbye to recoveries : )

- Faster Development Means More Features Sooner
  - New data sorts and calculations are extremely fast – enabling new features like the Customer Loyalty Program to calculate points at run-time
  - Database upgrades are simplified for our development team

- SQL Server 2012 provides iOS and Android App Capability
The Uniform Solution+ SQL Server 2014 Features

- Customer Transaction History Merge
- Task Bar with Open Windows
- Automatically Email Sales Receipts (4th Qtr 2014)
- Loyalty Program (Coming 2015)
  - Assign and track points for customer purchases
  - Redeem points for store credit on customer purchases
- Faster, More Robust and Reliable Database
  - Reports on workstations are 3–5 times faster
  - Transactions save 6+ times faster (.07 vs .47 seconds)
  - Some operations 10+ times faster
  - Corruptions and recoveries are a thing of the past
  - Write your own Queries, Reports, and Exports
- Android and iOS App for employees
  - Item lookup provides price, description, image, and stock status
  - Owner/manager Dashboard
The Uniform Solution+ SQL Server Versions

- The Uniform Solution+ SQL Server
  - SQL Server Express 2012
  - Enterprise Feature Set
  - WebStore
  - iOS and Android “App” for employees (coming 2014–2015)
  - Software Updates, Vendor Catalog, Connected Features (EDI, ASN, VStock)
  - Technical Support

- The Uniform Solution+ Outside Sales/Mobile Selling
  - SQL Server Express 2012
  - Enterprise Feature Set – Excludes PO, Receiving, and A/R functionality
  - Software Updates, VStock
  - iOS and Android “App” for employees (coming 2014–2015)
  - Technical Support
The Uniform Solution+ Pricing New Locations

- **The Uniform Solution+ SQL Server**
  - $250/month + $25/Additional user (no contract or commitment)
  - 10% Discount (Locations 2–4) and 20% Discount (Locations 5+)

- **The Uniform Solution+ Outside Sales/Mobile Selling**
  - $150/month + $25/Additional user
The Uniform Solution+ Upgrade Pricing

- **The Uniform Solution+ SQL Server**
  - 2014 – Monthly @ $100/month + $10/user (with a current subscription)
  - 2015 – Monthly @ $150/month + $15/user (this is a $100/month discount)
  - 2016 – Monthly @ $200/month + $25/user (this is a $50/month discount)
  - Discounts – 10% (Locations 2–4) and 20% (Locations 5+)

- **The Uniform Solution+ Outside Sales/Mobile Selling**
  - 2014 – Monthly @ $50/month + $10/user (with current subscription)
  - 2015 – Monthly @ $100/month + $15/user (this is a $50/month discount)
  - 2016 – Monthly @ $125/month + $25/user (this is a $25/month discount)
## The Uniform Solution+ SQL Server Value

<table>
<thead>
<tr>
<th>Item</th>
<th>Price/Month</th>
<th>Notes/Compare</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS Software</td>
<td>$100 to $150</td>
<td>1 User</td>
</tr>
<tr>
<td>Vendor Catalog</td>
<td>$50</td>
<td>QuickBooks Payroll</td>
</tr>
<tr>
<td>EDI and ASN Delivery</td>
<td>$75 to $100</td>
<td>EDI Software Service</td>
</tr>
<tr>
<td>eCommerce Site</td>
<td>$125 to $300+</td>
<td>Uniform Market</td>
</tr>
<tr>
<td></td>
<td></td>
<td>No Integration to POS</td>
</tr>
<tr>
<td>iOS and Android</td>
<td>$25</td>
<td>Quickbooks</td>
</tr>
<tr>
<td>Technical Support</td>
<td>$15</td>
<td>Annual $180</td>
</tr>
<tr>
<td>Vendor Stock Reporting</td>
<td>Priceless</td>
<td>:)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$390 to $640</strong></td>
<td><strong>No VStock :(</strong></td>
</tr>
</tbody>
</table>
The Uniform Solution+ SQL Server

Demonstration
The Uniform Solution+ SQL Server Requirements

- **Server Computer**
  - Windows 7, or Windows 8
  - Windows Server 2008 (Service Pack 2)
  - 64 Bit OS is better
  - Lots of memory (8–16 GB plus)

- **Workstations**
  - Windows 7 or Newer

- **SQL Server Express 2012 (Included)**
  - Handles databases up to 10GB
  - Limited to a single processing core and 1 GB of memory
  - Will be fine for most stores with 10 or less locations

- **SQL Server Standard 2012 (~$2800 with 10 Cals)**
  - Handles databases greater than 10GB
  - Can use more than 1 processing core and 1 GB of Memory
  - Handles larger operations