


# The Uniform Solution

Session IV – What’s Next for The Uniform Solution  
Plus Question and Answer Session  
3:30pm to 4:30 pm

## What’s Next for The Uniform Solution

- ▶ Background
  - Development Milestones
  - Keys to Our Success
  - Supported Business Models
  - Core Technologies
- ▶ New Feature Review
  - The Uniform Solution
  - The WebStore
- ▶ What’s Next
- ▶ Question and Answer




The Uniform Solution – Session IV 10/14/2012 2




# The Uniform Solution

Background and Overview

## Background







- ▶ 1992
  - In 1992 Premier Data Systems saw something missing in the uniform industry – a comprehensive inventory control system that was easy to use and tailored to the daily operations of the uniform retailer. **The Uniform Solution** is the result of a vision to create a simple, easy-to-use software program that would make retail uniform stores more productive, informed, and profitable
- ▶ 1996
  - The Uniform Solution created the Vendor Catalog – a complete inventory listing from major medical uniform suppliers that made getting started incredibly easy
- ▶ 1998
  - On-site selling aided by The Uniform Solution takes off. Today on-site selling is a key element of product delivery to the medical apparel consumer.




The Uniform Solution – Session IV 10/14/2012 4

## Background (continued)





- ▶ 2001 
  - The Uniform Solution for Windows is released making installation, set up, and ease of use unparalleled in the point-of-sale world
  - Training tutorials and improved reliability reduce Technical Support to ½ the previous level
- ▶ 2002 
  - Premier Data Systems licenses QuickStore to Wasp Technologies. Today QuickStore is sold in retail electronics stores bundled with a cash drawer, receipt printer, and barcode scanner
- ▶ 2003 
  - Premier Data System began to use the internet to connect the uniform retailer with their vendors. Today The Uniform Solution can send Purchase Orders directly to a vendor using EDI, receive advance shipment information (ASN) to make the receiving process productive and efficient, display real-time vendor stock information right next to an item to be ordered, and show images of products listed in inventory

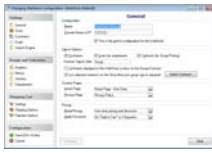




The Uniform Solution - Session IV 10/14/2012 5

## Background (continued)



- ▶ 2007
  - The Uniform Solution enhances the retailers customer service with real-time vendor stock reporting
- ▶ 2011 
  - The Uniform Solution WebStore is released. Retailers can now easily setup and provide an eCommerce site for their customers to satisfy their need to buy 24 hours a day, check stock status in the store, review order information, and much more!

The Uniform Solution - Session IV 10/14/2012 6



## The Keys to Our Success


- ▶ Meet the needs of the uniform retailer's business and their customer
  - Handle Special Orders and Reordering with Ease - Auto-Create
  - Handle Billing, payroll deduction, Summarized Billing, and Account Statements
  - Special Pricing, Discounts, and Group Selling (ie. Contracts)
  - Multi-Store, On-site, and eCommerce Selling
- ▶ Efficient Easy-to-Use Software
  - Our software is intuitive, easy to use, and fast for experienced users
- ▶ Innovation
  - Auto-Fax
  - Vendor Catalog
  - Voice feedback at POS
  - Direct EDI, ASN, Vendor Stock Reporting
  - WebStore
- ▶ Rock-Solid Software




The Uniform Solution - Session IV 10/14/2012 7

## Core Technologies

- ▶ The Uniform Solution for Windows 
  - Retail, Order Entry, and Back Office
  - Multi-Location Data Synchronization
- ▶ The Web Server 
  - Creates a WebStore with full shopping cart functionality
  - Web Services can be used to interface to other systems in real-time



The Uniform Solution - Session IV 10/14/2012 8

# Installations

- ▶ **The Uniform Solution**
  - 602 Companies
  - 1,074 Locations
  - 2,413 Stations
  - 112,867 Direct EDI Purchase Orders in 2011
- ▶ **QuickStore**
  - 3,280 Companies
  - 3,596 Locations
  - 4,703 Stations





The Uniform Solution - Session IV 10/14/2012 9




# The Uniform Solution


## New/Recent Feature Highlights



# Feature Highlights\*





- ▶ **WebStore and Shopping Cart**
  - 2 hours Free Support with an Active Shopping Cart
  - Monthly Billing for Subscription and Cart
  - Real-time Vendor Stock Reporting - 4.31\*
- ▶ **Gift Cards** (depreciating Gift Certificates soon)
  - The accepted way of handling customer credits
  - Balances are tracked by X-Gift and can be used at any location
- ▶ **Images**
  - Used in the WebStore and The Uniform Solution
- ▶ **Miscellaneous**
  - Multi-Vendor Import and Export
  - Zip Compression 2GB+ Support



The Uniform Solution - Session IV 10/14/2012 11

# Connected Vendors

Vendor	EDI	ASN	VStock	Images
511	Yes			
Barco	Yes	Yes	Yes	Yes
CID (Wink, Mary Englebreit)	Yes	Yes	Yes	Yes
Icer Brands (Rampage Crocs)	Yes	Yes		
IguanaMed	Yes		Yes	
Koi	Yes		Yes	Yes
Landau	Yes	Yes	Yes	Yes
Peaches	Yes	Yes	Yes	Yes
Peppergate (Alegria)			Yes	
Prestige Medical	Yes	Yes		Yes
Sanita	Yes	Yes		
Strategic Partners (Cherokee, Littmann, Dickies Medical)	Yes	Yes	Yes	Yes
VFC (Red Kap, Horace Small)	Yes		Yes	Yes
Williamson-Dickie (Dickies Workwear)	Yes	Yes		
White Swan	Yes	Yes	Yes	Yes
White Cross	Yes	Yes	Yes	

The Uniform Solution - Session IV 10/14/2012 12



## What's Next for The Uniform Solution

## What's Next for The Uniform Solution?

- ▶ New Logo
- ▶ New Website
  - Blogs - Latest News
  - Forums for Support and Training
  - Updated Tutorials
- ▶ Connected Features
  - Email receipts
  - Copy emails to clipboard
- ▶ Support for Large Store Groups
- ▶ SQL Server 2012
- ▶ iOS and Android






The Uniform Solution - Session IV 10/14/2012 14

## Support for Large Store Groups (2014+)

- ▶ 50+ Location Support
  - Store Groups
    - Facilitate access to Store information (ie. stock lookups, reporting, etc.)
    - Enhance the data replication process by collecting data in groups
  - Sales Tax Status
    - Enable multiple tax statuses for each item



The Uniform Solution - Session IV 10/14/2012 15

## SQL Server 2012




- ▶ Microsoft's latest release of SQL Server
- ▶ Client/Server Architecture
  - Database corruptions are non-existent
  - Scalability handles ANY size company
- ▶ The Uniform Solution
  - Replaces the Topspeed database
  - Provides a fault tolerant backend not vulnerable to virus software and workstation hardware or software issues
  - Faster sorts and new data views can be implemented
  - Faster and enhanced reporting and summarizing is possible
  - Maintenance tasks like the Month-End will be greatly accelerated
  - Database upgrades are simplified for our development team





The Uniform Solution - Session IV 10/14/2012 16

## SQL Server 2012 Requirements




- ▶ Server Computer
  - Windows Vista, Windows 7, or Windows 8
  - Windows Server 2008 and newer
  - 64 Bit OS is better
  - Lots of memory (8-16 GB plus)
- ▶ Workstations
  - Windows XP or Newer
- ▶ SQL Server Express 2012 (No cost)
  - 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




The Uniform Solution - Session IV 10/14/2012 17

## iOS and Android




- ▶ Research and Development
  - iOS
  - Android
  - Windows 8 Tablet




The Uniform Solution - Session IV 10/14/2012 18

## Meeting Your Needs in 2013 and Beyond



- ▶ The Uniform Solution embodies a 20-year investment in technology that addresses the needs of the uniform retailer
- ▶ Premier Data Systems has more expertise developing and supporting the technical needs of the uniform retailer than any other company
- ▶ Premier Data Systems has a proven track record of successful extension and innovation of The Uniform Solution
  - Multi-Store in 1992
  - DOS to Windows
  - Connected Features
  - WebStore
  - SQL Server - Coming in 2013
- ▶ Premier Data Systems focuses on research and development that maximizes the benefit to our customer



The Uniform Solution - Session IV 10/14/2012 19



# The Uniform Solution

Question and Answer Discussion