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**

Background and Overview

- **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.
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 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

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
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

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

Connected Vendors

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<th>ASN</th>
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* Real-time Vendor Stock Reporting is 4.31*
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

Support for Large Store Groups (2014+)

- 50+ Location Support
  - Store Groups
    - Facilitate access to store information (i.e., stock lookups, reporting, etc.)
  - Sales Tax Status
    - Enable multiple tax statuses for each item

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
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

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iOS and Android

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

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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

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The Uniform Solution

Question and Answer Discussion