



Summer Business



*Expert Panels of
Professors, Scientists,
Industry and IT-
Experts, and
Journalists,
Rank Epicor Enterprise
Resource Planning as
Top IT and Industry
Solution for Medium
Sized Companies*

Staying in Touch with Customers

- ❖ *Epicor® awarded in Germany*
- ❖ *What is Epicor e-Procurement*
- ❖ *TEC Certification for Epicor.*
- ❖ *Again...Epicor wins Stevie Award*
- ❖ *Epicor Deals around the World*
- ❖ *Epicor BOOST Campaign*



Epicor awarded Three IT and Industry Awards in Germany

Epicor Software Corporation announced that its next-generation enterprise resource planning (ERP) solution has been awarded the INDUSTRIEPREIS 2011 for best industry solution, as well as selected to appear in the “IT-Bestenliste” and “INDUSTRIEBestenliste.”

The lists were put together by large expert panels who assessed products according to the criteria of innovation, practical relevance, market maturity and suitability for small and medium-sized enterprises (SME).

The INDUSTRIEPREIS 2011 is Germany’s award for outstanding innovative industry solutions. Over 500 companies, including industrial enterprises, suppliers and service providers, submitted entries but only those with notably modern and innovative products are selected.

The IT-Bestenliste from the Initiative Mittelstand is the German yearbook for the IT Innovation Awards 2011. It serves as a practical and reliable navigation through the entire spectrum of strategic IT products and solutions for SME. Succeeding the “Mittelstandsliste,” the IT-Bestenliste is now the new standard reference for IT decision makers in Germany, and a valuable guide available in print and online at www.it-

bestenliste.de. The list also names the winners, nominees and highly qualified solutions from the annual IT Innovation Awards 2010 (www.innovationspreis-it.de), including Epicor 9 as the ERP category winner.

The panel of experts selected the listed solutions by assessing the suitability of the submitted products for SME, as well as criteria like innovation, practical relevance and marketability. This complex product testing helps decision makers select suitable IT solutions and strategies.



What is it?

Why is it important?

Compatibility



Epicor Procurement

Epicor Procurement has been a best-in-class product for over a decade, having led the way to using Web-based applications across the enterprise, integrated to core ERP solutions in the back office. This release has more than fifty enhancements to help companies achieve the greatest reach, speed, and control with their purchasing processes.

Epicor Procurement customers represent a broad cross-section of our customer base. They rely on Procurement to help their organization control spending and operate efficiently. This release brings new functionality that will appeal to requisitioners, approvers, buyers, and administrators.

- Improved Integration Capabilities – This release improves the integration with Epicor Enterprise Financials by providing greater process controls and performance.
- Enhanced User Experience – With greater usability in the application and improvements in the user interface, Procurement 7.4 provides an even better user experience.
- Better and Broader Reporting – There's a whole new look for reporting along with powerful new filtering features, the ability to add custom reports to the app, and several new out-of-the-box reports.
- New Order Functionality – This release offers new order functionality to streamline partial order receipts, discounts, and returns.
- Administrative Efficiency – Administrators will appreciate the ability to perform more tasks with less effort and greater efficiency.

Procurement 7.4 is compatible with Enterprise Financials and Supply Chain Management 7.3.6 and 7.4. It is also compatible with the latest Microsoft technologies.

ERP Certification for Epicor Manufacturing

Technology Evaluation Centers (TEC) is pleased to announce that Epicor ERP (v. 9.05) is now TEC Certified for online evaluation of enterprise resource planning (ERP) solutions for discrete manufacturers in the ERP Evaluation Center. This Evaluation Center enables you to compare and evaluate functionality based on TEC's comprehensive model of ERP software for discrete manufacturers. Data used in the Evaluation Center

are obtained from the vendor's responses to TEC's request for information (RFI). Certification ensures that product capabilities have been demonstrated to TEC analysts based on the responses Epicor provided in its completed TEC RFI; and that TEC analysts have analytically and comparatively reviewed Epicor ERP RFI data against known benchmarks. To potential clients of a software vendor, TEC certification provides the following:

- Reassurance: You can be assured that the data TEC provides about its certified products conform to a well-defined standard of accuracy. When a vendor's product is TEC Certified, it means that a trusted, independent third party has seen the product up close.

- Better communication with vendors: TEC certification helps ensure that vendors understand and respond accurately to their clients' RFI criteria. Certification with TEC analysts provides the opportunity to clarify any issues with the RFI criteria. This ensures that the vendor is speaking the same language as its potential clients—and gives the clients an unambiguous specification of product functionality to inform their selections.

The certification seal is a valuable indicator for organizations that rely on the integrity of TEC's research services for assistance with their software selection projects. Organizations looking for a solution can be confident that they're comparing the product on an "apples to apples" basis with other, similar products.



For more information, please visit our website www.gbs-eg.com

Epicor Honored at International Business Awards

08.03.2011– Irvine, Calif., August 3, 2011 -- Epicor Software Corporation, a global leader in business software solutions for manufacturing, distribution, retail and services organizations, today announced that Epicor® and its next-generation enterprise resource planning (ERP) solution have earned distinguished honoree medals for Computer Software Company of the Year and Best New Computer Software Product or Service of the Year in The 2011 International Business Awards. The International Business Awards are the only global, all-encompassing business awards program honoring great performances in business.

"It is an honor for Epicor and our next-generation ERP solution to have earned distinguished honoree medals from the International Business Awards," said John Hiraoka, executive vice president and chief marketing



About The Stevie Awards



The promotion details

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officer for Epicor. “Epicor is a global leader in business software solutions and this recognition is a testament to our worldwide presence and success.”

Honorees for the International Business Awards were selected from more than 3,000 entries received from organizations and individuals in more than 40 nations. “Entries to The International Business Awards grew by more than 80% this year, and that illustrates the increasing importance of the IBAs worldwide,” said Michael Gallagher, president of the Stevie Awards, presenters of the IBAs. “We congratulate all of the honorees, and we look forward to recognizing them for their achievements at our gala event in Abu Dhabi on 11 October.”

Stevie Awards are conferred in four programs: The American Business Awards, The International Business Awards, the Stevie Awards for Women in Business, and the Stevie Awards for Sales & Customer Service. Honoring organizations of all types and sizes and the people behind them, the Stevies recognize outstanding performances in the workplace worldwide. Learn more about the Stevie Awards at www.stevieawards.com.

iScala Promotions Continues

The promotion consists of:

- Boost Promotion – if customers upgrade to 2.3 SR3
 - Controllability
 - BTCE
 - Advanced Credit Control
 - Revenue Recognition
 - Scalability
 - Enterprise Server
 - Template Tool
 - Usability
 - Advanced Manufacturing
- Additional License Offer - 4 for the price of 3
- Connectivity Offer – Service Connect

- [Promotion Packages](http://www.epicor.com/Host/emea/EMEA%20General/EPICOR_Promotion_Packages.pdf)
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EPICOR®

Another deal closed
around the world



Metal Manufacturing, Netherland. Acquired Epicor 9.05

Manufacturing & Distribution of Bucket Elevators, England. Acquired Epicor 9

Food Manufacture and Distribution, England. Acquired Epicor 9

Let's Communicate

GBS Team

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Mrs. Asmaa Hazem	Office Manager