

Staying in Touch with Customers



Happy *New Year*

A New EMEA
Partner for
Epicor



- ❖ A new Partner for Epicor
- ❖ A promising start for 2011
- ❖ Deals around the World
- ❖ Epicor acquires Spectrum...MR System
- ❖ Acrylicon...a new client for GBS



Name: Algorizma Business Process Management Systems Ltd.
Turgut Reis Cad.No.24 D.4-5 Tandoğan-ANKARA
Turkey

www.algorizma.com

Business Description: Established in 2006, Algorizma Business Process Management Systems became Turkey's Distributor of Interneer Intellect from Southern California software vendor Interneer Inc. In 2008, Algorizma's success was recognized as one of Turkey's best 500 IT companies. It's roots as a boutique software house enabled its customers to implement systems meeting specific designs and fulfilling specific requirements. Algorizma continues to demonstrate its success by delivering project-based solutions to a high quality allowing customers to receive time-to-benefit in the shortest time and with low cost.

Products: iScala

Partner Type: Value Added Reseller



Welcome to 2011 - A Great Time To Be An Epicor Partner!

2010 was a great year for Epicor and our partners and I am sure we can be even more successful together in 2011. Epicor is committed to ongoing investment in our channel operations and over the coming months I will be making exciting announcements about how we plan to provide even better support for our partners this year.

We start the year with the outstanding news that Epicor continues to be positioned as the only clear visionary in the Gartner Magic Quadrant (see below for more details).

We also launched iScala 2.3 SR3 in December, a major new release that reinforces our commitment to enhancing our iScala solution and protecting our customers' investment in Epicor solutions. This will undoubtedly also provide some new sales and service opportunities for many of our partners.

Roy Shooter
Senior Vice-President, EMEA Operations

Now available: iScala 2.3 SR3

iScala 2.3 SR3 represents a major enhancement to the iScala Suite of products. Designed to meet the need for agility, control and usability in today's changing economic environment it provides the user with a number of benefits focused on making business more efficient and streamlined. In addition to new functionality covering global requirements and user features, iScala 2.3 SR3 offers new technology including grid based Order screens, more powerful Service Connect design tools and the ability to interact with the system using mobile devices in both real time and offline mode.

Why is this release important?

iScala 2.3 SR3 was designed by collaborating with customers around the globe and is focused on the areas that can deliver greatest value both for existing Scala and iScala users that are upgrading and new customers deploying iScala for the first time. iScala 2.3 is focused on the areas of Controllability, Scalability, Usability and Mobility.

*Gartner Magic
Quadrant*

*The Launch of
iScala 2.3 SR3*

1

iScala 2.3 SR3

2

Gartner Magic
Quadrant



Epicor 9
Manufacturing

Epicor Positioned as the Only Clear Visionary in the Gartner Magic Quadrant for Midmarket ERP

Based on a stronger ability to execute with Epicor 9, a combination of results across market, sales, product, industry and geography, and Gartner's continuing view that Epicor is the only vendor to have executed a multi-year product consolidation strategy with Epicor 9, we have emerged as the strongest vendor in terms of Completeness of Vision in our market.

“Epicor 9, through its use of modern technology and delivering on the promise of a product completely based on a service-oriented architecture, is the most visionary and complete offering in the market.”

Note for Partners on Gartner MQ Usage

Our reprint rights allow partners to use the report with sales prospects and we encourage you to do this – it's a great sales tool. You are also free to use the press release with any press contacts, but please do not make any edits to the approved version. Partners are not permitted to use the report with general email, lead generation campaigns or as a download on your web-site. You can provide a link to our download page on www.epicor.com

Introducing Business without Barriers



Tenda Plastic Manufactory Limited, Hong Kong. It is one of the solid toys manufacturer in China.

METAL FASTENERS. They are into manufacturing of variety of standard and special-grade fasteners.

NATIONAL FOOD INDUSTRIES are the pioneers in the field of snack food manufacturing in the entire Gulf region.

ASIA BOLTS INDUSTRIES is considered as one of the few UAE leading manufacturers of special bolting for critical applications.



Epicor to acquire Spectrum Human Resources Systems Corporation



*Global HCM
Market
Opportunity in the
Cloud*

*Spectrum:
Comprehensive HR
Functionality*

*About Spectrum
Human Resource
Systems
Corporation*



December 13, 2010 — Epicor Software Corporation today announced it has agreed to acquire privately held SPECTRUM Human Resource Systems Corporation based in Denver, Colorado for approximately \$16 million in cash, subject to certain closing adjustments. The acquisition is expected to close by December 31, 2010.

With approximately 100 employees, over 430 direct customers (an additional 1,800 through OEM relationships), and projected full-year 2010 revenues of approximately \$14 million, Spectrum's best-in-class Web-based human resource and talent management solutions will be the core of the newly formed Epicor Human Capital Management (HCM) group. The acquisition broadens Epicor's position as a leading provider of complete end-to-end enterprise business solutions to the manufacturing, distribution, retail, hospitality and services sector, with the addition of end-to-end HRMS. Epicor does not expect the acquisition to have a material impact on its 2010 financial results, but does expect it to be slightly accretive to revenue and earnings beginning the first quarter of 2011.

"Spectrum is perfectly aligned with our strategy to provide comprehensive solutions and services that offer businesses both choice and flexibility; delivered on-premise, as a managed service, or in the cloud," said George Klaus, chairman, president and CEO of Epicor. "The acquisition is an excellent fit from a technology, corporate culture, and customer service standpoint—both companies leverage the Microsoft .NET Framework, have a customer-centric focus, and deliver service from a single-point of accountability.

"The opportunity to deliver this comprehensive best-in-class HRMS creates new market opportunities both domestically and internationally. The complementary technology focus along with our commitment to service-oriented architecture (SOA) will allow us to quickly integrate the product across many of our product lines particularly Epicor 9, which will create significant cross-selling opportunities to both our ERP and HCM customers.

"We are excited to join forces with Epicor and the opportunity it creates to rapidly accelerate the momentum Spectrum has built in the HCM market," said Sybil Romley, CEO and president of Spectrum. "The economic downturn has shifted much of the focus of corporate HR from recruitment and on-boarding to talent management and employee development. With increasingly decentralized workforces, the rise of social networking, and rapidly evolving government, privacy, and regulatory compliance requirements, the value of a truly integrated HCM solution that aligns HR best practices with the overall business objectives of a company is significant."

“Epicor’s infrastructure and global presence also provides a strong platform to expand into new markets and geographies as a best-in-class solution,” Romley stated. “Our customers will benefit from the technology and product roadmap synergy between Epicor and Spectrum, as well as having direct access to Epicor resources worldwide — which we expect will deliver even greater value to all of our customers.”

Epicor plans on continuing to develop and support the Spectrum iVantage® HRIS product offering, in line with Epicor’s “protect, extend and converge” strategy. The Spectrum solution covers all aspects of an organization’s HR needs, from applicant tracking and hiring to workforce management and succession planning. The intuitive, easy to use, browser-based interface and automated workflow provide a high level of employee self-service, enabling HR professionals to reduce time consuming clerical functions and focus on developing organizational and workforce strategies that can improve the bottom line. Powerful analytics and productivity reporting tools provide a complete picture of the workforce for better strategic planning and operational alignment. The Spectrum offering will be immediately available to Epicor customers as an “extend” component integrated with their Epicor ERP solution. A full range of delivery options will be available including on-premise, hosted/managed services, or software as a service (SaaS). 1Source: Gartner, Inc., “Key Issues for Human Capital Management Software, 2010” (Mar. 24, 2010)

Spectrum, founded in 1984, is renowned for its best-in-class web-based HR systems and industry-leading service—providing an unparalleled user experience. As a full system and service provider, Spectrum delivers the full range of product-related services, including system planning, implementation, training, system customization, data conversion and system consulting. Spectrum is a Microsoft® Gold Certified Partner and participant in Microsoft's Technology Adoption Program. Headquartered in Denver, Colo., Spectrum can be reached at 800-477-3287 or on the Internet at www.spectrumhr.com.

Acrylicon signed with GBS for both Epicor 9 and Appian

GBS New Deal



1977 survey of industrial clients in the Food and Engineering industries indicated that 95% of them had the same basic flooring requirements, (although not always in the same order of preference).

- Hygienic
- Good looking
- Easy to clean
- Slip resistant
- Long lasting with minimal repairs

In addition, the controlled installation of the floor system would give the only true guarantee of performance to the client. In response to this research, in 1977 the 'AcryliCon® System' was born. Today the flooring requirements of the food processing and industrial client remain the same

*AcryliCon®'s
Mission*

Products



Location

as in 1977. During the past twenty years AcryliCon® Systems has secured its position as the foremost manufacturer and installer of industrial floors by consistently proving the longevity of its installations

AcryliCon's® Mission To inform those that are not already aware of the benefits of AcryliCon®, that they and their clients no longer have to live with spalling or delamination or floors that fail to meet hygiene, aesthetic, safety and longevity criteria.

- Acrylicon Decor System
- Acrylicon Flake/Granito System
- Acrylicon Variant System
- Acrylicon Industry System
- Acrylicon Lacquer System

- Bakery
- Petrol Gas Stations
- Automobile Workshops
- Public Buildings and Transportation
- Energy Industry and Power Plants
- Pharmaceutical
- Fish Industry
- Frozen and Chilled Food
- Warehouses
- Canned Food Production
- Chemical Industry
- Meat Processing, Abattoirs, Poultry
- Storage and Warehouses Dairy
- Mechanical Industry
- Food Industry and Processing
- Paper Mills and Paper Production
- Restaurants
- Schools
- Hotels

- Baltic
- Canada
- Finland
- Ireland
- Middle East and Africa
- Norway
- Sweden
- UK
- USA



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"New" Edition